



# Solar Panel Manufacturer

## Client Background



The Client is one of the largest solar panel manufacturers in North America, and the first choice for homeowners and business around the world.



Their diversified global portfolio includes leadership in residential, commercial and utility solar energy markets.

## Business Opportunities & Drivers



- Needed to standardize business processes across various geographic locations like France, NA, Belgium and Italy
- CRM to integrate with existing on-premise and cloud applications
- Required unified sales operations to monitor KPIs and operational metrics
- Scalability: improve pace, flexibility and customer relations to support business growth

## How Forsys Helped?

- Forsys built a comprehensive a partner management solution. Our teams customized SFDC to capture homeowner site information, electricity usage and cost of energy for customers across segments.
- Additionally, the solution determined lease price schedule, termination value, and recommended pricing levers based on cost and dealer fees
- Forsys built integrations to several of the customer's existing applications, including both in-house, custom-built applications and commercial off-the-shelf, including the following::
  - Internal Java Application to add specific products to the sales quote
  - Engine which generates estimates of energy production for configured systems and site locations
  - Application that calculates energy offset and customer savings based on new utility rate structure, incentives, rebates, and determine the new electricity bill after solar
  - Conga to generate user friendly customer proposal detailing business advantage, financial benefits, and lease process expectations

## Benefits

- Forsys' solution Maximized the client's investments in SFDC while reducing information silos with integrated applications. In countries where the client is emerging, they can now easily enable any number of partners they need



For more information,  
please contact:  
[sfdc@forsysinc.com](mailto:sfdc@forsysinc.com)