



How Tabdelta Solutions Solved Salesforce Integration Challenges



Client Overview

- ▶ Company Name: **Tabdelta Solutions**
- ▶ Industry: **Supply Chain & Logistics**
- ▶ Client: **Los Angeles, USA**
- ▶ Location: **Ahmedabad, India**
- ▶ Company Team Size: **27 Employees**
- ▶ Technology (Before):
 - ✓ **Salesforce Sales Cloud**
 - ✓ **Legacy ERP**
 - ✓ **Standalone accounting software**
 - ✓ **Third-party productivity tools.**
- ▶ Project Team Size: **3**



Why Needed Salesforce Integration Experts

Even after adopting Salesforce CRM, Tabdelta Solutions faced multiple challenges that prevented them from realizing the platform's full potential:



Disconnected Systems

Salesforce wasn't integrated with ERP and accounting tools, leading to duplicate data and manual updates.



Time-Consuming Reporting

Business leaders lacked real-time dashboards; reports took 3 to 4 days to compile each month.



Customer Experience Issues

Support teams couldn't access project, billing, or service data directly within Salesforce.



Productivity Loss

Sales reps spent nearly 30% of their time switching between systems instead of focusing on clients.

These challenges are common among fast-growing IT companies that rely on Salesforce but lack CRM integration and customization.



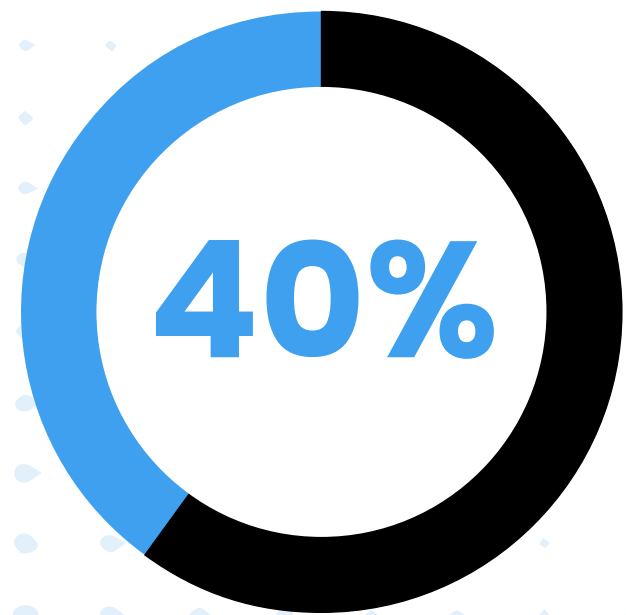
The Salesforce Integration Solution

Our Salesforce consultants designed a scalable integration roadmap tailored for Tabdelta Solutions:



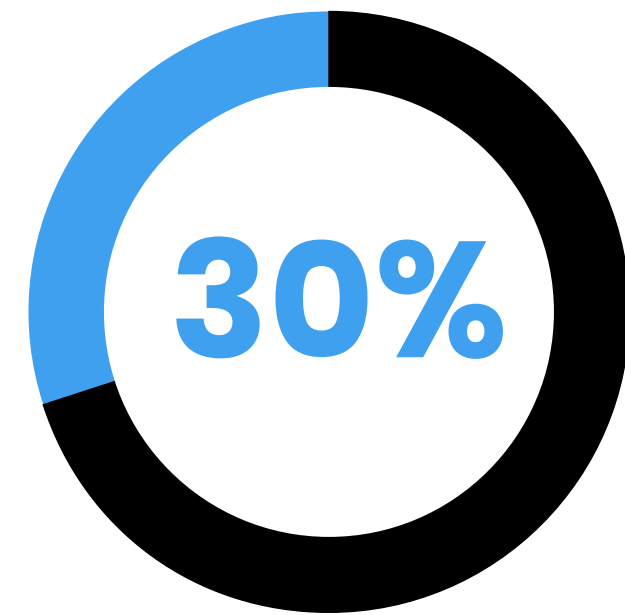
Results: Unlocking Salesforce ROI

Within 4 months of implementation, Tabdelta Solutions achieved:



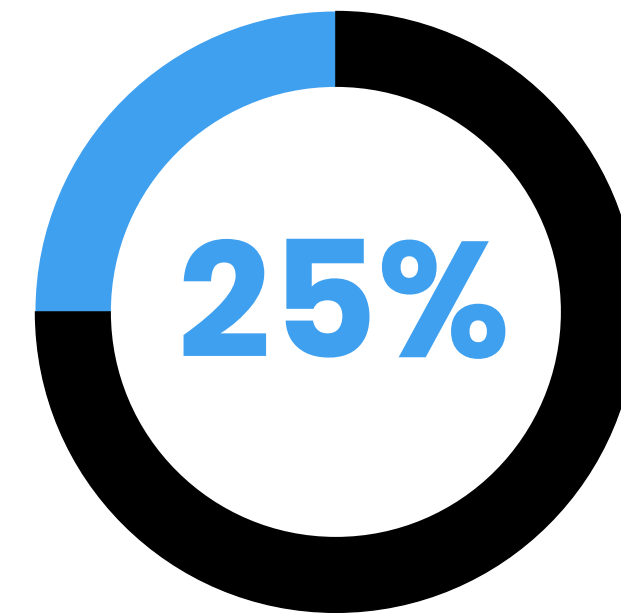
Faster reporting

leadership gained real-time insights.



Boost in sales productivity

less time lost in manual updates.



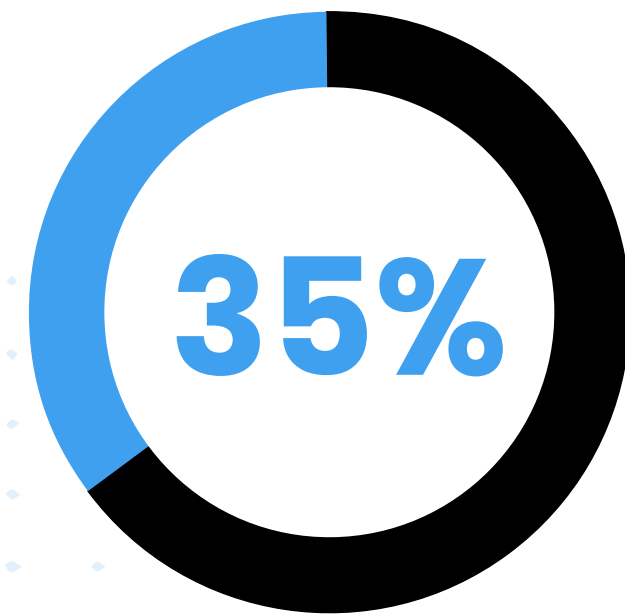
Better client satisfaction

quicker responses and accurate updates.



seamless data flow

between Salesforce, ERP, and accounting.



increase in Salesforce ad option

implified, role-based workflows.

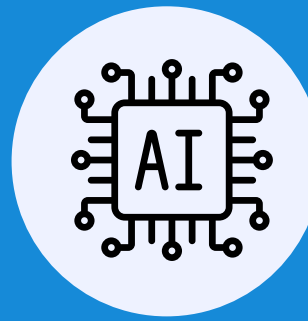


Future Roadmap

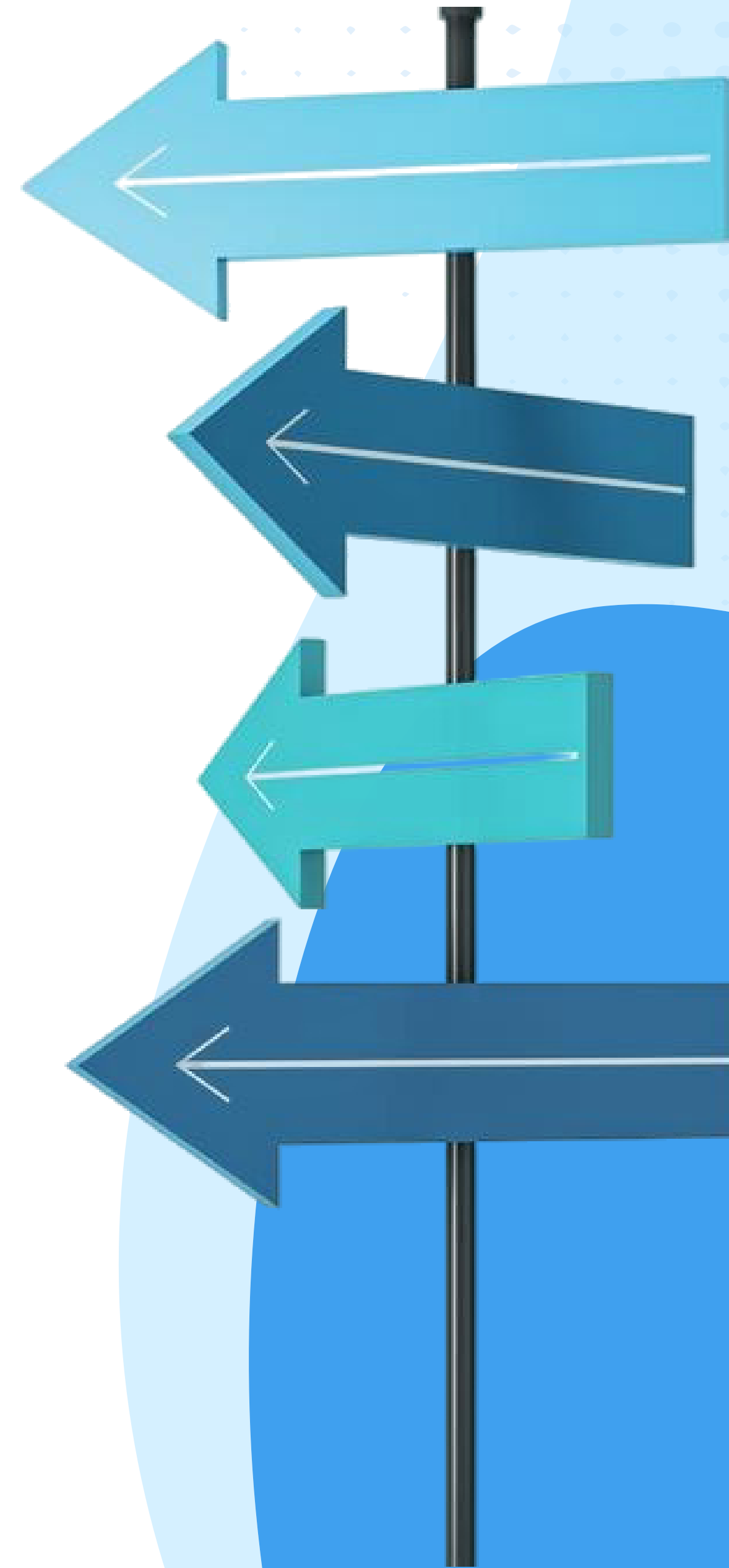
Deployment of Salesforce Marketing Cloud for smarter lead nurturing.



AI-powered forecasting with Einstein Analytics.



Advanced integration with HR and resource planning systems



Key Takeaway

- ▶ Salesforce is the backbone of modern IT businesses, but without *strategic integration* & *customization*, it often falls short of expectations.
- ▶ By leveraging Salesforce integration services, Tabdelta Solutions turned *Salesforce into a 360° business platform, enhancing efficiency, client experience, and ROI.*



Looking for Salesforce Integration Services?

is your business struggling with:

- ▶ **Disconnected business systems?**
- ▶ **Low Salesforce adoption?**
- ▶ **Delayed or inaccurate reporting?**
- ▶ **Poor customer experience?**



Tabdelta Solutions can help.



Certified Salesforce experts



End-to-end CRM implementation
& integration



Tailored dashboards & automation



Proven track record of improving
Salesforce ROI



Contact **Tabdelta Solutions** Today

Let's transform Salesforce into your competitive advantage.

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