

# 100% Data Migration from Multiple CMS' to Conga with FloData for a Prestigious Private Jet Company



**Industry**  
Aviation & Aerospace  
Component  
Manufacturing



**Revenue**  
\$2+ B



**Employees**  
7K+



**Headquarters**  
Ohio, US

## INSIGHT

A private aviation player experienced difficulty maintaining their multiple legacy contract management systems (a mix of files and databases), so they decided to switch from their legacy CMS' to the Conga application on Salesforce. Unfortunately, they lacked the expertise to convert and transfer the legacy data to the new platform as per the new business process.

Forsys teamed up with [FloData](#) to design a complex transformation approach and migrate the data, and they built a solution to manage errors and restart the migration if it fails. This facilitated the client to move large amounts of data accurately, resulting in the successful change implementation.

## BUSINESS CHALLENGE

The key challenges the client faced were:



Retention of varied legacy contract management systems.



Data Migration to the Conga application on Salesforce.



Transformation and migration of legacy data (proposal, pricing, contracts, etc) to the new platform.

# TRANSFORMATION JOURNEY

Forsys and [FloData](#), in collaboration with the client's C-Suite, joined forces to define the data migration and transformation strategy. We formulated, assessed, and tested the changed outcomes to guarantee the end-to-end source-to-target migration was completed without any disruption to any business activities on time.

The key highlights of the approach to the transformation journey:

- Data migration from CMS' to Conga application over multiple migration windows as per the new business process or workflows.
- Modification of assets and their related agreements to conform to the data structure of the Conga application.
- Ensure accurate pricing information about the products are retained in the new system.
- Data validation in the legacy CMS' for correctness before migrating to the Conga platform in order to obtain clean data.
- Preserving enterprise security and meeting compliance regulations when transferring critical data to the Conga application.
- Harmonization of the migrated data from CMS' to the Conga platform.
- Data reconciliation with automated reports.



## Impact

-  **Easy detection of data inconsistencies.**
-  **Implementation of data cleanups.**
-  **Data relocation to Conga.**
-  **Elimination of duplicate data entries.**



## About the Client

The client operates the largest, most diverse private aircraft fleet in the world and offers a full range of personalized private aviation solutions to meet—and exceed—the high standards of the world's most discerning travelers.

## Solution Components

Contract Management Systems,  
Conga, [FloData](#)