



A high impact, super-efficient
Salesforce.com Sales Cloud
implementation of a fast growing
exciting business model.

COMPANY PROFILE:

As a Rover3PL customer, you benefit from working with a privately owned organization that has earned a pristine reputation for delivering on the commitments they make to you. You have options when it comes to selecting your 3PL partner. That's why Rover3PL works hard to be your first call for affordable, secure transportation you can count on. Rover 3PL needed to put more process around their sales efforts.

THE CHALLENGE:

With a growing clientele base and a constant struggle for maintain target service levels – the customer selected the Salesforce.com Professional Edition Sales Cloud as their platform of choice to be fully customized by App Solve.

THE SOLUTION:

App Solve built the customers' business inside of Salesforce.com so that they could market, sell and provide service to their prospects and customers through their 3 main lines of business.

THE RESULTS:

Through focusing on their primary line of business on this project, Rover 3PL will be poised to continue optimizing their business on the Salesforce.com platform to fully recognize the specific nuances of each of their business units so that they can maximize their bottom line, each and every day.