Cority Software

cority™

Industry

- Software
- Health and Safety

Project Outcomes

- Data set configuration
- Enhanced reporting

Solution Features

- Einstein Analytics
- Sales Cloud
- Improved visibility
- Less manual effort

salesforce gold consulting **partner**

About AppCentrica

We've built our Salesforce practice one customer at a time based on quality and strong relationships. We deliver proven solutions for:

- Sales Cloud + CPQ
- Service Cloud + FSL
- Einstein Analytics
- Community Cloud
- MuleSoft
- Pardot
- B2B Commerce
- Heroku & Custom Lightning Development

About Cority Software

Cority is the most trusted Environmental, Health, Safety and Quality (EHSQ) software for assuring client success. Cority enables organizations to utilize EHSQ software solutions to advance their journey to sustainability and operational excellence. Cority consistently enables client success by combining the deepest domain expertise with the most comprehensive and secure true SaaS platform.

With 30+ years of innovation and experience, Cority's team of over 350 experts serve more than 800 clients in 70 countries, supporting millions of end users.

Challenge

Cority had been leveraging Sales Cloud extensively for some years to manage its sales organization. In particular, Cority's management team relied heavily on Salesforce's reporting and dashboard functionality to accurately forecast and measure the success of their team.

To gain further insight into sales data and related KPIs, Cority purchased Einstein Analytics. Cority reports metrics off of converted currency fields, which Salesforce generates in the CRM, but unfortunately the values would not flow into Einstein Analytics as, at the time, it did not support multi-currency. This became a major challenge for Cority as they were unable to utilize analytics to return accurate results.

Solution

AppCentrica setup new data sets for Einstein Analytics and wrote custom JSON queries to retrieve the data. In doing this, Einstein Analytics was able to generate reports based on Cority's multi-currency reporting model. This solution has enabled Cority to generate more comprehensive reports and save considerable amount of time. Ultimately, Cority can now realize the full value of their investment and uncover deeper business insights.

★★★★★

"As long-time users of the SalesForce platform and its Analytics capabilities, we rely heavily on the insight we gain to help grow our business. As SVP of Global Sales, we implemented Einstein Analytics in order to help us gain deeper insight, in real time, as to the key drivers of our business. As we pushed the capabilities of Einstein and our own internal resources, AppCentrica was able to help us extend our sophistication and the insight we get from the platform. They are deep domain experts and provide a collaborative team to help us with key support requirements. Greg Dimmock and his team have helped us get more out of our investment."

Greg Durand
VP Global Sales,
Cority Software