Coacto Customer Success Story

Enabling integration for all GeoSLAM's processes

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Your Salesforce Vision

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Enabling integration of an entire sales, warehouse, operations and accounts business process with Salesforce & AscentERP implementations.

The Challenge

With large potential growth and an 80+ international distribution network, GeoSLAM needed a detailed system that would manage lead tracking, their sales and distribution network, operations and fulfilment, alongside manufacturing, inventory management, procurement and service delivery, with an integration into their accounting system.

Partner Impact

The hub of the GeoSLAM system was the ERP solution AscentERP. This had to support sales transactions which would bi-directionally synchronise with Xero. The sales system required some custom product and pricing, which was linked to the AscentERP inventory system to manage the quote to order to fulfilment and cash process. A community provided visibility to external distributors.

Industry: Manufacturing and Distribution

Cloud: Salesforce Sales, Service and Experience Cloud

Apps: AscentERP, Ascent4Products, Ascent2Xero, Conga and Xero

Partner Role: Integrated Solution Partner

" We wanted a solution for our CRM and ERP requirements that would integrate cloud based accounting, allowing us to align our processes to enable efficiency and effectiveness throughout our supply chain, whilst providing data and analytics that drive the decision making. "

Helen Leivers,
Business Systems Manager