happiest minds

Customer Contract Management for Leading Global Commercial Vehicle Manufacturer

BUSINESS REQUIREMENTS

- Increase efficiency and control of contract documents
- Pricing accountability and relevance based on input fluctuations
- Improve contracts execution turnaround time

OUR SOLUTIONS

- Translation of the existing Service Agreement process
- Developed improved business Service agreement process
- Integration framework definition to consoldate disparate systems

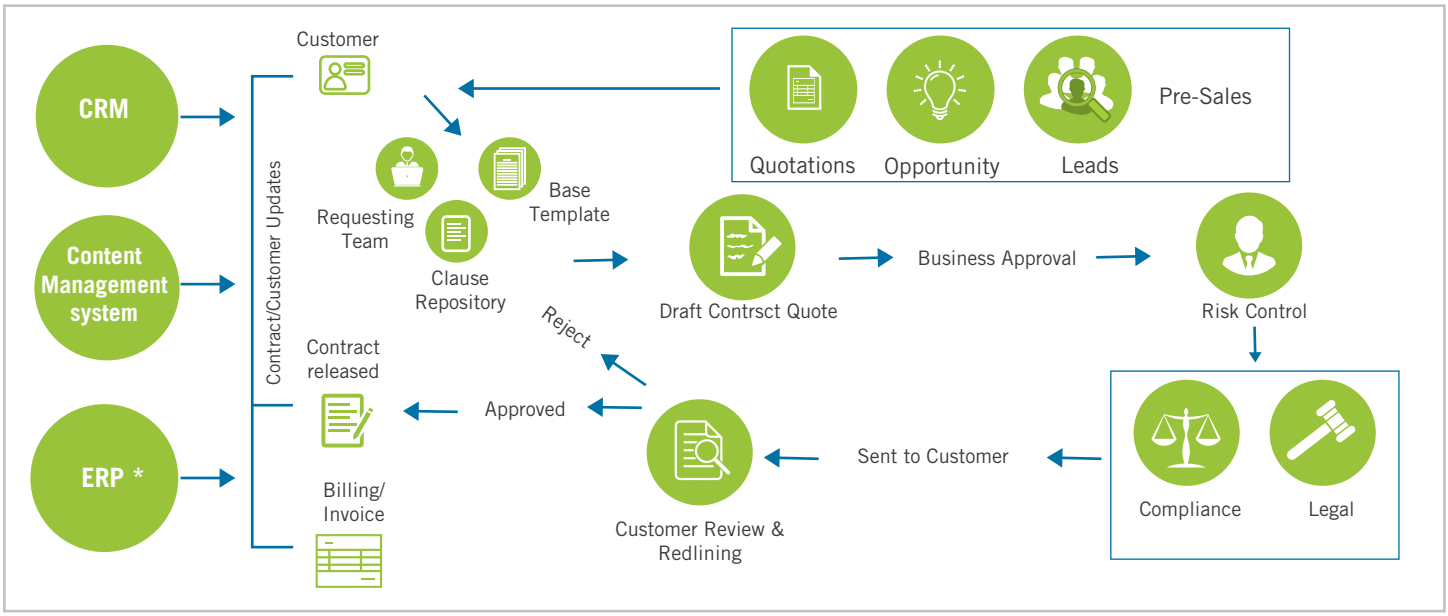
TOOLS/ TECHNOLOGIES

- Salesforce.com Sales Cloud
- Data Loader.io, Digital Signature
- SAP ECC 6.0 - SD and MM Module

BUSINESS IMPACT

- 20% Increased Revenue from Service Warranty Sales
- Contract processing cycle time reduction from 30 days to 3.
- Reduced carbon foot print

Our solution approach



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About Us

Happiest Minds enables Digital Transformation for enterprises and technology providers by delivering seamless customer experience, business efficiency and actionable insights through an integrated set of disruptive technologies: big data analytics, internet of things, mobility, cloud, security, unified communications, etc. Happiest Minds offers domain centric solutions applying skills, IPs and functional expertise in IT Services, Product Engineering, Infrastructure Management and Security. These services have applicability across industry sectors such as retail, consumer packaged goods, e-commerce, banking, insurance, hi-tech, engineering R&D, manufacturing, automotive and travel/transportation/hospitality.

Headquartered in Bangalore, India, Happiest Minds has operations in the US, UK, Singapore, Australia and has secured $ 52.5 million Series-A funding. Its investors are JPMorgan Private Equity Group, Intel Capital and Ashok Soota.

For more information visit **www.happiestminds.com.** Write to us at **business@happiestminds.com**

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