



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 consolidate disparate systems

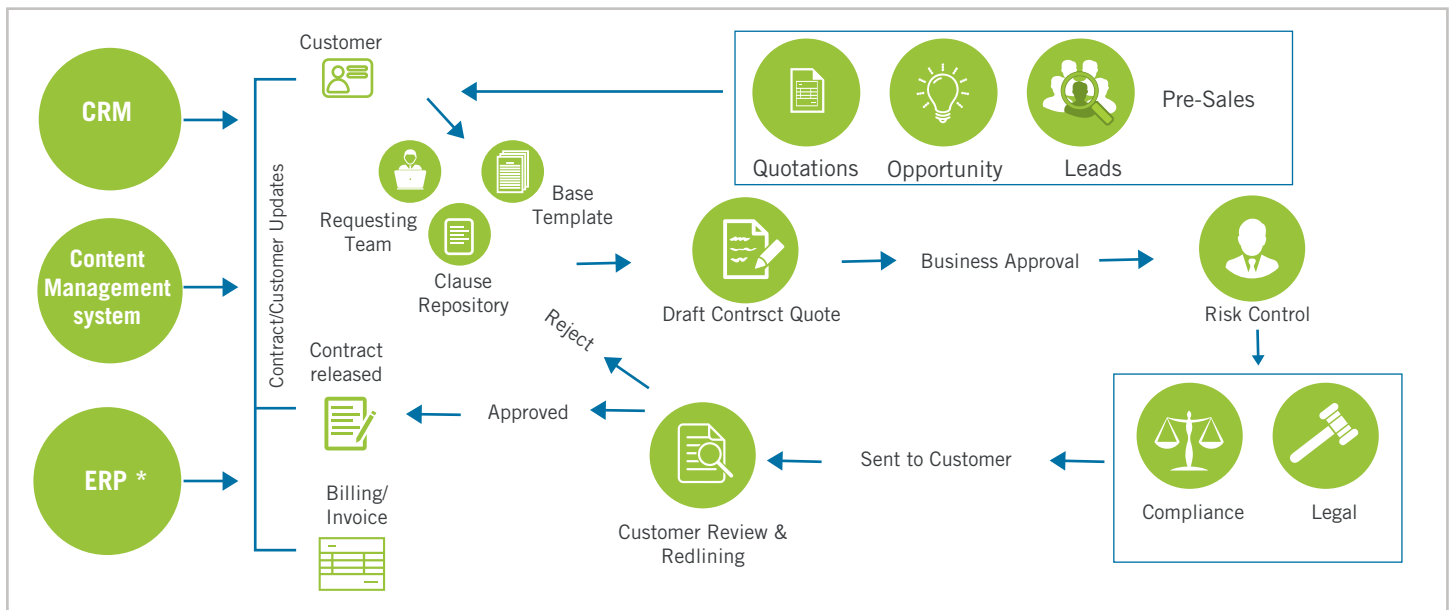
TOOLS/ TECHNOLOGIES

- 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



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

