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 footprint

---

**Our Solution Approach**

---

**About Us**

Happiest Minds, the Mindful IT Company, applies agile methodologies to enable digital transformation for enterprises and technology providers by delivering seamless customer experience, business efficiency and actionable insights. We leverage a spectrum of disruptive technologies such as Big Data Analytics, AI & Cognitive Computing, Internet of Things, Cloud, Security, SDN-NFV, RPA, Blockchain, etc. Positioned as “Born Digital. Born Agile”, our capabilities span across product engineering, digital business solutions, enterprise systems, and security services. We deliver these services across industry sectors such as retail, financial services, insurance, pharma, healthcare, technology, manufacturing, automotive and travel/transportation/hospitality.

Headquartered in Bangalore, India; Happiest Minds has operations in USA, UK, The Netherlands, Australia and Middle East.

*Business Contact: business@happiestminds.com*