

# Increase revenue with faster time-to-market through Salesforce Industries

In a cloud-governed era driven by agility and innovation, organizations across industries have a digital transformation mandate. But, starting from scratch takes extensive people hours while the competition delivers business value at a 57% lower cost. On the other hand, overly customized CRM is unstable and underperforms that affects adoption. It also leads to the inability to scale the business while depleting the revenue stream and affecting system stability and adoption.

Built natively on the Salesforce platform, Salesforce Industries is a leading provider of industry-specific cloud and mobile software for the world's top companies across industries. With Salesforce Customer 360 and Salesforce Industries, businesses have the most advanced industries platform for digital transformation and tools and expert guidance tailored to their specific needs.

## Why clients are choosing Virtusa

Besides enjoying a strong domain understanding and our robust business-first approach with technology, Virtusa shares a strong alliance with Salesforce. We are a Summit partner of Salesforce with 10+ years of experience deploying solutions globally, making us a trusted partner for our clients. Some of the outcomes we have delivered include:

**40%**

**faster time to market**

**90%**

**reduced MTTR**

**15%**

**reduced technology operational cost**

**25%**

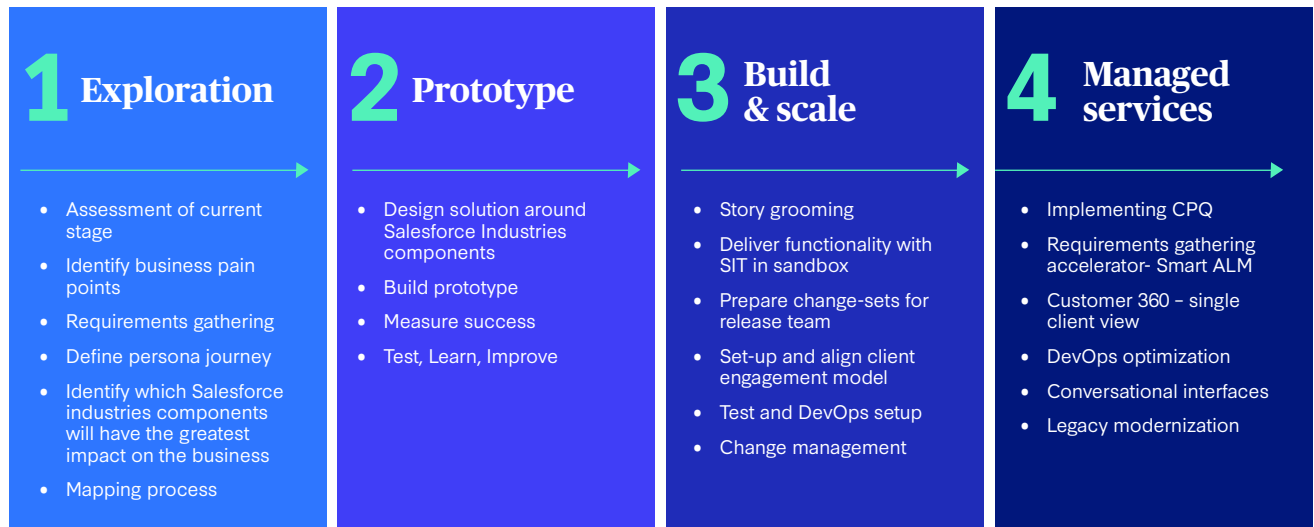
**increased speed to implement revenue recognition**

# Capabilities

**Virtusa's Salesforce Industries capabilities powered by Salesforce enables organizations scale and innovate faster**

The Salesforce platform supercharged by Virtusa enables businesses to go digital with its purpose-built industry solution and the Salesforce Customer360 with an array of industry-specific platforms like Financial Service Cloud, Insurance Cloud, Salesforce Industries Media, Finance, Salesforce Industries Insurance, etc. Salesforce Industries communication, and more.

## Optimization



## Success stories

A British satellite television platform transformed its customer experience with Salesforce while saving \$2M annually in software upgrades

Salesforce optimized a Canadian national telecommunications B2B value chain to gain 90% faster contract registration

