

# Seamless integration spurs client sales



**A pioneer in Cloud computing and the undisputed leader in CRM software, the company also has a slew of commercial applications that it has either developed or acquired. Among the earliest adopters of enterprise scale cloud-based software products to its clients, the client required support for integrations to their CRM solution.**

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## Approach

The client needed a partner to support on-the-fly integrations between internal CRM software and incentive management, which helps sales people to receive compensations based on their targets correctly. Integration support was required as and when new clients onboard onto the CRM cloud.

## Solution

SwankTek ensured integrations were always successful between the CRM system and other internal applications of the client. Integrations were often required for various applications like HRIS solution like WorkDay, Oracle ERP Finance module and Xactly, a third party compensation solution provider.

With seamless integrations between different systems to support Sales, the client is able to double the revenue year by year in its pursuit of a \$25 bn revenue by 2022.

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*SwankTek is a multifaceted, premium technology services company based in Nutley, New Jersey. Over the 12 years since its founding, the company has successfully delivered solutions to Fortune 100 and industry leading companies in the world.*