



CYRUSONE CUSTOMER SUCCESS STORY



COMPANY

CyrusOne



INDUSTRY

Enterprise Data Center Provider



OBJECTIVE

Transition from Microsoft CRM to Salesforce to automate and fit their business needs.



WHY

Provide better reporting capabilities, run reports on all data, integrate with other applications, and improve security settings.

TECHNOLOGIES & SERVICES USED



sales cloud



StarrData's Salesforce Implementation

CUSTOMER QUOTE



"I have hired StarrData twice to work for me at two different companies. Both experiences have been exceptional. They are experts in Salesforce installation and optimization. They were thorough in process, scope, and implementation and they took the time to really understand what a company needs, without wasting resources or time. I highly recommend them to any company looking to quickly and efficiently launch or improve their Salesforce instance."

– Scott Brueggeman, Chief Marketing Officer, CyrusOne

BEFORE

Prior to using StarrData, CyrusOne was using Microsoft Dynamics CRM, and they were finding that it was not flexible enough to fit their specific business needs.

Not only was Microsoft CRM making it challenging for CyrusOne to run all the reports they needed, but they were unable to integrate with other applications without the assistance of an expert programmer.

CyrusOne needed an automated process that would provide them with more reporting capabilities, ease of management, and increased security.

AFTER

- CyrusOne is actively using Salesforce and it's customized automation abilities to adhere to all of their business needs
- CyrusOne's data from Microsoft CRM was successfully imported into their Salesforce database through StarrData's meticulous efforts
- Salesforce provides CryrusOne with more intricate reporting capabilities, allowing them to run high-level reports on all of their data
- Users are trained by StarrData on Salesforce best practices and are able to maximize their Salesforce usage
- CyrusOne has drastically improved their security measures through reporting and can easily manage their security settings



RESULTS

CyrusOne is now using a customized Salesforce instance that has helped automate internal processes and allows them to make better decisions through accurate reporting.