Cost-effective Solutions to Enable Salesforce Data Availability for a Leading Credit Rating Agency

A premier credit rating agency was using a contract management add-on tool on Salesforce to generate agreement records for its employees. Licenses of the Salesforce platform and the contract management add-on were required for all users to view the agreements records. The client was looking for cost effective alternatives as the number of infrequent Salesforce users was very high.

CHALLENGES

There was a huge cost burden as the company had paid for licenses and add-on platforms for all users. However, some users used Salesforce infrequently.

SOLUTION

Atos Syntel proposed the Heroku platform to help the client save licensing costs. Heroku is a Salesforce-owned, cloud-based platform as a service (PaaS) that provides effective deployment of applications to the cloud. The Heroku platform provides users with the option to build applications in the language of their choice, and provides direct hassle-free deployment to the cloud.

Heroku provides a large marketplace of add-ons to choose from. Atos Syntel leveraged the Heroku Connect add-on to synchronize data between Salesforce and Heroku Postgres database; the database tables were mapped in the source and destination and syncing intervals were specified.

The deployment of the application was done through a Heroku plug-in, which identifies the source code and pushes the code for automatic deployment to cloud, in the Java Eclipse development environment. Atos Syntel also provided the client with an option to view reports on mobile handsets, enabling users to access reports on the go.

BUSINESS BENEFITS

90% reduction in licensing cost through Heroku Apps

- Leveraging in-house technology expertise to develop the application as per the enterprise technology road map
- Scaling the application
- Building custom applications
- Wide range of add-ons from Heroku to enhance application features including logging, monitoring, caching , Email SMTP Services, SMS gateways and payments

Delivering Excellence with Atos Syntel's Salesforce Center of Excellence

Atos Syntel's comprehensive PaaS offering includes Salesforce.com and Heroku, enabling you to rapidly adopt public enterprise PaaS platforms. Our solutions help you achieve 40% faster time-to-market and 50% reduction in efforts. Atos Syntel has successfully delivered over 100 Salesforce projects, and we are partnering on many more. Our expertise in Salesforce solutions encompasses Sales Cloud, Service Cloud, ExactTarget Marketing Cloud, Salesforce1 platform, Chatter and Work.com.