

Manufacturing Industry Resources



AD VICTORIAM
SOLUTIONS

Salesforce. *Simplified.*



The Ad Victoriam Team knows manufacturing. We bring our experienced and knowledgeable manufacturing AE's and consultants to the table that align with your customers' needs, expediting the sales process to close more deals faster.

Once the deal is signed, we guide your customers through an in-depth discovery, create a strategic roadmap, and then deliver an effective technology solution, on time and within budget. The trusted relationships we build more often than not, lead to another project yielding additional ACV.



45

MFG Projects



\$9.3M

Initial ACV



\$1.9M

Expansion ACV

AdVic Experience

Win Stories

*Electrical Components
& Equipment*

 **LUTRON**®

*Distribution
Manufacturing*

banner
SOLUTIONS

Construction

 **SOLENIS**™

*Electrical Components
& Equipment*

 **TREW**®

Automotive

 **YANMAR**

Machinery & Equipment

TURTLE 

Industrial Machinery

MAXCESS

Electrical Components

EVERIDGE
Every step of the way®

Construction

HMTX
INDUSTRIES

Industrial Machinery

TURTLE

Electrical Components

**RESIDENTIAL
ELEVATORS**
Elevating Your Standard of Living

Specialty Chemicals

POLYGLASS 











“Throughout the sales cycle, AdVic was very detailed and pointed in their responses to with TREW to ensure the customer had a clear understanding of the deliverables and expectations rolling into implementation. Communication with the Salesforce team was critical to align on messaging and drive the project forward. In addition, AdVic demonstrated flexibility and capabilities with the technical knowledge and execution experience that matched their exact use case. As a result, TREW signed the deal.”

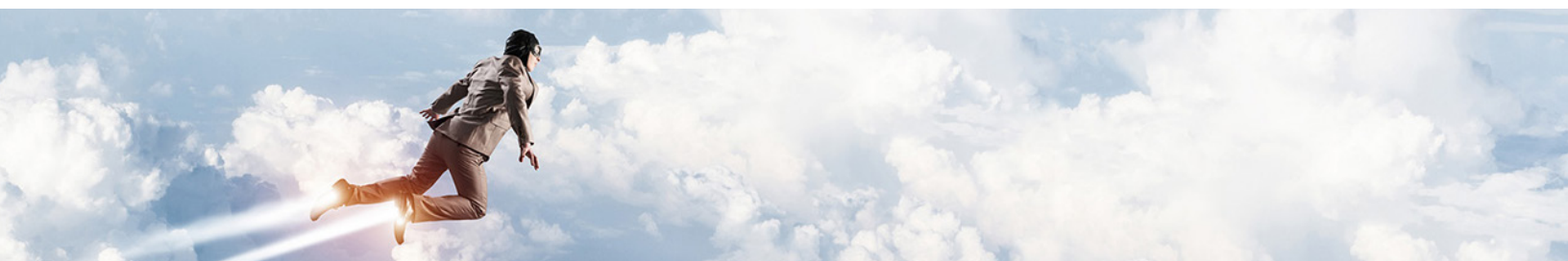
- Ian Johnson,
Account Executive, Salesforce

ACV: \$172,000

AdVic Accelerators

Expedite your Salesforce® implementation and functionality with AdVic's quick start cloud Accelerators and plug-in Components. Based on industry best practices and thousands of successfully completed projects, we've crafted our products to quickly advance your business – in just weeks.

-  > [Sales Cloud Starter Package](#)
-  > [Service Cloud Baseline Offer](#)
-  > [Service Cloud with Zendesk Accelerator](#)
-  > [Marketing Cloud Starter Package](#)
-  > [Experience Cloud Starter Package](#)
-  > [GPT Assessment](#)
-  > [B2B Commerce \(with or without MuleSoft\)](#)
-  > [Salesforce Order Management Accelerator](#)
-  > [MuleSoft Ignite - Manufacturing](#)
-  > [MuleSoft Ignite Lite - Manufacturing](#)



Involve AdVic in the Sales Process

AdVic® has been known for:

- > Maximizing ACV.
- > Supporting new logo acquisition.
- > Supporting the Salesforce AE's goals.
- > Ability to land and expand deals over time.
- > Meeting deadlines and building strong relationships.
- > Project kick-offs within 2-3 weeks.
- > Keep accounts in the Green, fix Red Accounts from other partners.

The AdVic MFG Team is a partner with the knowledge and capacity to produce high-level success for manufacturing clients consistently and we're equipped to design your customers' roadmap to success starting today.



“AdVic was instrumental in closing the Lutron deal, going above and beyond, in every aspect of the project. There was not ever a time where our Salesforce Account Team doubted their approach, or future solution delivery to the customer. AdVic included an executive early in the cycle to align with Lutron's key decision makers, meeting with them in-person and on calls throughout the process.

To solidify the deal, the AdVic Team packaged implementation and integration together in a way that not only met Lutron's budget requirements, it instilled even more confidence in Salesforce as the solution, and AdVic as their partner.

- Tyler Terlecky,
Commerce Account Executive, Salesforce

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ACV: \$2,397,943

About Ad Victoriam

Ad Victoriam is a Salesforce® and MuleSoft® Partner that provides multi-cloud consulting services, from strategy to implementation. Our nimble team of certified professionals across the United States accelerates businesses by simplifying complex problems through cloud and data expertise. As a Certified B Corp, we balance purpose with profits and have made a strong commitment to the community.

