

CASE STUDY

Migrating from Native Application Language to Salesforce



Challenges

The client identified following challenges with their current setup:

- **Limited Scalability:** The native application had limitations in terms of scalability, which made it challenging for the client to grow their businesses.
- **High Maintenance Costs:** Maintaining the native application was costly and time-consuming, which was unsustainable in the long term.
- **Inconsistent Data:** Data is stored in multiple locations within the native application, leading to inconsistencies and errors.

Solution

As a solution, the QASource client has decided to migrate their native application to Salesforce. Salesforce offers a cloud-based platform that provides scalability, reliability, and flexibility to businesses of all sizes. The migration process went through following stages:

- **Planning:** QASource helped identify the scope of the migration and set realistic goals and timelines. They also helped identify the resources and team members that would be needed in the migration.
- **Data Mapping:** QASource then helped the client map the existing data to the Salesforce data model. This process involved identifying the data fields and relationships within the native application and mapping them to Salesforce objects and fields.
- **Customization:** Once the data mapping was complete, the QASource assisted the client in customizing Salesforce to meet their specific business needs. This process involved creating custom fields, objects, and workflows that align with their business processes.

About Our Client

The client has a native application that they use for their client management, health updates, and reporting. They wanted to migrate to Salesforce, which is a significant decision that requires careful planning and execution.

Industry
Salesforce



- **Testing:** After customization, the client needed to test the Salesforce instance to ensure that it met their business requirements. QASource tested the data migration, customizations, and integrations with other systems.
- **Deployment:** Once testing was complete, the client deployed the Salesforce instance to their production environment. They needed to plan for a phased deployment to minimize disruptions to their business operations.
- **Training:** After deployment, the client needed to provide training to their staff on how to use Salesforce effectively. They need to ensure that their staff can use Salesforce to perform their job functions efficiently.

Results

By migrating from their native application to Salesforce, the client has achieved the following benefits:

- **Scalability:** Salesforce provides scalability, which has enabled the client to grow their business without fewer limitations.
- **Cost Savings:** Salesforce is a cloud-based platform, which has reduced maintenance costs. Clients no longer need to maintain their servers or hire a dedicated IT team.
- **Data Consistency:** Data is now stored in a single location within Salesforce, which has improved data consistency and accuracy.
- **Increased Efficiency:** Salesforce provides automation and workflows, which has increased the efficiency of client business processes.

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