



Ascent Solutions extends Salesforce to empower omnichannel customer experiences and shop floor manufacturing for bills of materials (BOM).



CHALLENGE

Looking for a cloud solution that was reliable and flexible were critical requirements for Ashbee and Stone. The company has stores in three locations and needed a system that could help them operate efficiently. Ashbee and Stone is also a hybrid business, meaning it's part retailer and part manufacturer, so it needed the ability to manage bill of materials (BOM) with elements of manufacturing in addition to an omnichannel retail experience. Lastly, it wanted sales information while on the road, so mobility was also important.

Industry:
Manufacturing, Retail

Salesforce:
Sales Cloud, Platform

SUCCESS

Ashbee and Stone selected Salesforce and Ascent Solutions to satisfy their business needs in the cloud. The flexibility to connect a back office ERP system with front office sales activity made the platform ideal for delivering a reliable and scalable solution. Ascent Solutions out-of-the-box features combined with Salesforce per user pricing reduced the need for a large capital investment. The combination of Ascent Solutions with Salesforce delivered a flexible and tailored cloud-based system for the unique needs of Ashbee and Stone.

Applications:
Ascent ERP



Steve Ropert
Director of Operations,
Ashbee and Stone

“The ability to manage both Phantom and Non-Phantom bills of materials made it an ideal choice for us and the setup was straightforward...We are a retail business with elements of manufacturing and Ascent Solutions caters well for both aspects.”

“Having already implemented Ascent previously and used it trouble free for 5 years, I had no hesitation in choosing it for this business...The team at Ascent are always a pleasure to deal with.”