Ascent Solutions extends Salesforce to empower this biotechnology company with an end to end solutions, from R&D to contract manufactured finished goods, and orders creation to fulfillment.

CHALLENGE

MOBILion Systems, Inc. was looking for a way to enhance their previously implemented Salesforce solution.

Salesforce Sales and Service Clouds including Salesforce CPQ had been implemented. Other business processes such as procurement, invoicing, contract manufacturing and in house manufacturing were handled manually, outside of the Salesforce platform.

They needed to track the purchase of R&D parts and manage their bill of materials (BOM) with revisions.

QuickBooks Online is not integrated to Salesforce.

SUCCESS

Aethon Consulting, an Ascent Solutions Certified Implementation Partner, configured Ascent ERP and Ascent Financial Platform with an integration to AvaTax.

Some items are kept in stock, some manufactured in house and other drop shipped to their customers.

MOBILion's new process starts with a CPQ Quote, which is converted directly to an Ascent ERP Sales Order, and subsequently drives Purchase Orders and Production Work Orders on Salesforce.

Reports are used to get the margins and costs per configured order to the accounting team. Meanwhile the integration to AvaTax returns the proper taxes when the sales order is created and commit to Avalara when it becomes an invoice.

Cassie Jones
Customer Service Management
MOBILion Systems, Inc.

"Our company chose Ascent as our ERP of choice for a brand new organization. We had incredible asks and the Ascent team delivered on every single one. We have been able to go from PowerPoint slides and Visio drawings of what we wanted to a full and well functioning ERP system in less than 3 months. This ERP has been a life saver for our customer service team, as we have been able to process orders, produce invoices and manage inventory and manufacturing functions. A big thanks to the Ascent team for close and professional care of our launch. We consider you a huge part of our success!."

Industry:

Healthcare & Life Sciences

Salesforce:

Sales & Service Cloud

Applications:

Salesforce CPQ, Ascent ERP, Ascent Financial Platform, AvaTax