

Transforming Manufacturing, Automotive, and Energy & Utilities (MAE) Industries

Powering Industry 4.0 with Intelligent Salesforce Solutions

As a Salesforce Summit Consulting Partner, YASH Technologies drives business transformation across Manufacturing, Automotive, and Energy & Utilities (MAE) sectors. Our solutions leverage the Salesforce ecosystem to create seamless, intelligent, and scalable enterprises.

Our Capabilities

Deep Industry DNA. Platform-Driven Innovation. Outcome-Led Delivery.

YASH understands the unique dynamics of MAE sectors—ranging from OEM-dealer complexity in manufacturing, to field service logistics in utilities, and supply-demand orchestration in energy.

Our Salesforce-powered offerings include:

- **Manufacturing & Sales Cloud:** Lead-to-order automation and agreement lifecycle management.
- **Experience Cloud:** Partner and dealer enablement portals with real-time inventory visibility.
- **Service & Field Service Cloud:** AI-powered case management and predictive maintenance.
- **Revenue Cloud:** Subscription billing and contract lifecycle management.
- **MuleSoft & Integration Services:** Real-time ERP sync.

Center of Excellence & Accelerators

- **DMS Accelerator:** Digitize distributor and dealer journeys.
- **ERP Connector:** Prebuilt ERP integration frameworks.
- **Demand Forecast Accelerator:** Automate SKU-level demand forecasts.

Our Top Solutions for MAE



Manufacturing Value Chain Digitization: Unify manufacturing lifecycles with connected cloud systems.

Outcomes: 30% faster quote-to-order cycle, improved rebate tracking.



Automotive Sales & Service Cloud Integration: Empower dealers with intuitive portals and mobile tools.

Outcomes: Boosted on-ground visibility and SLA-driven ticketing.



Energy & Utilities: Smart Field Operations & CX: Enhance field efficiency and customer retention.

Outcomes: 45% reduction in case resolution times, uplifted customer satisfaction.



AI-Powered Forecasting & Inventory Optimization: Bridge demand-supply gaps with intelligent forecast models.

Outcomes: 50% time reduction in forecast cycles, 100% coverage of key accounts.



Agentforce for MAE: Intelligent AI agents for sales, workflow, and support automation.

Why Choose YASH Technologies?

Salesforce Summit Partner Advantage

Top-tier recognition for excellence in delivery, innovation, and customer outcomes.

Cross-Industry Experience

Decades of proven success across ACC industries, enabling scalable, future-ready solutions.

AI-Powered Agentforce Expertise & Readiness

Deep technical and functional knowledge to deploy autonomous AI agents with tangible ROI.

End-to-End Delivery Model

From advisory to post-implementation support maximizing business value at every step.

Scale, Experience & Excellence

29+ years of global enterprise transformation experience

Trusted **digital partner to 100+ Fortune 500 clients**

Global delivery with **43 centers across 6 continents**

Recognized among **Top 20 SAP S/4HANA service providers** by Gartner

200+ certified Salesforce practitioners supporting MAE engagements

Success Stories



Inventory Forecast Automation for Global OEM

Industry: Manufacturing

Salesforce Cloud Used: Salesforce Experience Cloud + Sales Cloud

About: A global OEM struggling with manual forecasting processes that caused delays and excess inventory.

Challenge: Excel-based forecasting led to inefficiencies and poor inventory management.

Solution: Implemented Salesforce Experience Cloud and Sales Cloud with ERP integration to automate forecasting.

Impact:

- Forecasting coverage increased from 10% to 100%.
- Forecast processing time reduced by 50%.
- Significant drop in inventory costs.



Quote Management for Global Chemicals Manufacturer

Industry: Chemicals Manufacturing

Salesforce Cloud Used: Salesforce Sales Cloud

About: A chemicals manufacturer facing delays in opportunity-to-quote processes due to manual pricing methods.

Challenge: Inefficient manual pricing slowed down quote turnaround times.

Solution: Deployed Salesforce Sales Cloud with dynamic pricing and CPQ automation.

Impact:

- 80% faster quote turnaround.
- 70% boost in sales team productivity.



Manufacturing Cloud for Leading Cylinder Maker

Industry: Manufacturing (Cylinder Production)

Salesforce Cloud Used: Salesforce Manufacturing Cloud

About: A regional cylinder manufacturer struggling with fragmented demand planning across regions.

Challenge: Excel-based demand planning created inefficiencies and lacked real-time collaboration.

Solution: Migrated planning processes to Salesforce Manufacturing Cloud with real-time ERP data synchronization.

Impact:

Eliminated 1,000 hours of non-value-added work.
Improved cross-team collaboration and visibility into forecast bias.

Let's Co-Create the Future of Manufacturing, Automotive & Energy

Leverage the power of Salesforce + YASH's MAE accelerators to transform operations, boost customer experience, and lead industry innovation.



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