



Powering Hi-Tech Enterprises with Salesforce + Agentforce

Hi-Tech companies face mounting pressure managing complex quotation cycles, multi-region sales operations, and shared-service efficiency at scale. YASH enables hi-tech enterprises to modernize with Salesforce Sales, Service, and Revenue Cloud — seamlessly integrated with ERP and third-party systems — while Agentforce AI agents drive automation, end-to-end pipeline visibility, and measurable improvements in customer satisfaction.

Proven Impact

40%

Reduction in sales cycle time

End-to-end automation of lead-to-contract workflows, DocuSign integration, and NetSuite/JIRA connectivity eliminates manual handoffs across a complex multi-country sales operation.



35%

Reduction in billing cycle time

Automated revenue recognition, real-time system synchronization, and standardized invoicing eliminated manual contract amendments and data reconciliation across finance, sales, and billing teams.



40%

Reduction in order processing time

Automated PO validation, SAP block releases, and DDO expiry checks replaced manual intervention across the quote-to-order lifecycle.



40%

Faster SOW cycle time

Automated routing, milestone tracking, and real-time notifications across Sales, Presales, Legal, and Services eliminated manual handoffs and email-based coordination.



Solutions & Accelerators

- **Advanced Quotation Accelerator** Multi-persona quoting with design registration, deal management, and price optimization — reducing quote cycle times and eliminating margin leakage across channels.
- **Revenue Cloud Accelerator** Revenue slippage detection, billing automation, and compliance — giving finance and sales a single, accurate view of recognized and deferred revenue.
- **SalesMateAI** Purpose-built sales acceleration with predefined templates for Product Sales, AMC & Warranty, and Project/Program pursuits — reducing setup time and getting sales teams productive faster.
- **CaseMateAI** A ready-to-deploy customer service accelerator built for manufacturing — with industry-aligned case workflows and service best practices that dramatically cut time-to-value.
- **MuleSoft IDP — Intelligent Document Processing** High-volume document extraction, classification, and workflow automation for shared services — cutting manual handling and accelerating turnaround times at scale.

Agentforce AI Agents

- **Deal Intelligence Agent** Monitors open opportunities, detects stalled deals, and triggers next-best-action recommendations — keeping complex, multi-stakeholder sales cycles on track across accounts.
- **Quote & Contract Automation Agent** Automates CPQ workflows, flags pricing anomalies, and routes contracts for approval — eliminating manual bottlenecks and accelerating quote-to-close across high-volume channel and direct sales.
- **Revenue Assurance Agent** Continuously monitors billing runs, detects revenue slippage, and flags compliance risks in real time — giving finance teams early visibility before period close.
- **Field & Shared Services Agent** Auto-assigns field engineers based on territory, skill, and SLA priority — while autonomously processing and classifying incoming service documents to reduce manual handling in shared service centres.
- **Renewal & Expansion Agent** Tracks contract expiry, product usage signals, and customer health scores to trigger timely renewal and upsell actions — reducing churn and maximizing net revenue retention across the installed base.

Client Success Stories

Leading IoT Services Company Modernized Salesforce Sales Cloud — automating the full sales lifecycle from lead and POC management to quoting, contracting, and ERP integration.

Global AI-powered Conversational Commerce Tech Replaced legacy Zuora and RevPro systems with Salesforce Revenue Cloud — unifying billing, revenue recognition, and subscriber management across a single platform.

Leading Global Network Infrastructure Company Streamlined order entry and quoting process by automating ERP-integrated validations — eliminating manual blocks, pricing discrepancies, and order errors for the Customer Advocacy and Shared Services teams.

Leading AI Powered Capital Infra Tech Provider Automated the end-to-end SOW lifecycle and modernized case management — replacing manual Excel-based processes with a unified Salesforce platform integrated with SharePoint and Azure DevOps.

YASH: Your Salesforce Transformation Partner

From quotation modernization to shared-service automation, YASH helps Hi-Tech enterprises achieve 360° visibility, operational efficiency, and customer delight. Trusted by global technology companies across North America, Europe, and Asia-Pacific, we build the Agentic Enterprise — where every lead, quote, and service case is intelligent, connected, and future-ready.