

Building the Agentic Enterprise for Manufacturing

From Factory Floor to Digital Core

Manufacturers are reinventing dealer ecosystems, supply chains, and partner engagement models to stay competitive in a digital-first economy. YASH helps enterprises move beyond manual planning and fragmented workflows — creating connected digital platforms powered by Salesforce, AI-driven operations, and intelligent automation.

Proven Impact

30%

YoY Sales Growth

US cabinet manufacturer digitalized quoting and channel workflows.



80%

Forecast Accuracy Gain

US home manufacturer eliminated spreadsheet-based planning with Manufacturing Cloud.



25%

Increase in Service Revenue

Global heavy equipment manufacturer transformed field service operations.



40%

Faster order cycle

Zero order duplication, 1,880+ stakeholders connected · 2 ERP integrations · 5 channel tiers unified



Solutions & Accelerators

- **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.
- **Field Service Accelerator** - Pre-configured digitalization of work orders and asset management, proven to drive measurable gains in field revenue and customer satisfaction from day one.
- **Manufacturing Cloud Forecasting** - ERP-connected demand forecasting that replaces manual spreadsheets with real-time, automated planning — improving accuracy and giving operations teams the visibility to decide with confidence.
- **Dealer Management System (DMS)** - A full-lifecycle dealer portal covering inventory, procure-to-pay, order-to-cash, and delivery management — giving manufacturers real-time control across their distribution network.
- **Mobile DMS & Sales Force Automation** - A mobile-first field sales tool with dashboards, digital purchase orders, retail execution tracking, and journey planning — keeping reps productive wherever they are.
- **Revenue Management** - Rule-driven configure-price-quote with automated billing, revenue visibility, order and invoice sync, and margin control — helping teams close faster while protecting profitability.

Agentforce AI Agents

- **Order & Inventory Monitor Agent** - Continuously tracks ERP for RMAs, backlog, and delivery dates — pushing schedule risk alerts automatically.
- **Communication Composer Agent** - Auto-drafts shipment updates, RMA instructions, and follow-up emails using live ERP/Salesforce data.
- **Case Resolution Intelligence Agent** - Surfaces ranked answers from knowledge bases, past cases, and emails — with step-by-step resolution guidance.
- **Internal Escalation Monitor Agent** - Watches for stalled cross-department tasks, sends automated reminders, and provides CSRs daily status summaries.
- **Sales Forecasting Agent** - Monitors forecast changes by product line and proactively alerts reps when thresholds are breached.
- **Cross-Sell Opportunity Agent** - Identifies cross-sell product pairings upon opportunity creation and surfaces recommendations automatically.
- **Meeting Prep Summary Agent** - Monitors calendar and delivers AI-generated account prep notes 24 hours before every customer meeting.

Client Success Stories

US Cabinet Manufacturer Consolidated 40-year customer data from 20+ legacy apps into a single Salesforce platform; cut sales cycle from 4 weeks to 5 days and drove ~25% increase in sales.

Global Equipment Manufacturer (Service) Digitized service & field operations with Salesforce Field Service; achieved 30% reduction in ops cost and 80% increase in service efficiency.

Industrial Components Manufacturer Built an AI-driven inventory forecasting portal on Sales + Experience Cloud; improved forecasting coverage from 10% to 100% and cut forecast cycle time by 50%.

Cement & Steel Manufacturer Deployed mobile-first SFA & CRM on Salesforce with dual ERP integration (SAP S/4HANA + GenNext); achieved 40% faster order cycle and zero order duplication across 1,880+ stakeholders.

YASH: Your Partner in Industrial Reinvention

From demand forecasting to dealer management, quoting, and field service, YASH enables manufacturers to achieve predictability, efficiency, and customer delight. Together, we build the Agentic Enterprise for Manufacturing — where every forecast, quote, and service call is intelligent, connected, and growth-driven.