



PRECURSIVE CASE STUDY.

CUSTOMER - TORRENT CONSULTING
IT SERVICES & CONSULTING

PRECURSIVE

PLAN. TRACK. FORECAST.



CUSTOMER: **TORRENT CONSULTING.**

Founded in 2012, Torrent Consulting is a gold-tier Salesforce consulting partner with five locations in two countries. They deliver expert solutions across industries and across the full suite of Salesforce platforms. Their mission is to serve their customers, raise up impact-driven business leaders and make a positive impact in our communities. Torrent's growing team of experts guide companies in their planning, implementation, and management of Salesforce platform solutions.

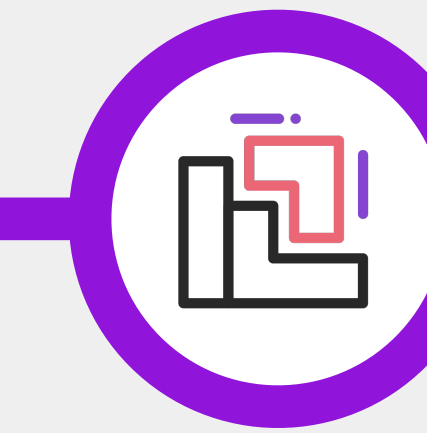
www.torrentconsulting.com

“As our business grows, we place tremendous emphasis on keeping our clients' experience as the focus. Precursive was a deliberate investment to support this focus on the client and our efforts to proactively staff our projects with the right resources to deliver value for our clients.”

DANIEL MCCOLLUM.

Chief Executive Officer
TORRENT CONSULTING

HOW TORRENT **USES PRECURSIVE.**



1. **Resource Management**
Visibility on their entire resource pool and all allocated projects, to balance workload.

2. **Forecasting**
Improved tracking enables more accurate revenue forecasts and better decisions.

3. **Reporting**
Reporting across all key metrics including project progress and time-to-value.

4. **Task Allocation**
Break down a project or process and assign tasks to individual teams.

5. **Project Management**
Enhanced visibility and reporting across all projects in Precursive.

Key point: “We can see everyone grouped by role and the impacts on revenue by shifting resources. Precursive helps us see so much more.”

CUSTOMER **CHALLENGE.**

Due to rapid growth, it was challenging to understand the availability of teams for project work and there was no way to track project margins or compare how estimations matched what was actually delivered. Senior leadership wanted to identify white space to inform their sales campaigns. Torrent needed a solution native to the Salesforce platform that would help automate workflows across their business.

Team schedules were managed in Google Sheets, administered by several members of the team, which made it difficult to see upcoming gaps for the sales team to utilize. Torrent wanted an all-in-one PSA solution that could automate a range of activities from project accounting to resource management.



THE SOLUTION.



The World's
#1 CRM

PRECURSIVE The Services Delivery
Cloud for Salesforce



Opportunity
Creation



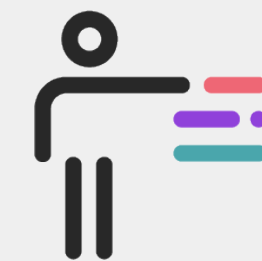
Quote
Generation

Track & monitor leads
Manage and forecast opportunities
Quotes for upcoming work

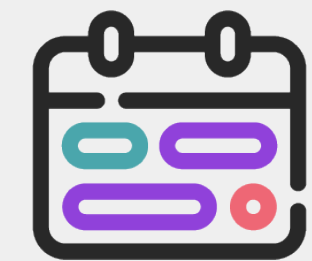


Skills
Matrix

Plan high volume of projects (daily, weekly, monthly)
Staff to record time and expenses on mobile
Skills matrix to track skills and certifications



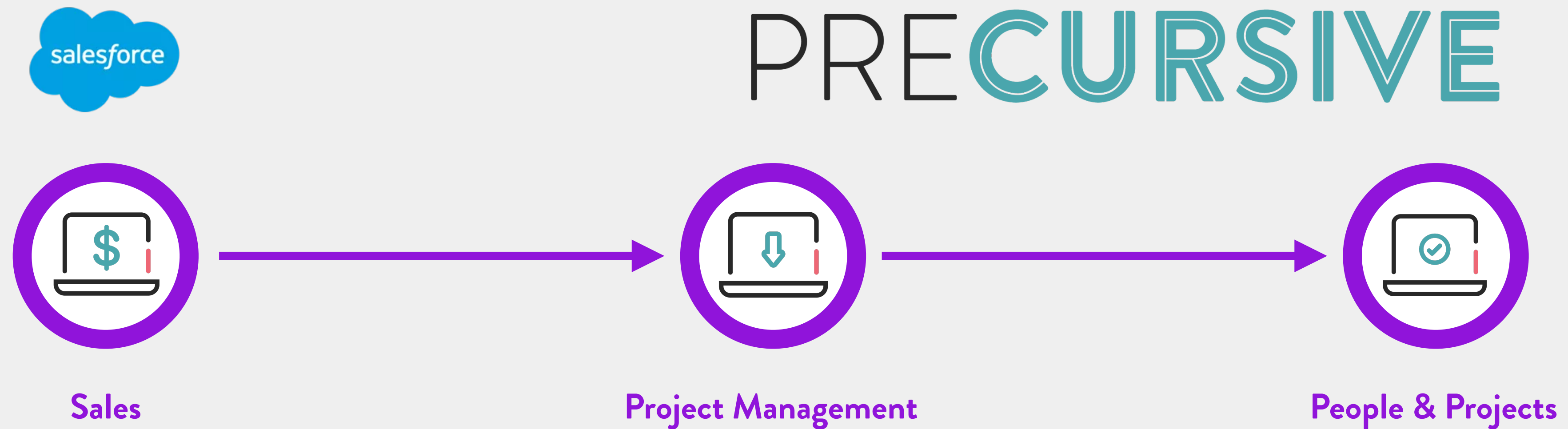
Staff
Reporting



Capacity
Planning

THE SOLUTION.

Torrent have been using Precursive for eight years to help streamline their project processes, resource intelligently & ensure clients get what they need.



PRECURSIVE **SOLUTION.**



ACCURATE.

Tracking of costs & margin

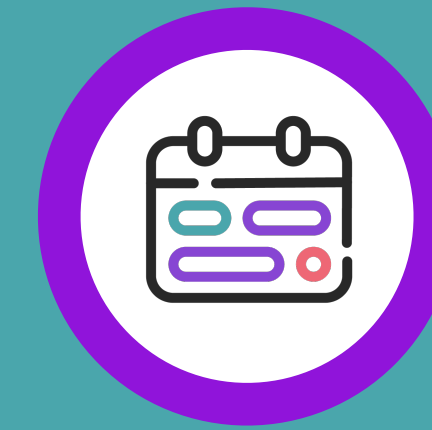
Senior leadership get data on where there are gaps and adjust their sales efforts to drive additional revenues.



MOBILISE.

Faster than competition

Easy-to-use timesheets make it easy for staff to track their time on projects quickly and easily.



EFFECTIVE.

Resource planning

Able to pre-plan resources across sold and pipeline projects and plan across all different types of work.

EMPOWERING SERVICES **TEAMS.**



Precursive team with enterprise experience at ABB, Fujitsu, Roche

> \$1 Billion in project value managed in Precursive

GDPR compliant
ISO 27001: 2013 certified



PRECURSIVE

★★★★★ 5.0
Average Rating

PRECURSIVE **CUSTOMER SNAPSHOT.**

High Tech.



Professional Services.



PRECURSIVE

PRECURSIVE

THE SERVICES DELIVERY CLOUD FOR SALESFORCE

PLAN. TRACK. FORECAST.

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