

Customer Success Story

CUSTOMER SIZE:

200 - 500

INDUSTRY VERTICAL:

Professional Services -
Relocation Logistics

SALESFORCE PRODUCTS:

Sales Cloud

SERVICES:

Strategic Advisory
Data Migration
Custom Development

SALESFORCE LICENSES:

200+

ENGAGEMENT LENGTH:

Ongoing- 4 Yrs +

Save Now to Grow Later – CRS Temporary Housing Partners with DynPro to Find Cost Efficiency with Salesforce



CRS Temporary Housing (CRSTH) provides temporary housing solutions to individuals and families in need following unexpected events – offering emergency and long-term solutions within insurance policy allocations.

Original Challenge

CRSTH had been using SF over a decade and had hit a time of rapid growth. They knew the value of SF but needed to be more cost effective in order to keep up with the changing needs of the company. They needed a partner to help them find a way to decrease operating costs for SF, so they could continue growing the business for the future.

Outcome #1

SF Org Migration + Cost Effective Operations

DynPro methodically migrated the SF Org from Unlimited to Enterprise while maintaining accuracy and quality of data. This reduced SF maintenance costs for CRSTH – making SF feel more manageable and sustainable for the long-haul.

Outcome #2

Data Migration Powers Efficient Workflows

During the Org migration, DynPro was able to eliminate legacy data that was no longer needed. Only current, important data was moved. Now, CRSTH is working more efficiently with live data.

Outcome #3

Higher Salesforce ROI + Foundation for Future Growth

Now, CRSTH is seeing SF ROI with their cost effective operations. They needed to scale back and focus on efficiency to enable future growth for the business – and their SF Org!