



CUSTOMER SUCCESS STORY

Activ8 Slashes Incident Requests in Half!



About Activ8

Activ8 Solar Energies, is Ireland’s leading solar company. The organization provides renewable energy for commercial and residential use. Activ8’s work in sustainable energy has earned them national and global recognition. Most recently, Activ8 was named the Green Energy Supplier of the Year for 2024 at the Climate Change Leadership Awards.



Industry

Solar Renewable Energy

Customer since

2024

Products

Titan Docs

Features

Document Generation

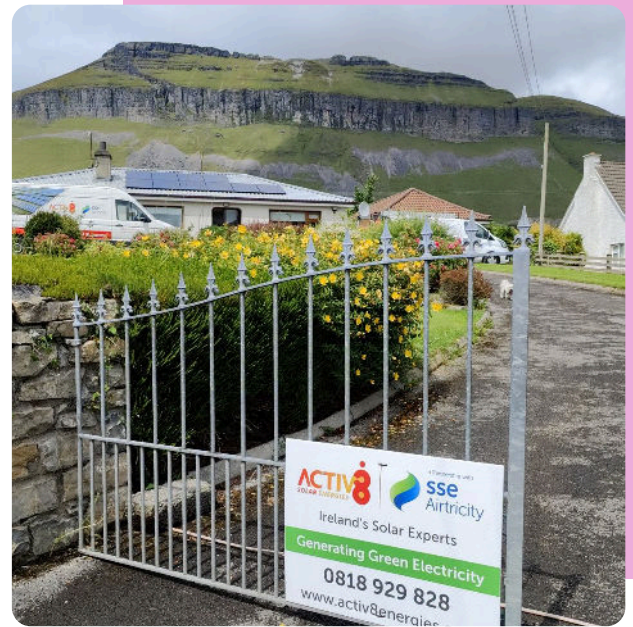


Activ8’s Challenge

Activ8’s salespeople are always visiting customers and quoting solar solutions. To streamline this process, Activ8 sought a tool to generate quotes directly from Salesforce. Activ8 did have a document solution for this requirement, but it did not function optimally to meet the needs of its sales team. When Activ8 looked to replace its solution, licensing and renewal constraints meant their new document generation tool would have to be implemented in one month.

Titan Solution

After researching apps and gathering RFPs, Activ8 chose Titan's Document Generation for Salesforce. Activ8 met with Titan Solution Architect Matija Gulić. He provided Titan implementation support and filled the role of a Salesforce consultant, helping Activ8 go to market fast. Within 4 weeks, Activ8 went live with their new quotation solution. They are pleased with the results so far.



Results

Eric Praud, Salesforce MVP and Salesforce Platform Manager at Activ8 has noticed the following promising results:



Quote Generation:

50% of the items on Eric's desk were related to quote generation. Issues have decreased dramatically since implementing Titan.



Driving Innovation:

With incident requests down, Eric can spend time focusing on company enhancements.



More Hours in the Day:

Eric also has time to focus on streamlining the quotation process itself.