KALIOP
INTERACTIVE MEDIA

Kaliop Group, a specialist in digital transformation, accompanies its clients in the realization of their most strategic digital projects, particularly those of a large international scale.

Founded in 2002, the group now has 180 employees, spread over 5 branches (Paris, Montpellier, London, Montreal, Warsaw).

Problem

The expansion of the Kaliop Group internationally called for the implementation of a billing solution capable of giving a global and coherent vision of their activity.

In addition to its rapid deployment, the solution sought to centralize information disseminated on various tools (Jira, Salesforce, Sage), improving and managing the information exchanged within the Sales, Admin and Finance teams.

Solution

Deployed in less than 5 weeks, Sofacto manages the billing for the group and its subsidiaries on a single tool fully integrated with Salesforce CRM.

The redesign of certain processes and their automation saves time and improves performance, from the generation of quotations, billing and authorization, to tracking payments in accounting.

Dashboards offer a detailed or consolidated view, depending on user's profile and reporting needs.

4.9 /5
AppExchange Ranking

Easy to use

❝ We knew exactly what we wanted, and Sofacto met our expectations! The application allowed us to centralize our tools and save time across all departments. The application is very easy to use, practical in everyday life, and the training of new users is fast (...) A special mention for the function «multiple entities» which saves a lot of time!

Personally, monitoring billing is 50% of my work, and Sofacto has really made my life easier! ❞

NASSALSKI Vanessa

Project Management Office

❝ I tested a dozen tools. They were either too expensive or didn't perform well (...) We are really satisfied with the application and also with our collaboration during the deployment of the solution. ❞

IGONDJO Lionel

Business Engineer
-
Administrator
Salesforce CRM

COM-0259

Main features deployed

- Multiple Entities
- Multiple Currencies
- Generating tender offers from a Google Doc template

- Complex billing schemes: subscriptions, milestones
- Client Invoice authorization
- Payment reminder Process
- Ledgers

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