



### ISISPHARMA

DERMATOLOGIE

The French laboratory ISISPHARMA designs **innovative, effective and accessible** dermocosmetic products to improve quality of life and help restore the natural balance of healthy skin.

ISISPHARMA products are prescribed and recommended by dermatologists and pharmacists around the world.

### PROBLEM

The existing tool for taking orders and invoicing had been inherited from a Group company, it was not necessarily adapted to ISISPHARMA's way of working. It **lacked reliability** and was **not very scalable**.

Enabling sales reps to have financial data directly inside Salesforce was also the way to improve their adoption of the tool.

Finally, the acquisition of a new subsidiary by the ISISPHARMA Group was an opportunity to equip it with a solution centralizing all data in Salesforce from the start.

### SOLUTION PROVIDED

Sofacto now makes it possible to **manage the invoicing of three companies** in the group on a single tool, fully integrated with Salesforce CRM.

Deployed in collaboration with our Professional Services team, the project enabled the CFO, also System Administrator, to **gain skills and autonomy** in the administration of his platform.

The solution implemented makes it possible to cover a **complete cycle**, from the generation of the delivery slip, the preparation of invoices to the export of sales entries.

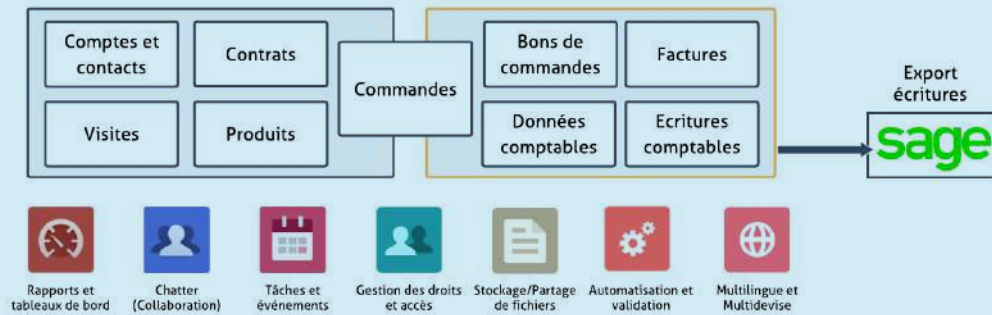


## VENET Christophe

Financial Director  
System administrator

## Real-time 360 ° information for our salespeople

“ We have gone from a passive model waiting for information to be fed back, to an active model in which we can access the information we want!  
The application is **intuitive, scalable and adaptable**. We have **gained in operational efficiency**: 50% of the time was saved on data entry.”



## MAIN FEATURES DEPLOYED

- Multiple companies
- Multiple currencies
- Updated activity monitoring
- Generation of purchase orders
- Actual billing
- Exports of sales entries

salesforce available on AppExchange

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BEYOND BILLING