Full Scope Salesforce Data Management

CapStorm

Defense Contractor Supporting Global Governments

Accomplishes full Salesforce data management with data warehousing, data migration, & disaster recovery

This enterprise is a strategic partner to over 100 countries around the globe, providing systems proven through successful mission operations, design services, and manufacturing. The company has over $10 billion in annual revenue supported by a robust technology stack - including a multi-org Salesforce implementation. The enterprise selected CapStorm as a Salesforce data management partner to achieve compliant Salesforce backup and recovery, create a near real-time data warehouse, and streamline a Salesforce Org migration.

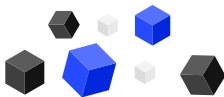**Industry**
> Manufacturing

Company Size
> 5,001-10,000 Employees

Specialities
> Technology
> Research & Development
> Public Safety

Tech Stack
> On-Premises Hosting
> Salesforce
> SQLServer

Problem

The enterprise operates in a highly regulated industry under compliance regulations imposed by 100+ countries. For these reasons, the business needed a solution to support Salesforce data management that would provide a high level of data security and data access controls. In addition to meeting compliance standards, their solution needed to provide near real-time Salesforce data integration along with Salesforce backup and recovery. The final complexity was an upcoming Salesforce migration project, requiring a robust restore solution that could move data and metadata from Org to Org.

Solution

This multi billion parter of the Department of Defense selected CapStorm to provide a comprehensive data management and migration solution for their Salesforce orgs. Furthermore, the sensitive nature of the enterprise required a compliant solution that would create high-frequency backups to protect themselves against critical data loss.

Outcome

The enterprise minimized risk by implementing a solution for Salesforce data management that aligned with multi-national compliance regulations. In addition, the approach protected the organization's investment in Salesforce and improved forecasting as the organization could analyze data from all key data sources in near real-time. CapStorm's partnership also decreased cost as the CS:Enable software allowed an SFDC migration project to be performed with internal resources, eliminating the costly overhead of a 3rd party consulting group.