

Deal Win



LEVELSHIFT
A PreludeSys Company

For Salesforce
Internal Use Only

#WinningWithPartners



LevelShift Wins Q4 Manufacturing Deal for Revenue Cloud Advanced (RCA) to Modernize Quoting & Invoicing



Customer Profile

FLEXRACK by Qcells is an integrated solar company that offers custom-designed, fixed tilt ground mount and single-axis solar tracking systems in the commercial and utility-scale solar mounting industries. FLEXRACK also offers full services, including engineering, geotechnical, pullout testing, field, and layout design services to address the actual site conditions of a project site. FLEXRACK has completed over 4 GW of solar racking installations in over 40 U.S. states and across the

Challenge

- FLEXRACK faced several operational and commercial challenges that hindered efficiency and scalability:
 - Fragile Excel BOM, version drift
 - Manual quoting and data re-entry
 - Email-based approvals, margin risk
 - No fulfillment visibility
 - Cultural resistance to change
 - Fragmented document storage

Partner Value

- LevelShift demonstrated a tailored RCA solution aligned to FLEXRACK's engineering and billing workflows — showing clear paths to reduced rework, faster quoting, and accelerated time-to-value.
- Led onsite cross-functional discovery to capture real operational processes, ensuring a solution design that minimizes implementation risk and drives faster, cleaner adoption.
- Showcased strong ETO and BOM-heavy manufacturing expertise, including future-ready MES/ERP integration—positioning FLEXRACK to optimize production flow, enhance material planning, and lower long-term operational costs.
- Team LevelShift's expertise and understanding of features on DRO/ERP and supply chain established trust in both the Salesforce product and solutioning.

Products sold



Revenue Cloud Advanced & Billing

Q4 Closure

Accelerated End of Year Win

On-Site Exposure

Discovery and Leadership Alignment

Technical Credibility

Demo Secured IT Confidence

COUNTRY

USA

INDUSTRY

Renewable Energy Semiconductor Manufacturing

ROLE OF PARTNER

IN CUSTOMER LIFECYCLE STAGE

Co-Sell

Deal Win



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**MGC
DIAGNOSTICS®**

LevelShift Closes Revenue Cloud Advanced Deal Sourced by Salesforce



Customer Profile

MGC Diagnostics is a medical device manufacturer focused on diagnostic technologies for healthcare providers. The engagement centers on transforming quoting and contracting through Salesforce Revenue Cloud Advanced and Salesforce Contracts (CLM).

Challenge

- Legacy quoting relied on Excel-based product configuration and manual processes, limiting scalability and efficiency
- Lack of a scalable framework to manage GPO-specific pricing and product catalogs
- Need to support complex product configurations with rules, tiers, and dependencies within a modern quoting experience
- Business requirement to better handle price book/GPO changes without rework of quotes

Partner Value

- Led structured discovery and stakeholder alignment, covering product catalogs, pricing logic, CLM, and quoting lifecycle
- Delivered an early working Revenue Cloud prototype (POC) to validate solution design and accelerate stakeholder confidence
- Demonstrated configurable product modeling, dynamic pricing, and guided quote creation within Salesforce
- Supported onboarding through security alignment, environment setup, and access enablement to ensure delivery readiness

Why LevelShift Won: Strong Salesforce partnership, a compelling proof of concept, effective lead-to-close opportunity management, and no competitive displacement throughout the sales cycle.

Products sold



Revenue Cloud Advanced & Salesforce
Contracts

Q1 Closure

New win



\$101K Project Value

3-Month Implementation Engagement

COUNTRY

USA

INDUSTRY

Manufacturing

Technology

Salesforce Revenue Cloud Advanced + Salesforce
Contracts (CLM)

ROLE OF PARTNER

IN CUSTOMER LIFECYCLE STAGE

Sales Cycle Support

