Deal Win

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.

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

#WinningWithPartners

Products sold — Revenue Cloud Advanced & Billing