celigo

Handshake Get Hired

Introduction

This case study of Handshake – Get Hired is based on a December 2020 survey of Celigo customers by TechValidate, a 3rd-party research service.

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"If I had to make the choice again, I would select Celigo."

"Celigo has helped us scale our Order to Cash process while ensuring utmost data integrity and controls. We've been able to manage what data flows, when it flows, and review logs to enable a completeness check."

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Celigo:

- The following were the challenge that made them initially look for an integration solution.
  - General need to automate for scale
  - Slow and inaccurate financial reporting
  - Need to reduce days sales outstanding
  - Too many manual processes
  - Data silos impacting business operations
  - Inefficient use of resources
  - Slow order processing impacting customer experience
  - Poor data quality

Use Case

The key features and functionalities of Celigo that the surveyed company uses:

- When comparing Celigo to other vendors, they ranked how important the following were:
  - Ease of use: Important
  - Pre-built integrations: Very Important
  - Monitoring and error management: Important
  - Ability to scale: Very Important
  - Features/functionality of integrator.io (iPaaS) platform: Very Important
- They also explored the following before selecting Celigo:
  - None – only considered Celigo
- They are automating the following by using Celigo:
  - Quote to cash
  - Accounting/Billing/invoicing
  - Cash flow management/visibility (RevOps)
  - Order processing
- In the next 6-12 months they are planning to automate the following using integration through any method:
  - ADP to Netsuite FTP integration

Company Profile

Company:
Handshake – Get Hired

Company Size:
Medium Enterprise

Industry:
Computer Software

Results

The surveyed company achieved the following results with Celigo:

- Has done the following with Celigo in place:
  - Expand/grow without adding a ton of people
  - Moved resources to high value areas
  - Reduced their operational costs through efficiency gains
  - Met their SLAs
  - Improved their data quality
  - Accelerated billing/cash flow
  - Their financials are accurate
  - We close their books faster
- They estimate > $50k cost savings or revenue growth tied to the implementation of Celigo.
- Estimates it took More than a year to achieve value with Celigo.