

Nauto

Introduction

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



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

“The IT team was able to meet the continuous demand from our Product and Business organizations and deliver add-in values solutions to Nauto’s product portfolios and business development. ”

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
 - Too many manual processes
 - Poor data quality
 - Growing partner/customer requirement for better integration

Company Profile

Company:
Nauto

Company Size:
Medium Enterprise

Industry:
Automotive & Transport

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: Very Important
 - Pre-built integrations: Very Important
 - Monitoring and error management: Very Important
 - Ability to scale: Very Important
 - Features/functionality of integrator.io (iPaaS) platform: Very Important
- They also explored the following before selecting Celigo:
 - Boomi
 - Mulesoft
- They are automating the following by using Celigo:
 - Quote to cash
 - Accounting/Billing/invoicing
 - Order processing
 - Customer support/service (Customer 360)
 - Data Warehouse/Reporting
- In the next 6-12 months they are planning to automate the following using integration through any method:
 - ABM marketing programs
 - Growth and churn metrics
 - Custom objects integration between SFDC and Netsuite

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
 - Reduced their operational costs through efficiency gains
 - Improved their customer experience
 - Met their SLAs
 - Improved their data quality
 - Accelerated billing/cash flow
 - Their financials are accurate
 - We close their books faster
- They estimate > \$100k cost savings or revenue growth tied to the implementation of Celigo.
- Estimates it took 6 months to achieve value with Celigo.