

Lightbend Inc

Introduction

This case study of Lightbend Inc 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.”

“Celigo eliminated data entry errors from manual entry of sales order data into NetSuite. Additionally, we have greater visibility into the billing status of orders in Salesforce which helps us make sure completed orders have been invoiced. ”

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

Company Profile

Company:
Lightbend Inc

Company Size:
Medium Enterprise

Industry:
Computer Software

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: Important
 - Monitoring and error management: Important
 - Ability to scale: Very Important
 - Features/functionality of integrator.io (iPaaS) platform: Somewhat Important
- They also explored the following before selecting Celigo:
 - Jitterbit
- They are automating the following by using Celigo:
 - Accounting/Billing/invoicing
- In the next 6-12 months they are planning to automate the following using integration through any method:
 - Growth and churn metrics

Results

The surveyed company achieved the following results with Celigo:

- Has done the following with Celigo in place:
 - Reduced their operational costs through efficiency gains
 - Improved their data quality
- Estimates it took 3 months to achieve value with Celigo.