

Company Profile

A-TWO CLOUD

Empowering Your Digital Expedition

About Us

- A two cloud is a team of 33 enthusiastic specialists in Salesforce customization and implementation in various segments.
- The operations were established in the year 2022. and completed numerous projects till now.

Our Vision and Mission



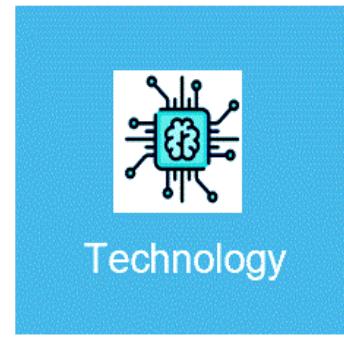
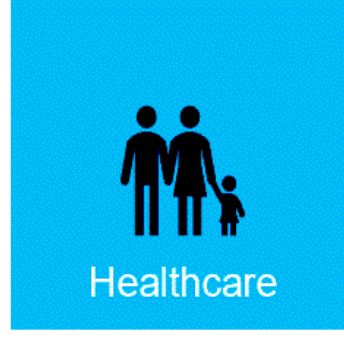
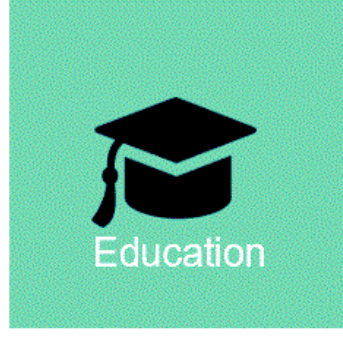
Our Vision

To provide business specific technological solutions to help businesses in achieving their goals.

Our Mission

To be among most trusted cloud based solution providers globally.

Industries we Served



Our Esteemed Customers

mahindra



((CENTRIC))



Our Salesforce Services



**Salesforce Setup
from scratch**



**Salesforce
Customization**



Manufacturing Cloud



**CRM
Analytics**



**Sales & Service
Cloud**



**Salesforce LWC and
Aura Development**



**Salesforce
Integration**



**Salesforce Data
Migration**



Salesforce Flows

Our Salesforce Expertise

Development & Support

- ✓ We design and setup a custom platform for complete user experience
- ✓ Implementation and Customizations (Classic & Lightning)
- ✓ Salesforce integrations with other systems
- ✓ Production, Consulting, Support & Maintenance
- ✓ Migration from other CRMs to Salesforce

Einstein AI

Predictive analytics, Automated Data Discovery, Intelligent Recommendations, Workflow Automations and Customer Insights.

Create Sales & Service declarative Frameworks, Layout Controls & Configurations. File Management & Collaboration. Task, Calendar & Event, Reports and Dashboards module.

Cloud Framework

Setup enhancements, administration, platform tools, All Launcher and settings. Email support, Integration with Twitter, Mailchimp, Facebook, etc.

Setup

Create custom solutions with the use of automations and development. LWC, Apex, Aura, Integrations, Lightning Flows and Triggers

Customization & Automation

Modules Experience's

- ✓ Manufacturing Cloud
- ✓ Service Cloud
- ✓ Sales Cloud
- ✓ Shield and Privacy Centre
- ✓ Marketing Cloud
- ✓ CRM Analytics
- ✓ Education Cloud
- ✓ Experience Cloud
- ✓ Health Cloud
- ✓ Mulesoft

**Some of the customizations we have
done in our ongoing projects**

Production Management

Production work order (1)								⚙	🔄	New	Change Owner
1 item • Sorted by Production work order • Updated a minute ago											
<input type="checkbox"/>	Production work order ↑	Production...	Start Date	Total Quantity to Produce	Due Date	Status					
1	<input type="checkbox"/>	WO-0032	13/8/2024	Jeans 40 shirt 20	3/9/2024	Completed					
View All											

Quality Inspections (2)								⚙	🔄	New	Change Owner
2 items • Updated a minute ago											
<input type="checkbox"/>	Inspection Number	work order	Product	Inspector	Quantity	Inspection ...	Inspection Result	Defects Fo...			
1	<input type="checkbox"/>	00000020	WO-0032	jeans	40.00		Complete				
2	<input type="checkbox"/>	00000021	WO-0032	Shirt	20.00		Complete				
View All											

packagings (2)							⚙	🔄	New	Change Owner
2 items • Sorted by Created Date • Updated a minute ago										
<input type="checkbox"/>	Packing Name	Product	Status	packaging Manager	Quantity	Created Date ↑				
1	<input type="checkbox"/>	A-0006	jeans	Completed	40.00	13/08/2024, 12:15 am				
2	<input type="checkbox"/>	A-0007	Shirt	Completed	20.00	13/08/2024, 12:15 am				
View All										

Order Products (2)							⚙	🔄	Add Products	Edit Products
2 items • Sorted by Created Date • Updated a few seconds ago										
	Product	Quantity	List Price	Unit Price	Total Price					
1	Jeans	50.00	₹20.00	₹20.00	₹1,000.00					
2	Shirt	20.00	₹100.00	₹100.00	₹2,000.00					

Shipment Management

Order Products (2)							⚙️	🔄	Add Products	Edit Products
2 items • Sorted by Created Date • Updated a few seconds ago										
Product	Quantity	List Price	Unit Price	Total Price						
1 Jeans	50.00	₹20.00	₹20.00	₹1,000.00						⌵
2 Shirt	20.00	₹100.00	₹100.00	₹2,000.00						⌵
View All										
Shipments (1)							⚙️	🔄	New	Change Owner
1 item • Updated a few seconds ago										
Shipment Name	ShipmentDate	Product and Quantity Desc...	Status	TrackingN...	ActualDeli...	ShippingA...				
1 <input type="checkbox"/> SN-0011		Jeans 40 shirt 20	Dispatched							⌵
View All										
Quotes (1)							⚙️	🔄		
1 item • Updated a few seconds ago										
Quote Name	Invoice Nu...	Invoice Date	Contact Name	Bill To GST Number	Account	Email	Phone	Subtotal	Grand Tota...	
1 <input type="checkbox"/> qt	001	12/9/2024	Anjali Sharma	08jqmpss343k	Aditya Export	anjali@atwocloud...	7899461020	₹8,800.00	₹9,892.00	⌵
View All										
Transportations (1)							⚙️	🔄	New	Change Owner
1 item • Updated a few seconds ago										
Transportation Name	Shipment	Status	VehicleNu...	DriverName	ArrivalTime	Departure...	Route			
1 <input type="checkbox"/> TP-0009	SN-0011	IN Progress								⌵

[View All](#)

HR Management

The dashboard features a sidebar on the left with navigation options: Dashboard, Task Board (selected), Goal, Assignment, Time Card, Leave, Policy, Account (Profile, Settings), and Log out. The main area is titled 'Task Board' and includes a '+ Create List' button and a progress indicator at 40%. Below are three columns: Pending (blue), In Progress (orange), and On Hold (teal). Each column contains task cards with details like priority, due date, progress, and team size.

Column	Task Name	Priority	Due Date	Progress	Team Size
Pending	Website Design	High	26 Apr	60%	+3
Pending	Make a Wireframe	Low	26 Apr	60%	+4
Pending	Project Management	Normal	12 Sep	60%	+9
In Progress	Website Redesign	High	17 Sep	60%	+8
In Progress	Logo Redesign	Normal	12 Sep	60%	+9
In Progress	Project Management	High	12 Sep	60%	+3
On Hold	Website Redesign	High	17 Apr	60%	+5
On Hold	Website Redesign	Low	17 Apr	60%	+5

Customer 360 View Component

360 Search

No fields populated

Search Category:

Mobile Email Customer Id Vehicle Reg. No. Chassis No. DMS Case No.

Mobile

9129067377



Contacts

NAME	MOBILE	EMAIL	CUSTOMER ID	CONTACT TYPE	ACTION
RITESH KIMTA	9129067377	riteshrockkimta@gmail.com	C220076465	Customer Contact	Link
RITESH KIMTA	9129067377	riteshrockkimta@gmail.com	C210327001	Customer Contact	Link
RITESH KIMTA	9129067377	riteshrockkimta@gmail.com		Prospect Contact	Link

Leads

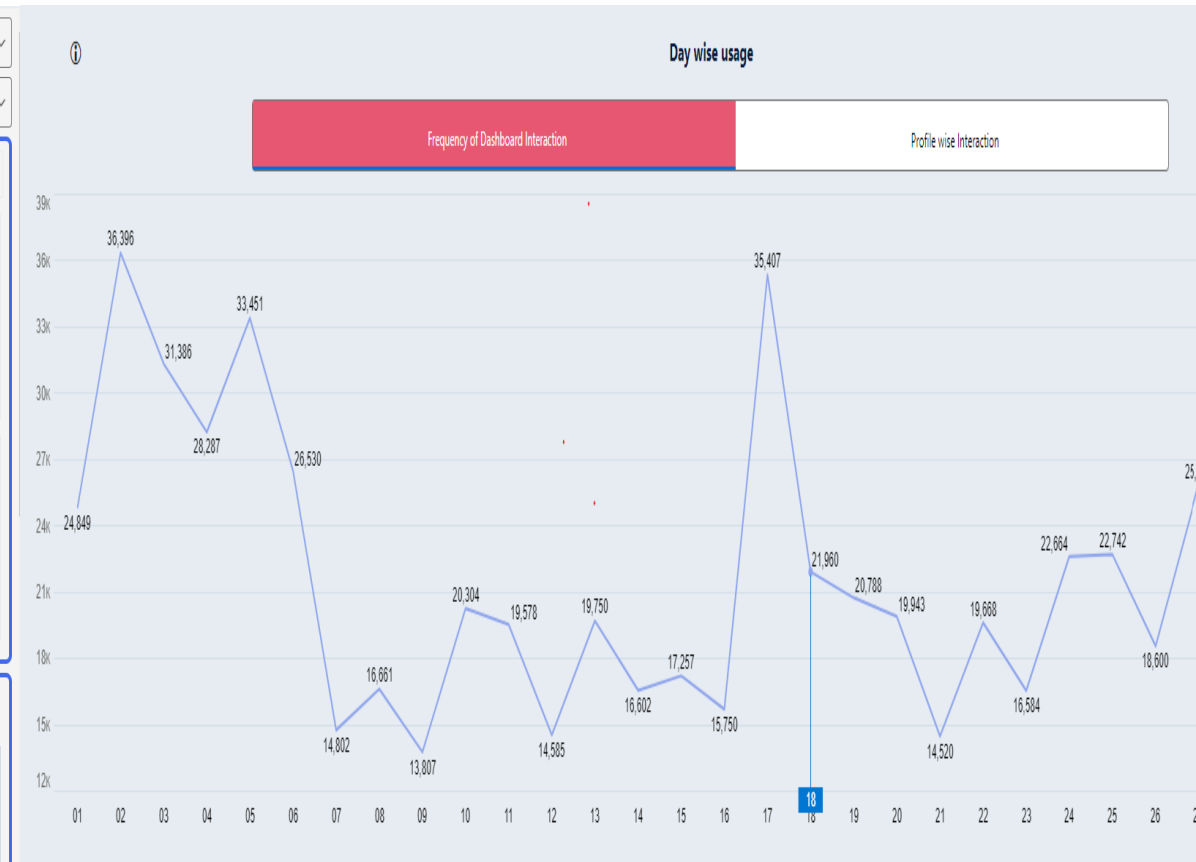
No Record Found..!

Enquires

NAME	CONTACT	VEHICLE	DEALER	ENQUIRY NUMBER	ACTION
RITESH KIMTA	RITESH KIMTA		SNOWVIEW AUTOMOBILES PVT. LTD.	FNO21A002436	Link

Close


Tableau Analytics Dashboard



Call Center Integration



The screenshot shows a mobile phone interface with a status bar at the top displaying 'Phone' and a signal strength icon. Below the status bar, there is a call center dashboard. The dashboard features a large orange bar at the top with a 'Wa' icon. Below this, a dark blue bar displays '4120' in the center, flanked by 'IDLE' and '00:53' on the left, and a telephone icon and '00:53' on the right. Below the dark blue bar, a white bar shows 'Response Time 11:19:39 AM' with a '2' in a red circle. At the bottom of the dashboard, there is a 'Manual Call' button with a dropdown arrow.

Activity

Filters: All time • All activities • All types 







[Refresh](#) • [Expand All](#) • [View All](#)

Upcoming & Overdue

- >  Call - MRC 8/4/2021 13:24:2 No due date 
[Avishkar Tiwari](#) has an upcoming task

April • 2021

3 Years Ago

- >  Call - MRC 9/4/2021 19:46:21 No due date 
[Jatin Agrawal](#) had a task
- >  Call - MRC 9/4/2021 13:45:0 No due date 
[API Integration User](#) had a task
- >  Call - MRC 9/4/2021 13:16:0 No due date 
[Ranjana Pawar](#) had a task

No more past activities to load.

Customer Conversion using advance framework



You are converting this Lead into an **Equator Agent**.

By design, no Opportunity or Account will be created.

The Contact that is created will be associated with the Default "Equator Agent" Account and you'll be immediately redirected to a new Equator Agent record upon successful Lead Conversion

Convert Cancel

Convert Lead

* Required Information

Record Owner *

Send Email to the Owner

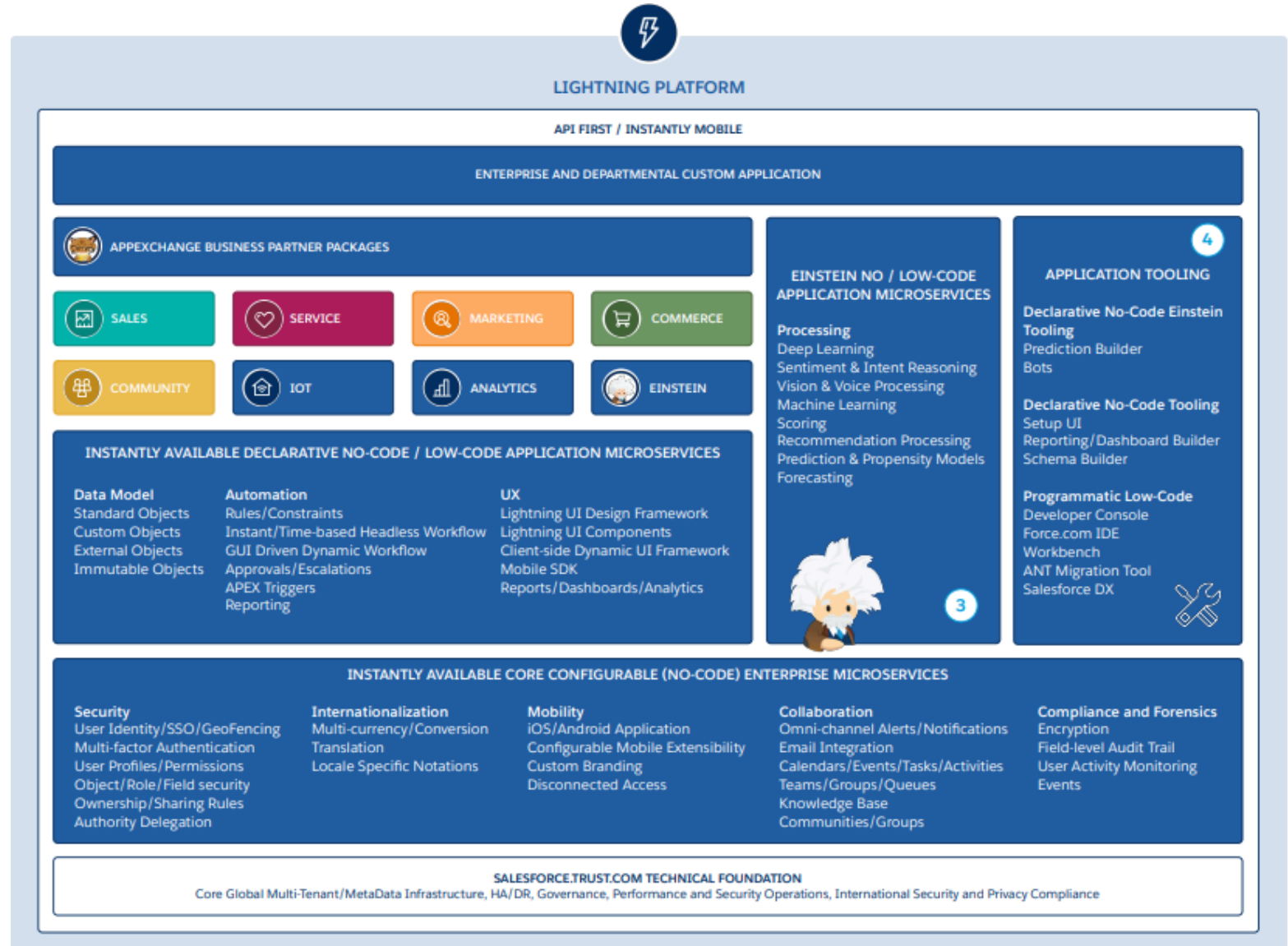
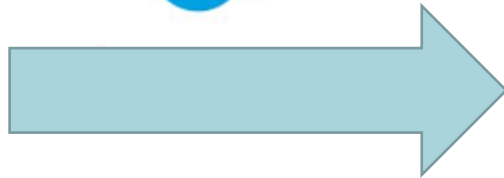
Converted Status *

Do not create a new opportunity upon conversion.

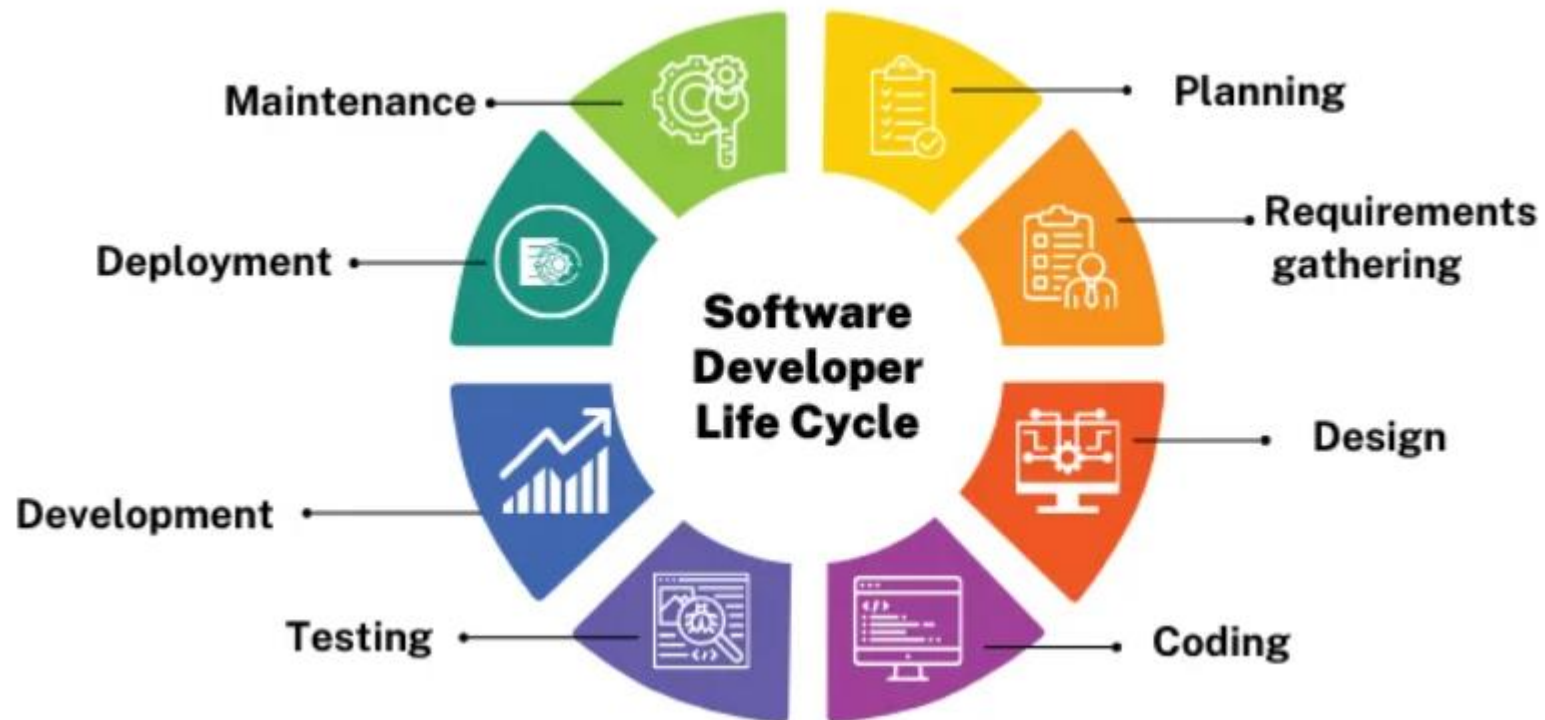
Convert Cancel

Salesforce Implementation

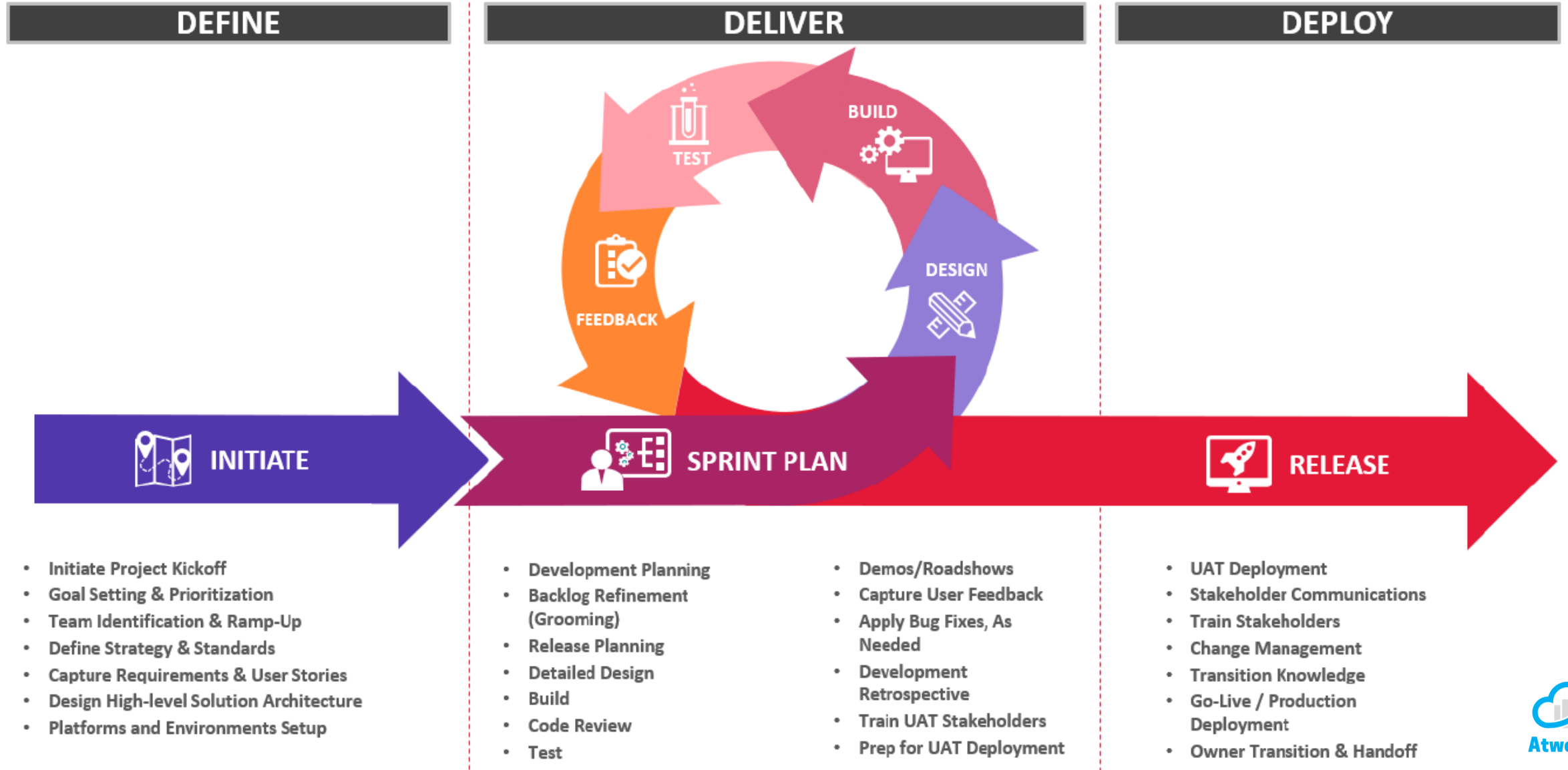
Tally
POWER OF SIMPLICITY



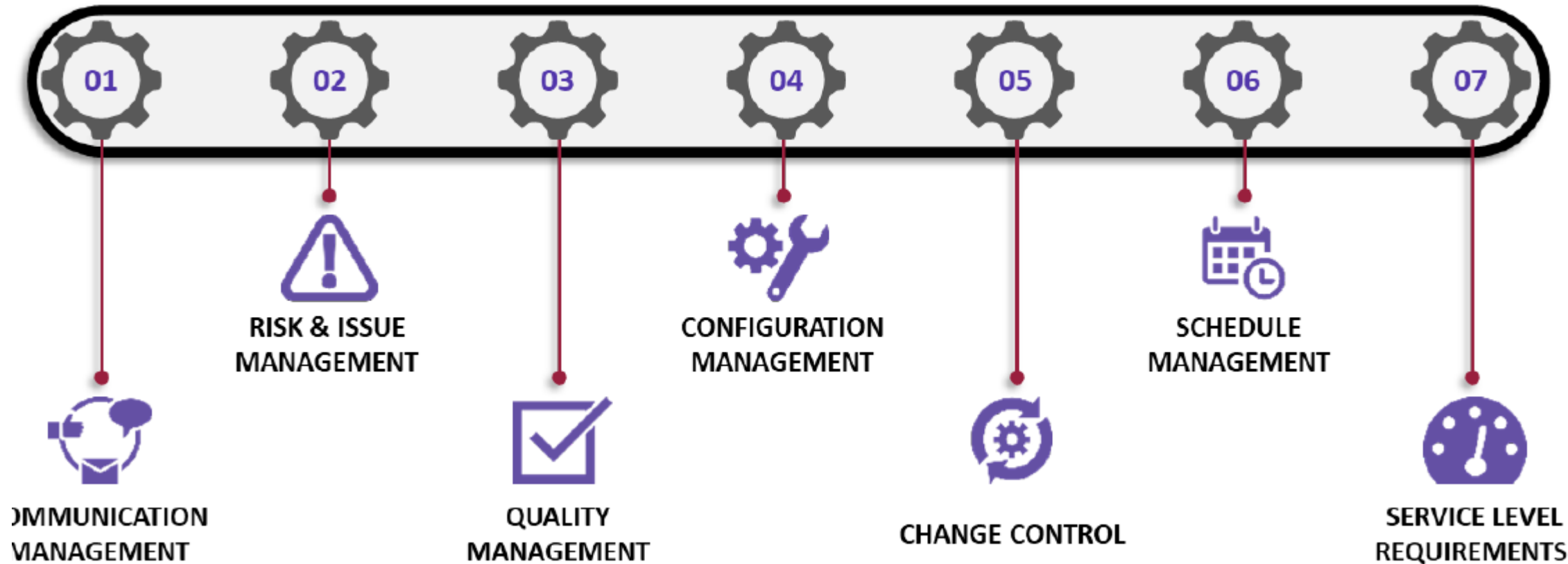
A-Two Cloud Development Cycle



A-Two Cloud Development Framework



Project Management Approach



Data Migration Approach

- Operational & Financial
- Performance Data
- Supply Chain Systems
- Customer Service
- Point of Sale
- External Trading Partners / Suppliers
- Service Delivery Partners
- Other Data Sources
- Master Data

- Data Availability
- Source Data Quality
- Data Timing
- Field Values
- Expected Ranges / Norms
- Operational Repeatability / Robustness
- Data Awareness
- Partner Management

- Improve data consistency
- Improve data confidence
- Prompt issue detection
- Defined roles / responsibilities
- Service Level Agreements
- Data Homogenization / Versioning
- Operational Excellence / Reliability

- Improve data consistency
- Improve data confidence
- Prompt issue detection
- Manual effort / workaround minimization
- Business rule codification / standardization
- Query Curation / Cataloging
- Business Rule / Query Governance

- Scheduled report / view generation
- Report distribution
- Business cycle & operational reporting
- Ad hoc Data Analysis
- Trend Analysis
- Data Analytics / Data Science
- Knowledge-Based Decision Making
- Machine Learning / AI



Source / Feeder Systems

Data Extraction, Transformation, & Loading

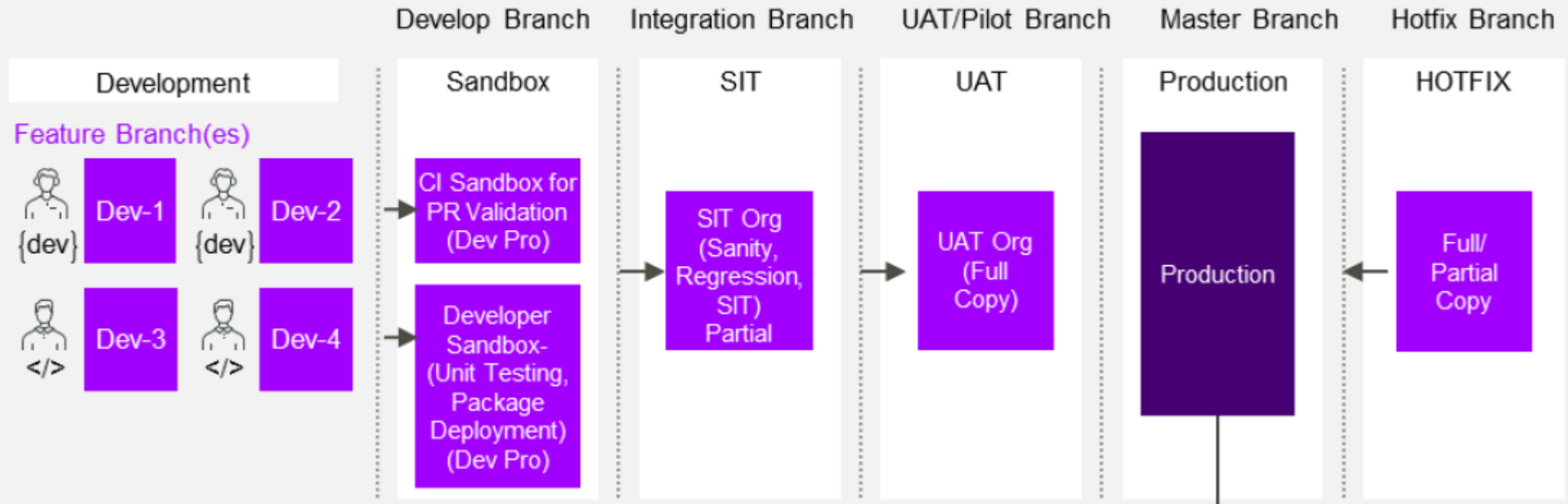
Data Normalization

Business Rule Application

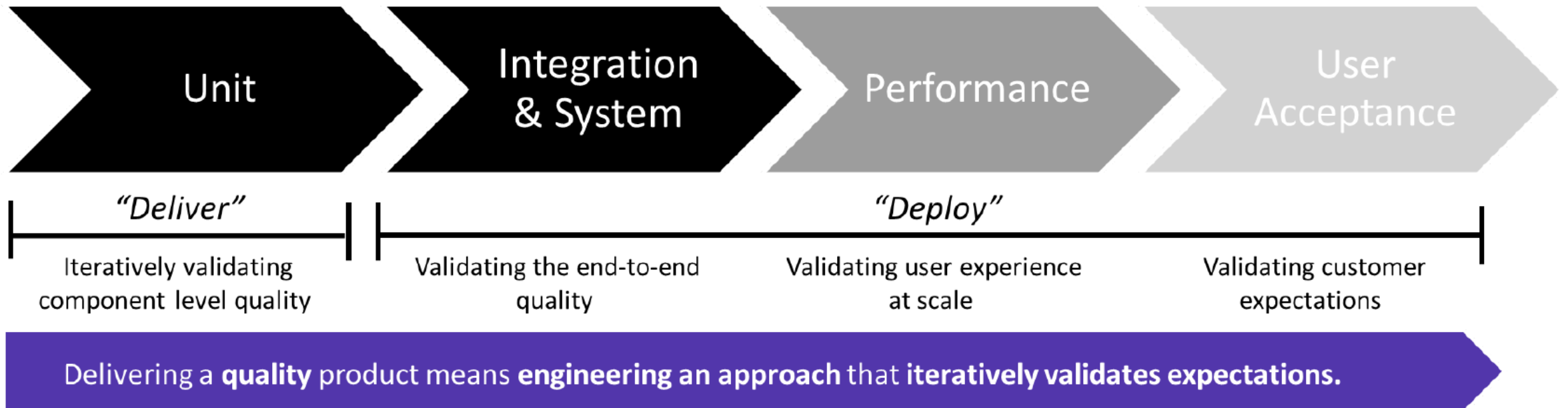
Analysis & Reporting

Deployment Approach

Single Code Line Build Stream



Testing Approach



Change Management Approach

Culture+Change management framework

Tightly integrated and embedded in the implementation approach and project plan

Initiate the change process by assessing the culture of the organization and the impact of the changes and developing a strategy to support and accelerate the change adoption.

PLAN for change

ACHIEVE success

Celebrate and reinforce the behavioral shifts necessary for sustaining and continuously improving upon the change.



Implement the change plan to build awareness and ownership of the change and to create accountability for the successful adoption of the change.

ENGAGE the organization

ENABLE the people

Enable the affected individuals with the necessary skills, capabilities, knowledge, tools and support, and the motivation to make the change.

Quality Management

At A-Two Cloud, we are committed to growth through complete Client Satisfaction, which shall be achieved by providing on time delivery of cost-effective Quality IT solutions through continual process improvement. Our Quality Management Unit within the PMO is responsible for the following:

1. Implement project management quality plans and health check points into the project lifecycles (project management & implementation).
2. Ensure customer's expectation throughout project phases and perform random awareness sessions.
3. Improve, document and promote the project management and implementation methodologies.
4. Educate project managers about A-Two Cloud 's project management and implementation methodology.

Contact Us

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Thank You!!