Savant

Customer

Savant is a recognized leader in the field of home control and automation. Savant's luxury products include whole-home audio, home theater, lighting, climate, shades, interfaces, hosts, speakers, and entry services. Its product line is sold exclusively through a Savant dealer network.

Industry:

Retail, Transportation & Logistics

Technologies:

salesforce
PARTNER

salesforce
commerce cloud

Challenge

Savant represents an exclusive product line of integrated home technologies. The presentation of their products and services to its customers and its dealer network takes place via a B2B platform. Savant would seek a new B2B experience that better reflects the sophistication and elegance of its brand.

Solution

Eagle Creek's commerce team worked with Savant to deploy Salesforce B2B commerce. The new storefront created a seamless experience, from finding products and services to checking out. The B2B experience was enhanced with the following feature-functionality:

- Dynamic pricing and discounting per account
- Mobile-friendly design
- Real-time tax calculations driven by ship to address, integrated to Avalara
- Real-time shipment cost calculations for UPS and FedEx
- Multi-cart and shared carts per customer
- Commonly purchased products and re-orders

Eagle Creek at a Glance

In 1999, Eagle Creek was founded to deliver a technology value proposition that positively impacts your business. We focus on customer-facing technologies – from CRM to App Dev to Mobility – helping our clients succeed in digital business.

We combine on-site expertise with our offsite (but onshore) consultants based in our four technology centers in the upper Midwest.

Through this model, we help you reduce your backlogs while optimizing your IT budget. Achieving this consistent and sustainable way to provision digital consulting capabilities to you has meant investing in America, where Eagle Creek has become the leader in U.S. Onshoring.

Eagle Creek is now an Eviden business.

Contact our sales team at https://www.eaglecrk.com/contact-us