

Predictive Manufacturing Intelligence

Unleash the combined power of
Salesforce + Databricks



Overview

Combining Salesforce and Databricks enables manufacturers to align customer demand with production and supply chain intelligence. Databricks analyzes operational and market data, while Salesforce activates insights across sales and service. This integration drives demand-driven planning, predictive maintenance, improved efficiency, reduced downtime, and a more connected, data-driven manufacturing ecosystem.



Key Solution

- Demand Signal Collection
 - Salesforce captures:
 - Opportunities
 - Quotes
 - Dealer/distributor demand
- Data Consolidation in Databricks
 - Combine CRM data with:
 - Historical sales
 - Market trends
 - Supply chain constraints
- Demand Forecasting Models
 - Databricks generates:
 - SKU-level demand forecasts
 - Regional demand projections
- Production Planning Integration
 - Insights are sent to ERP for:
 - Production scheduling
 - Raw material procurement
 - Capacity planning

- Salesforce Visibility Layer
- Forecast and production updates are surfaced in Salesforce dashboards for sales teams.
- Order & Fulfillment Alignment
- Orders from Salesforce are matched with production capacity and inventory availability.
- Continuous Optimization Loop
- Actual sales vs forecast data is fed back into Databricks to improve accuracy.

Key Pointers

- End - to End Expertise
- Rapid MVP Implementation
- ROI Realization
- Proven Procedures and Tools
- Consultative approach for next steps

