Account & Partner Console

Unite account, order, and product data to manage critical customer relationships from a single view.

Challenges Faced

Fragmented account information

Orders, agreements, assets, open cases, and forecasts sit across different views or systems.

Slow access to intelligence

Sales reps switch systems to assess account health, run-rate performance, opportunities, and contact history.

Missed lifecycle opportunities

End-of-life assets, expiring warranties, and service renewals are not consistently surfaced.

Solution Provided

A single account view enriched with commercial, product, asset, and service data

01

Get a complete account view

Bring orders, agreements, assets, cases, and forecasts together.

02

Empower teams with account intelligence

Expose account health, run rate, opportunities, and contact history.

03

Highlight revenue triggers

Surface end-of-life assets, expiring warranties, and renewals.

Capabilities activated

- Mfg Cloud
- Account 360
- Assets
- Service Cloud

Business Value Realized

Incremental revenue from better-managed relationships

One view of every account

Critical relationship information is available in one place.

Faster seller decisions

Teams act without switching between systems.

More upsell and cross-sell

Lifecycle events create targeted revenue opportunities.

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