



ADCom needed fast, integrated apps, workflows, business logic, mobile and web, they picked ✓ **top rated Vinyl.**

**THE BUSINESS /** Since 1985 ADCom Solutions has designed, implemented and managed complex IT environments for some of the nation's largest enterprises. ADCom provides a total solution for IT Business Needs. Managed, onsite or carrier services ADCom has claimed the leading position for outstanding customer service along with 3 core differentiators, Speed, Flexibility and Customization.

**THE PROBLEM /** Based on their outstanding solutions ADCom experienced exceptional growth and a need to **better scale** their operations. Part of their strategy was creating centrally aligned, streamlined business processes and systems. They needed to enable their sales teams to **quickly react** to market pressures and have **more flexibility** with customer requirements. Along with enhancing and scaling their sales capabilities, ADCom wanted to ensure customers had a smooth sales experience. After researching off-the-shelf solutions and low-code platforms ADCom found both options **lacked** the speed, capability and flexibility required for the job.

**THE SOLUTION /** ADCom decided to enlist the help of software review sites and found **top rated Vinyl™**. Vinyl's 5 star reviews got their attention and the no-risk offering sealed the deal. The **Vinyl platform** promised amazing speed to delivery along with uncompromising capabilities for customization and integration with ADCom's core systems. Using **Vinyl** the ADCom team along with a Zudy Solution Architect built out two applications in parallel in **2 weeks**. The process incorporated Zudy's Iterative Development Methodology (IDM) allowing ADCom to quickly and efficiently incorporate new tactical business processes and deliver **immediate benefits**. The Sales Funnel app quickly streamlined once manual tasks into **fully automated** processes. Sales Funnel also enabled a fully customized sales quoting feature enabling ADCom's sales team to focus delivering an immediate **improvement** in sales.

The second app was Field Order Project Management. This App developed by the ADCom team included highly complex business logic and workflows surrounding each component of field orders. The app also required heavy integration with several legacy systems. Field Orders are high touch based on the highly complex products and solutions deployed. The application gave **complete visibility** to the field teams allowing **full control** and management of the process end to end. Customer satisfaction further **improved** and field teams became more **scalable**, a win-win for ADCom and its customers!

## PROFILE /

**ADCOM**  
SOLUTIONS

**INDUSTRY** Managed IT and Telecommunications

**NUMBER OF USERS**  
50+

**LOCATION** Norcross, GA

**SOLUTIONS DISCUSSED**  
Sales Enablement  
Order Management

**TIME TO LAUNCH**  
3 Weeks

22%

**Increase**  
in customer  
satisfaction

200+%

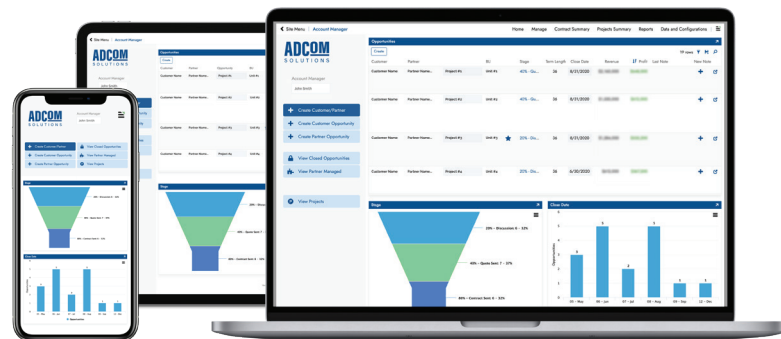
**Increase**  
in sales  
efficiency

77%

**Cost**  
**savings**

## SOLUTION TECHNOLOGIES /

- Complex workflows and approvals
- Custom order entry
- Management dashboards with **Vinyl** data visualizations and CRUD
- Authentication and authorization with row-level security using **Vinyl** Reach



“ We couldn't scale at the rate we needed using traditional methodologies and the tools we had in place. With **Vinyl** we were able to solve problems at their core and create the growth platform for ADCom's future. ”

**RICK DURAN** / Chief Sales Officer / ADCom Solutions