# SALESFORCE FOR TRANSPORTATION

Transportation is crucial to the American economy.  Nearly every sector of the economy–manufacturing, education, health care, retail, etc.–is dependent on an efficient transportation system. State transportation agencies and large local transportation agencies are at the heart of planning, design, construction, and operations and maintenance projects across all modalities of transportation.

Project and Contract Management are critical functions in executing and delivering initiatives for a transportation agency. A transportation agency may have many different systems in managing projects and contracts across the department. This creates a challenge in having an enterprise-wide view of the projects and contracts across the transportation agency.

Salesforce along with key product partners have created an Enterprise Project and Contract Management solution for transportation agencies. The project management function delivers a modern and holistic user experience that integrates to existing systems while providing a common set of functionality for use across the organization. The contract management function provides greater visibility into the transportation agency contract portfolio to pinpoint exactly the stage of the life cycle the contract is in and where the bottlenecks might be occurring. This will help a transportation agency achieve a vision of having an enterprise-wide project and contract management and user collaboration.

## ENTERPRISE PROJECT AND CONTRACT MANAGEMENT



Project Management

Outreach and Communications Management

Contract Lifecycle Management

Intelligent Analytics for Actionable Insights

Online Knowledge and Inquiries via Mobile Ready Websites

STATE TRANSPORTATION AGENCY

Integration with Legacy Systems

# CHALLENGES FACING TRANSPORTATION AGENCIES

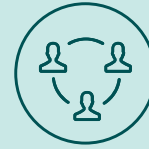Lack of visibility of capital projects across the department

Siloed legacy systems and manual paper based processes

Unable to communicate updates and notifications of initiatives at scale to stakeholders

Need for a consistent process and system in managing contracts and contractors

Lack of a common platform to manage the partner/vendor relationships

Need to gather data from various sources and analyze massive amounts of data quickly

# SALESFORCE ENTERPRISE PROJECT AND CONTRACT MANAGEMENT

### LOW CODE
Point and click configuration to support specific state and local requirements.

### READY TO USE
Provision SaaS capability in minutes. No servers or install required.

### ACCESSIBLE FROM ANYWHERE
Connect with any device.

### SCALABLE
Processing more than 5 billion transactions each day, Salesforce is built to scale.

### AUTOMATIC UPGRADES
Future proof your solutions.

### HIGH AVAILABILITY
Always secure, Always up, Always fast.

## PROJECT MANAGEMENT

Visualize the entire project timeline, including actions and milestones, and manage elements of the project.

- Project Management Console
- Gantt Chart
- Resource Capacity Planning

## ONLINE KNOWLEDGE AND INQUIRIES VIA MOBILE READY WEBSITES

Guide staff and stakeholders with online knowledge and collaboration tools

- Online Knowledge
- Connection to Community
- Collaboration and Feedback

## INTELLIGENT ANALYTICS FOR ACTIONABLE INSIGHTS

Real time views of key metrics to improve project outcomes, measure response, and identify gaps.

- Data Visualization
- Performance and Outcome Measurement
- Trend Analysis
- Demand Monitoring

## CONTRACT LIFECYCLE MANAGEMENT

Streamline agreement preparation, redlining, collaboration, and approvals.

- Secure Central Repository
- Workflows for Collaboration and Review
- Mobile Review and Approval

## OUTREACH AND COMMUNICATIONS MANAGEMENT

Inform and guide stakeholders about project initiatives across social, online, and mass communication.

- Online Portal
- Awareness Campaigns
- Social Media Management

## INTEGRATION WITH LEGACY SYSTEMS

Interoperability and integration with existing legacy systems and data sources, as well as local databases.

- Accelerate Project Delivery
- Flexible API Platform
- Cross-Agency Collaboration