



## GoldenLion Helps Cadable Leverage Zoho CRM in a Better and Efficient Way

### COMPANY PROFILE

Cadable is one of the leading technology solutions providers to the CAD Industry. Specialising in Data Management, Cloud Services and API Development, Cadable offers premium services and training to CAD industry professionals.

Founded in March 2015, Cadable offers intuitive software and hardware solutions to the designing and engineering community.



### PROBLEM AREAS

Cadable was using ZOHO CRM for managing their sales funnel and maintaining great customer relation. However, they required some specific customization done to calculate profitability per deal from within ZOHO CRM. With growing business, many of their customers wanted to pay online. So, Cadable also wanted to tailor their CRM in order to send one-click emails to their customers with online payment links embedded.

#### Problem Areas

- ❖ Customizing ZOHO CRM.
- ❖ Enabling e-payment option.
- ❖ Creating beautiful looking inventory templates.

Besides these Cadable needed beautiful templates for their Quotes and Invoices so that they could match the brand personality of the company.

In words of Michael Schumacher, Principal Consultant, CADABLE, "I was searching through Zoho Forums for answers to Quote Template questions I had and found an example of a great-looking quote template. I posted a comment to the forum about what a nice template it was and Arnab reached out to me to see

if Golden Lion Consulting Services could help CADABLE out in anyway."

### GOLDENLION OFFERS CUSTOMISED CRM SOLUTIONS TO ADDRESS THE PROBLEM AREAS

After initial discussion, GoldenLion understood the requirements perfectly and started tailoring ZOHO CRM for Cadable. Not only did they automate the profit calculation, they also helped the company set up the provision to accept customer payment electronically.

"We also offered customized quotation and invoice templates to Cadable. With the help of this service, the company could now generate awesome looking quotations and invoices", informed Arnab Bandyopadhyay, Director, GoldenLion.

## Solutions Offered

- ❖ GoldenLion customized ZOHO CRM for Cadable.
- ❖ The company offered beautiful looking templates for quotation and invoices.
- ❖ GoldenLion helped them enable online payment, by creating a module that let Cadable send e-mails with payment link from within ZOHO CRM.

“With the help of this new quotation and invoice feature, Cadable can now generate inventory templates in 1/3rd of time, which in turn has improved productivity for the company.

To sum it up, Michael said, “GoldenLion have been friendly, knowledgeable, timely, and most of all dependable. They have supremely talented personnel that provide reasonably priced services

in a timely manner, they are a pleasure to work with!”



**Michael Schumacher**

Principle Consultant  
Cadable


## Contact Us

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## About GoldenLion

GoldenLion started its journey in 2010 with a goal to help small and mid-sized organizations multiply their sales revenue by putting in place structured sales processes combined with deployment of world-class sales tools.

With this goal in mind, GoldenLion became an Alliance Partner of Zoho Corporation in 2011 in order to deploy Zoho suite of on-demand productivity and collaboration applications amongst these organizations. Over the years GoldenLion has emerged as one of the top consulting partners of Zoho worldwide.

For more information about GoldenLion, please visit [www.glionconsulting.com](http://www.glionconsulting.com).

