



# Improving Lead Conversion With Integrated Manufacturing Solutions

*How Navsoft's IT solutions empowered Cosmo Cabinets to achieve end-to-end visibility, reduce operational costs, and accelerate revenue recognition in their manufacturing processes.*



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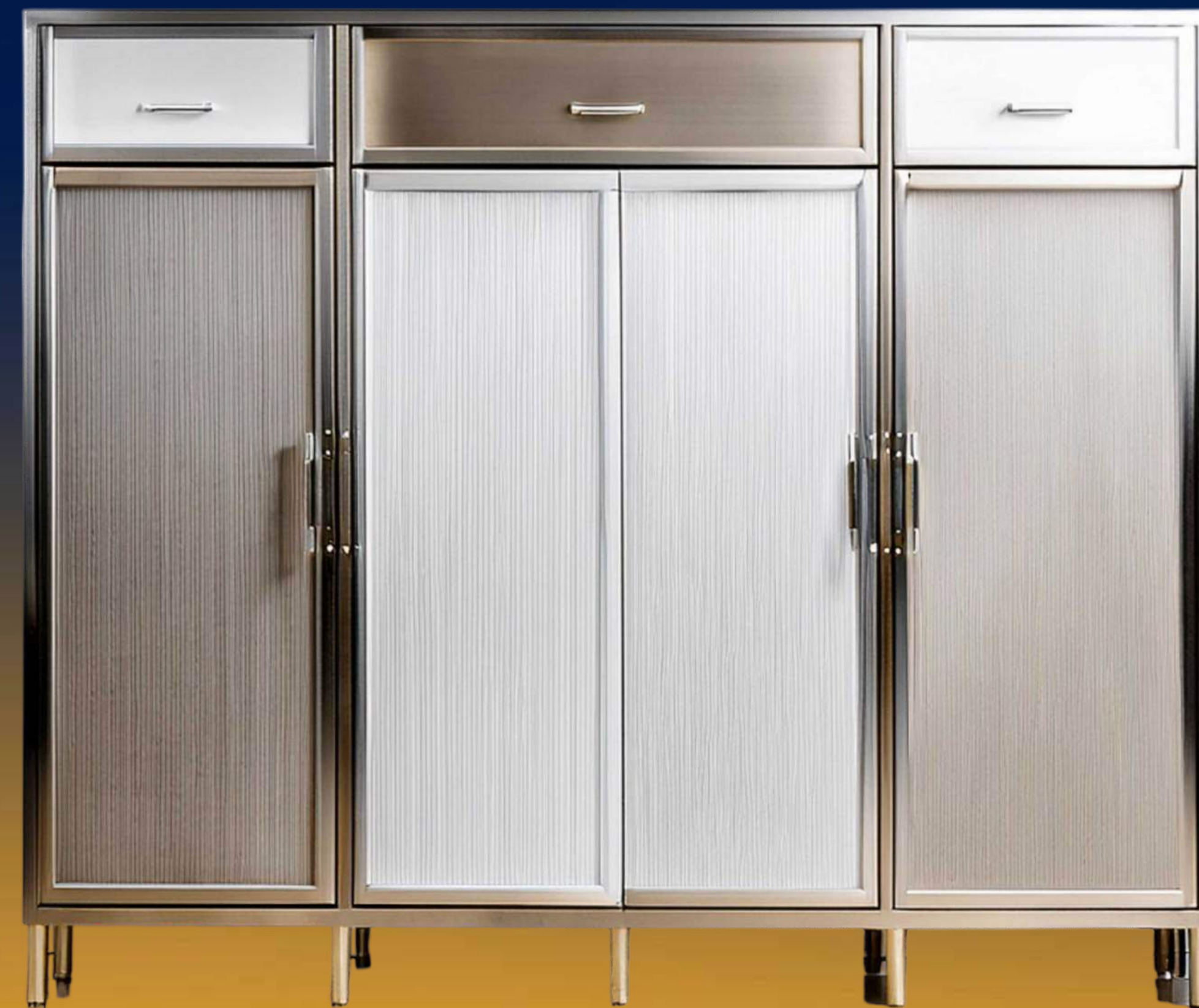
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# Client

Cosmo Cabinets Inc., based in Eatonton, Georgia, USA, is a prominent manufacturer in the cabinetry industry. As a company dealing with complex sales, estimation, design, and field operations, they sought to optimize their manufacturing workflows and improve overall business performance.



**COSMO**  
**CABINETS**

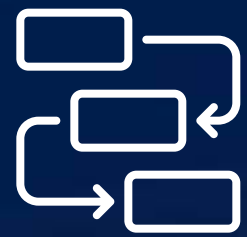


# Challenges



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Cosmo Cabinets faced several critical challenges within its manufacturing and related operations that affected profitability.



## Fragmented Workflows

A lack of integrated workflows across sales, estimation, design, and field operations caused inefficiencies.



## Manual Processes

Repetitive tasks such as price updates, bid generation, and task assignments were manual, increasing overhead costs.



## No Real-Time Visibility

Without real-time visibility across the entire operational chain, it was difficult to track project progress.



## Siloed Data

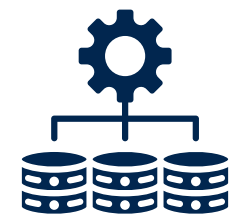
Disconnected systems and a lack of smooth data flow between various departments caused duplication of work.





# Navsoft's Solution

Navsoft conducted a thorough Salesforce System Analysis and proposed a comprehensive solution focused on integrating systems and automating processes:



## Integrated Workflows

Integrated sales, estimation, design, and field operations workflows for real-time visibility into every stage of the process.



## Automated Task Management

Automated repetitive tasks, including price updates, bid generation, and task assignments to reduce manual effort.



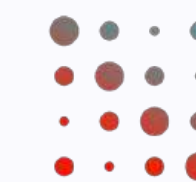
## Seamless ERP Integration

Integrated NetSuite, 2020 Insight ERP, and Monday.com to ensure smooth data flow and minimize duplication.



## Accelerated Contract & Sales Order Generation

Automated the generation of contracts and sales orders, accelerating revenue recognition.



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# Key Results

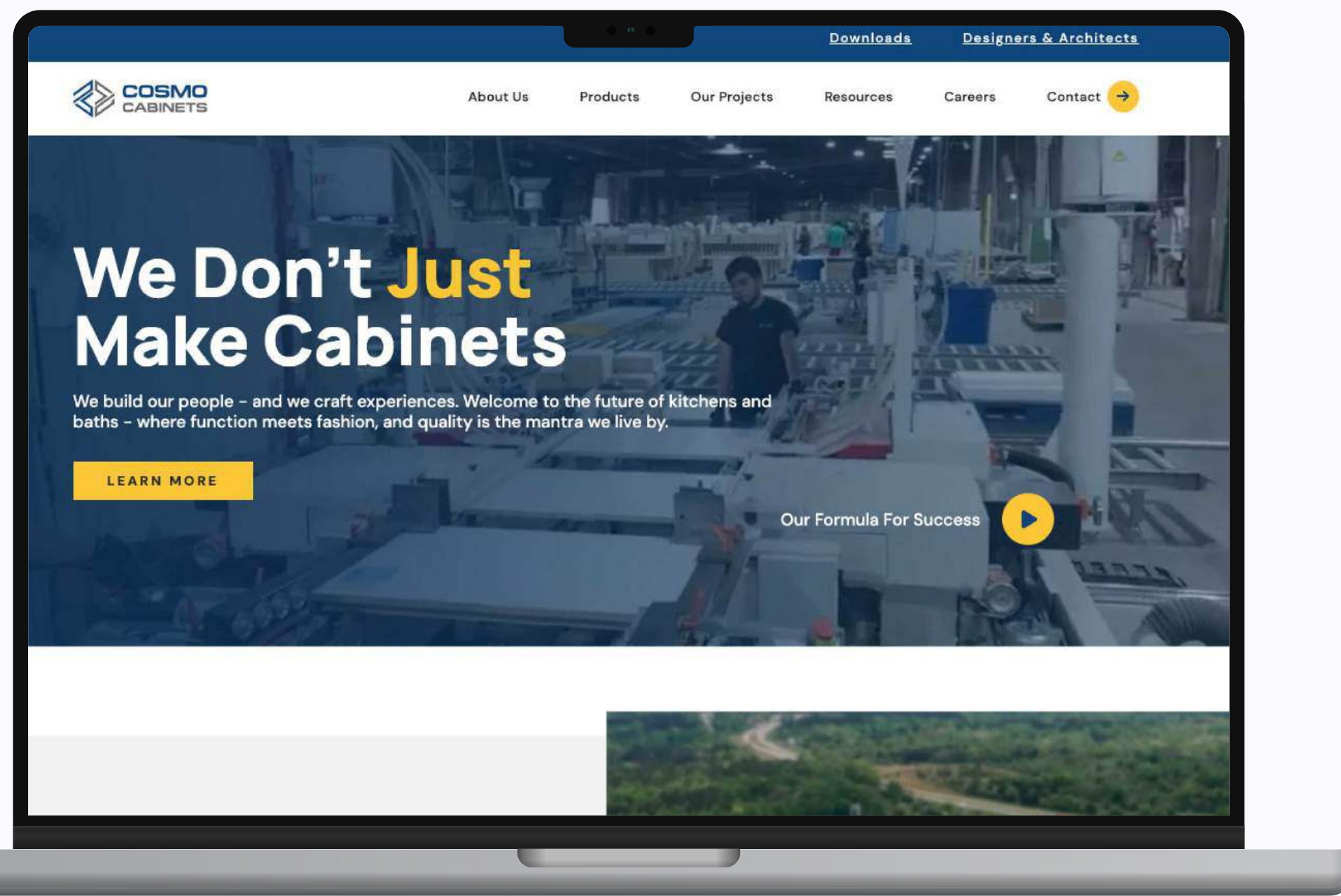
Navsoft's strategic manufacturing solutions and digital transformation initiatives delivered significant business impacts for Cosmo Cabinets:

End-to-End Visibility and Accountability

Reduced Operational Costs

Improved Customer Satisfaction and Retention

Faster Revenue Recognition and Cash Flow Management



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**Ready to Achieve Similar Results?**

Let's discuss how Navsoft can address your unique challenges and goals.

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