Company Profile

A-TWO CLOUD

Empowering Your Digital Expedition

Atwo Cloud

Who We Are

We are a technology consulting company providing top Salesforce talent and delivering successful Salesforce projects bringing high business value. With a strong team of certified experts, we consistently help businesses achieve outstanding results.

2022

Established

Founded to lead cloud solutions

US, Jaipur

Offices in

Global presence

35

Team Strength

Dedicated certified professionals

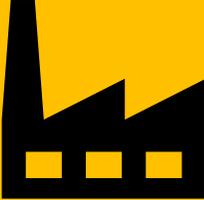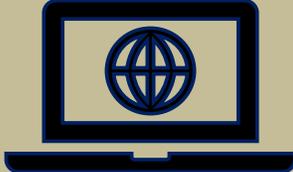Atwo Cloud

Our Vision and Mission

Our Vision

To provide business specific technological solutions and help businesses to scale up in achieving their goals.

Our Mission

To be among most trusted cloud-based solution providers globally.

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Industries we Served

Automotive

Manufacturing

Education

Banking

Technology

Consulting

Professional Services

IT Services

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Our Esteemed Customers

mahindra

CASPIAN CONSULTING

nugreen

operatus

VISIGHT Technologies Pvt Ltd.

UNIT7 CONSULTING

BROTHERS ACADEMY

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Our Salesforce Expertise

Salesforce Setup from scratch

Data Cloud Implementation

Financial Force Cloud

Agentforce Implementation

CRM Analytics

Sales & Service Cloud

Revenue Cloud

Salesforce Integration

Salesforce Data Migration

Experience Cloud

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Why Clients Choose Us?

- Our USP – Reasonable Cost + Quality
- Faster Onboarding – within 1–2 weeks
- Scalability
- 100% Retention Rate
- Strong delivery & governance

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Rate Card for Resources

Experience Level	Rate (in Rupees)
2-3 Years	1.8 lakhs/month
3-6 Years	2.6 lakhs/month
6-10 Years	3.6 lakhs/month
10+ Years	4.5 lakhs/month

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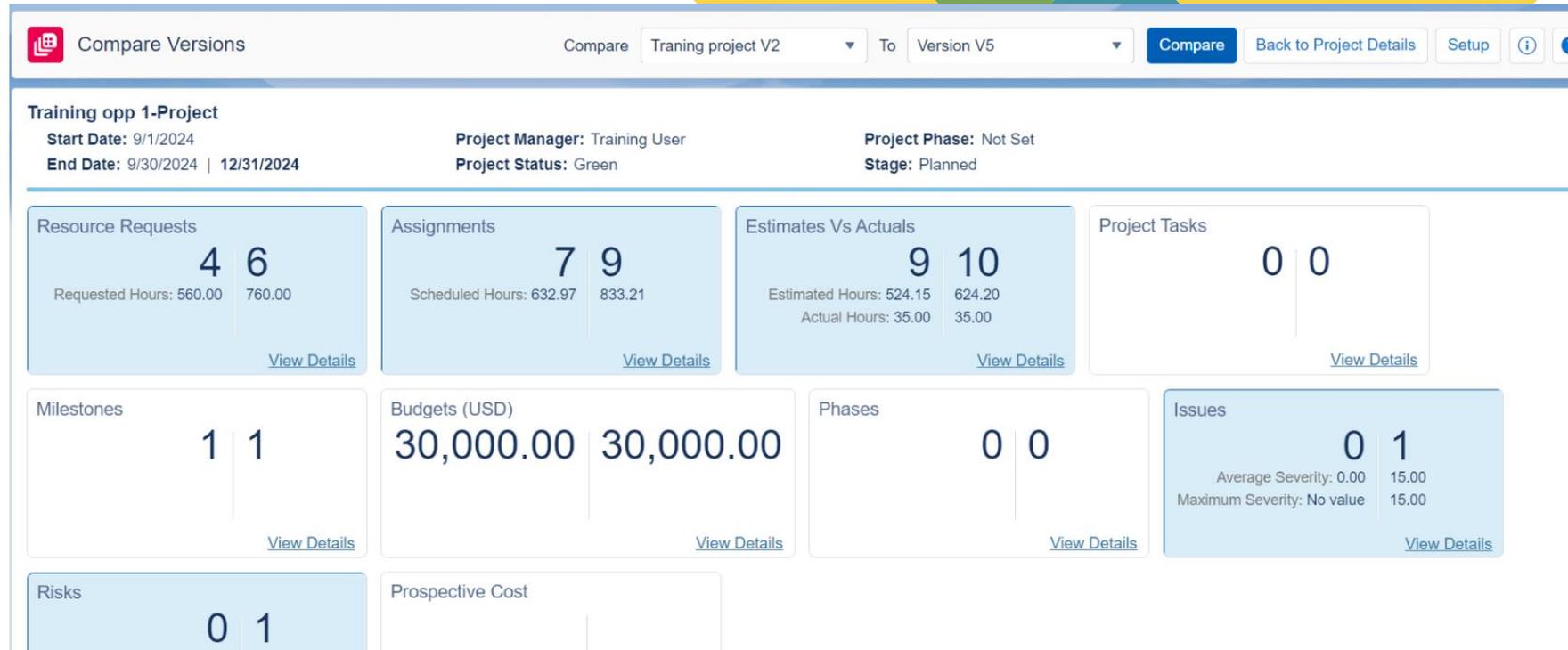# Some of the implementations by us

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Certinia Project Overview implementation

What we did

- Configured PSA modules.
- Designed custom approvals.
- Automated project lifecycle.
- Scalable role governance

Business Value

- Approval time cut by 35%
- Compliance audit success +25%
- Manual effort down 40%
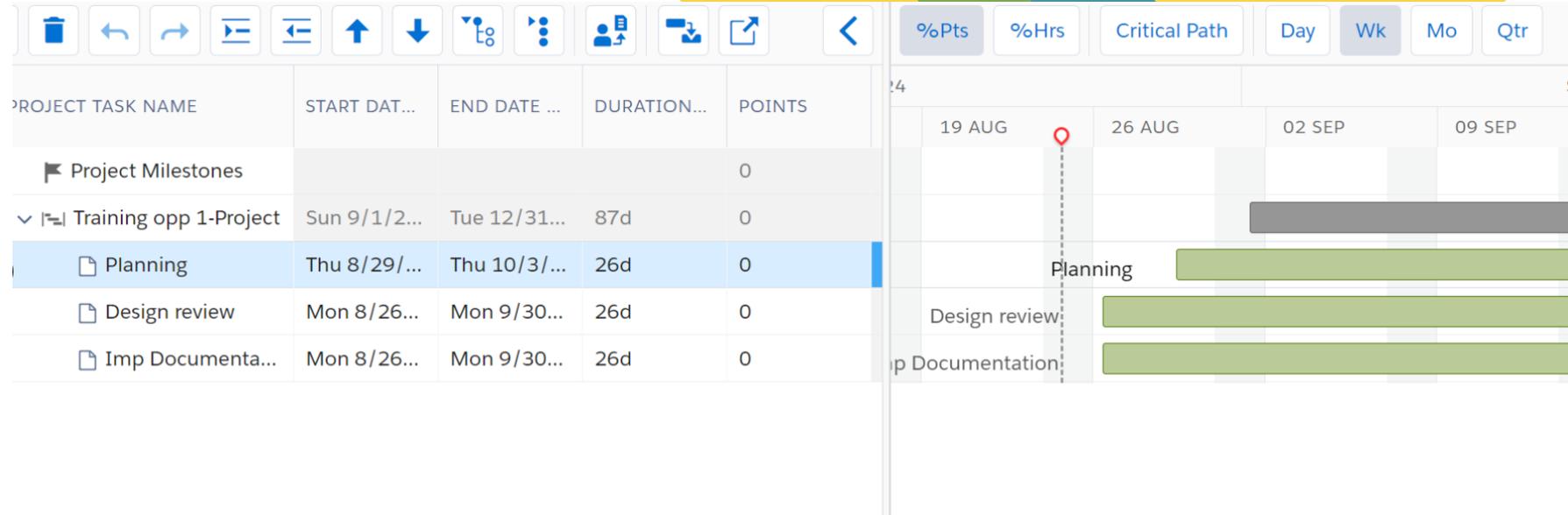- Leadership visibility real-time

Gantt Chart Implementation

What we did

- Implemented Gantt charts.
- Customized project timelines.
- Integrated resource planning.
- Scalable scheduling model

Business Value

- Planning accuracy improved 30%
- Scheduling conflicts reduced 45%
- Decision speed up by 25%
- Resource utilization up 20%

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Warehouse Management

What we did

- Designed inventory workflows.
- Automated service requests.
- Integrated order tracking.
- Scalable warehouse model

Business Value

- Issue resolution faster by 40%
- Stock accuracy raised 35%
- Manual handling down 30%
- Service ratings up 15%

Assign Location

Item(s)

SKU/UPC/Item ID

demo-item-01

Scan

Warehouse Location

Location

Scan or enter location

Scan

Select Multiple

This item exists in 5 other location(s). Select the location to assign item to or add a new location.

Item: Demo Item 01
SKU: demo-item-01

WH: TL3
Aisle: PHONE 3
Shelf: ONIDA 3
Location: CB2

WH: BIKE100
Aisle: B.2
Shelf: B.2.1
Location: ZA

WH: WHFDK-1
Aisle: Books 1
Shelf: Childrens Books 1
Location: CB3

Cancel | New Location | Transfer Location | Change Primary Location
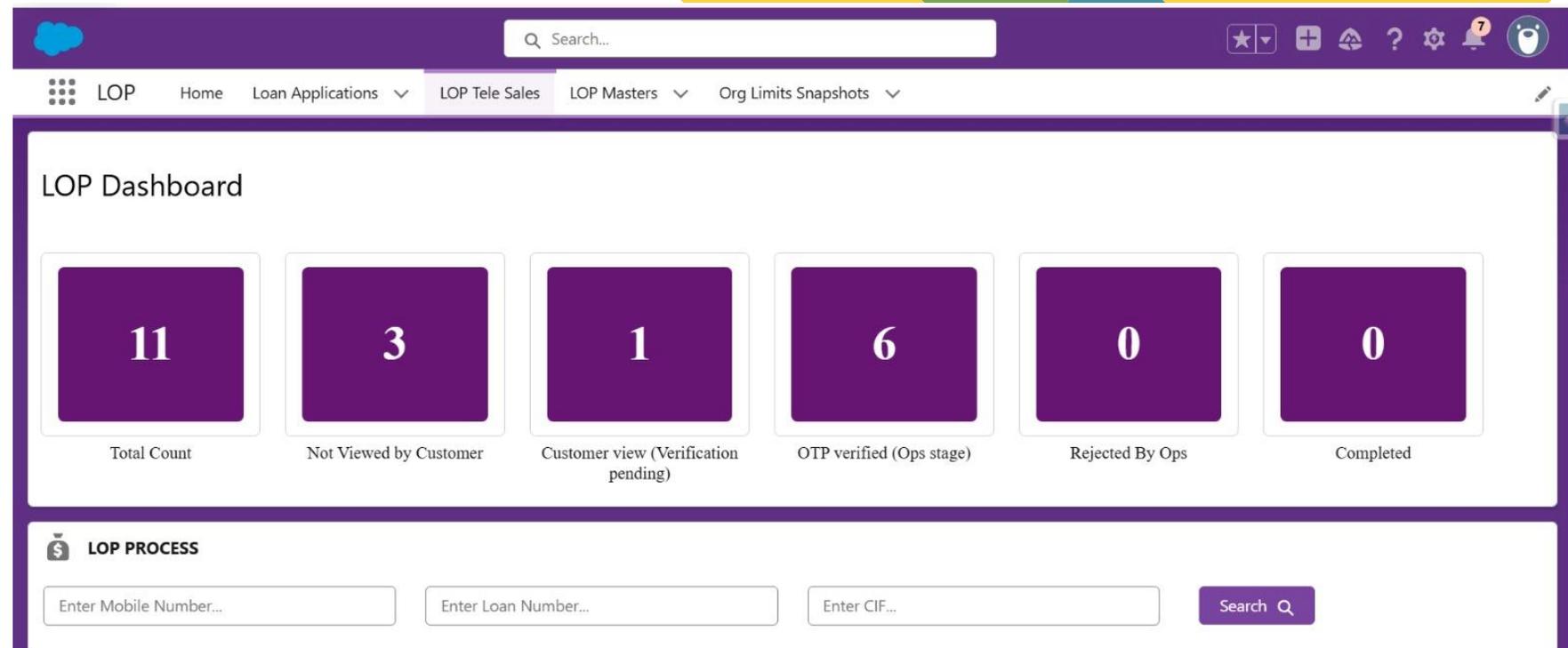Select

No Previous Locations

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LOP Process for Bank

What we did

- Automated LOP workflow
- Configured approval stages
- Integrated document checks
- Scalable compliance model

Business Value

- Loan cycle reduced 20%
- Compliance adherence +30%
- Processing errors down 25%
- Customer trust index +15%

Q Search...

LOP   Home   Loan Applications ⌄   LOP Tele Sales   LOP Masters ⌄   Org Limits Snapshots ⌄

LOP Dashboard

11	3	1	6	0	0
Total Count	Not Viewed by Customer	Customer view (Verification pending)	OTP verified (Ops stage)	Rejected By Ops	Completed

💰 **LOP PROCESS**

Enter Mobile Number...   Enter Loan Number...   Enter CIF...   Search 🔍
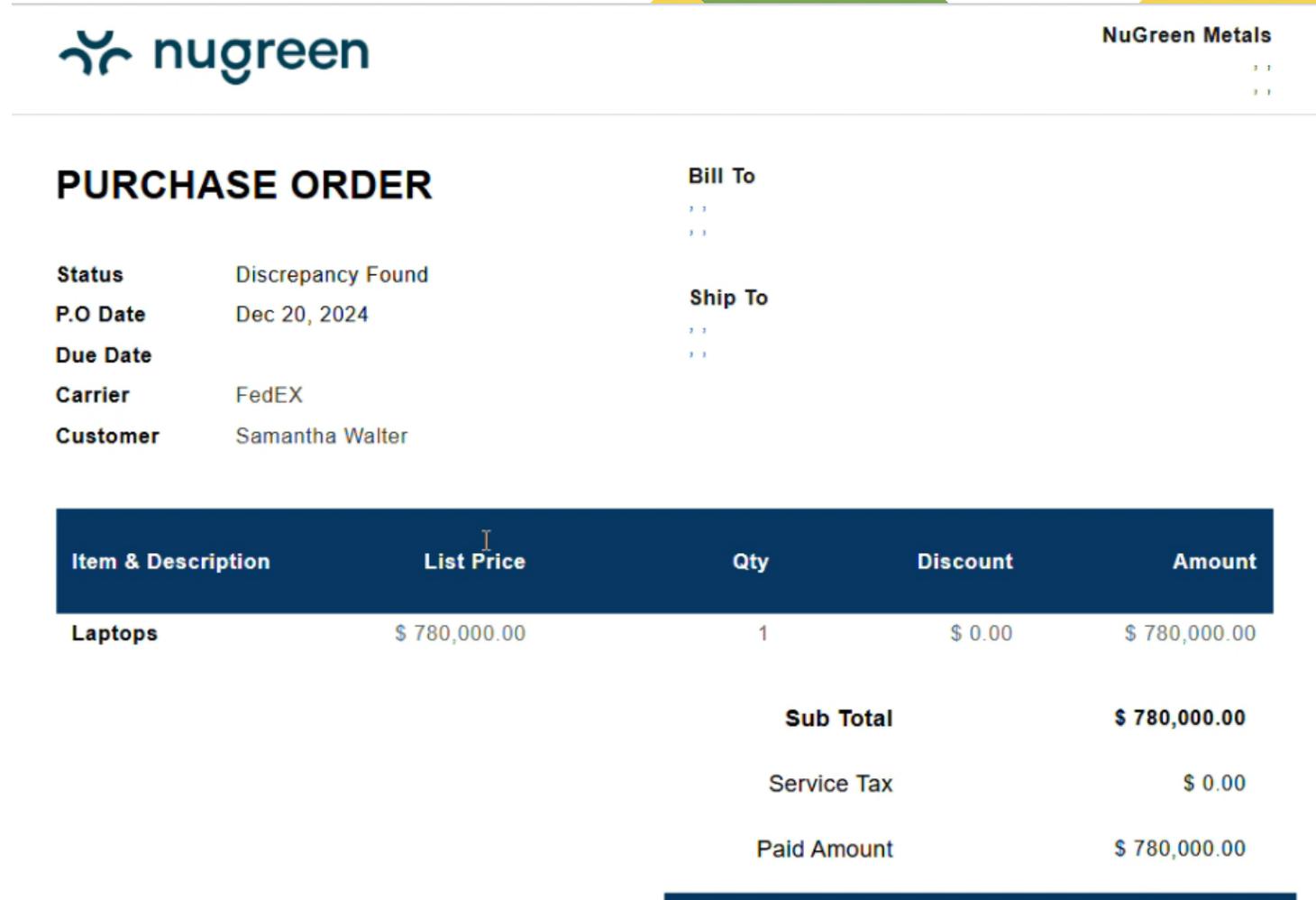
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Invoicing System Implementation

What we did

- Automated invoicing flow
- Custom approval routing
- Integrated payment tracking
- Scalable billing model

Business Value

- Invoice cycle shortened 35%
- Cash inflow accelerated 25%
- Errors reduced 40%
- Finance control efficiency +20%

nugreen

NuGreen Metals
, ,
, ,

PURCHASE ORDER

Bill To
, ,
, ,

Status	Discrepancy Found
P.O Date	Dec 20, 2024
Due Date	
Carrier	FedEX
Customer	Samantha Walter

Ship To
, ,
, ,

Item & Description	List Price	Qty	Discount	Amount
Laptops	$ 780,000.00	1	$ 0.00	$ 780,000.00

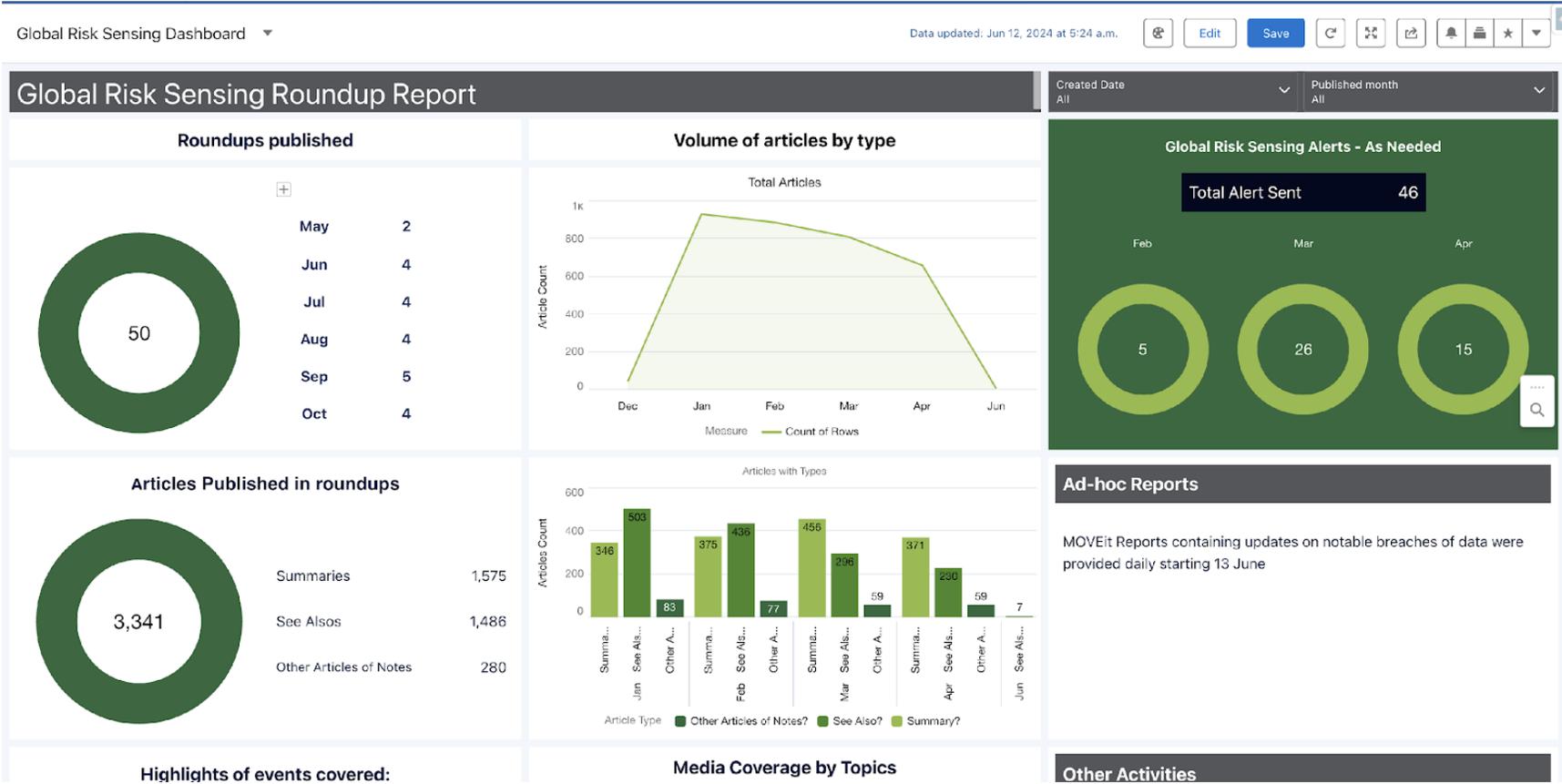|	
Sub Total	**$ 780,000.00**
Service Tax	$ 0.00
Paid Amount	$ 780,000.00

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CRMA Dashboard and Einstein Prediction

What we did

- Designed risk dashboard
- Integrated global data
- Einstein predictions added
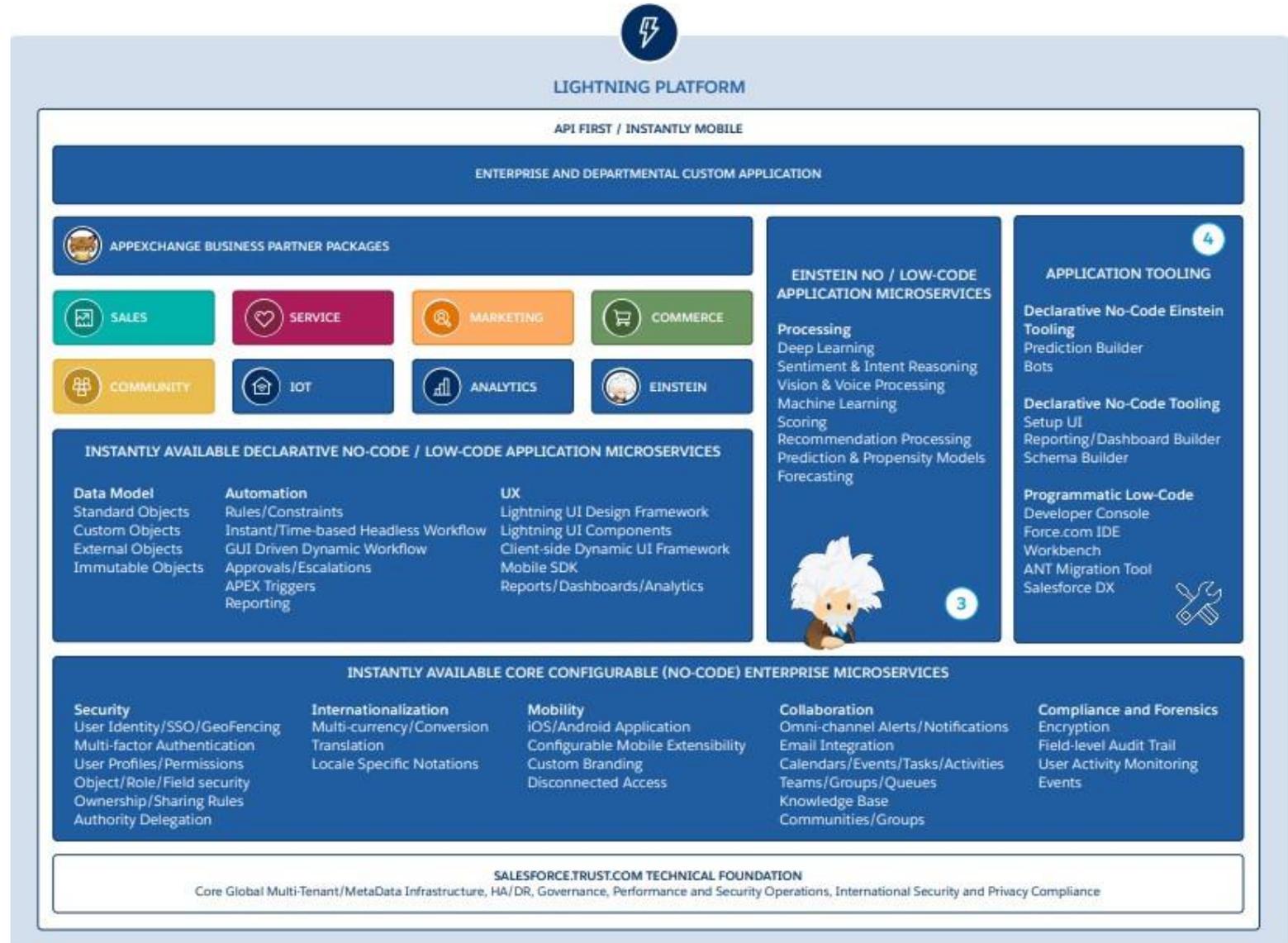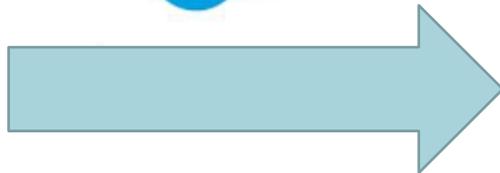- Scalable reporting model

Business Value

- Risk detection faster by 30%
- Predictive accuracy +25%
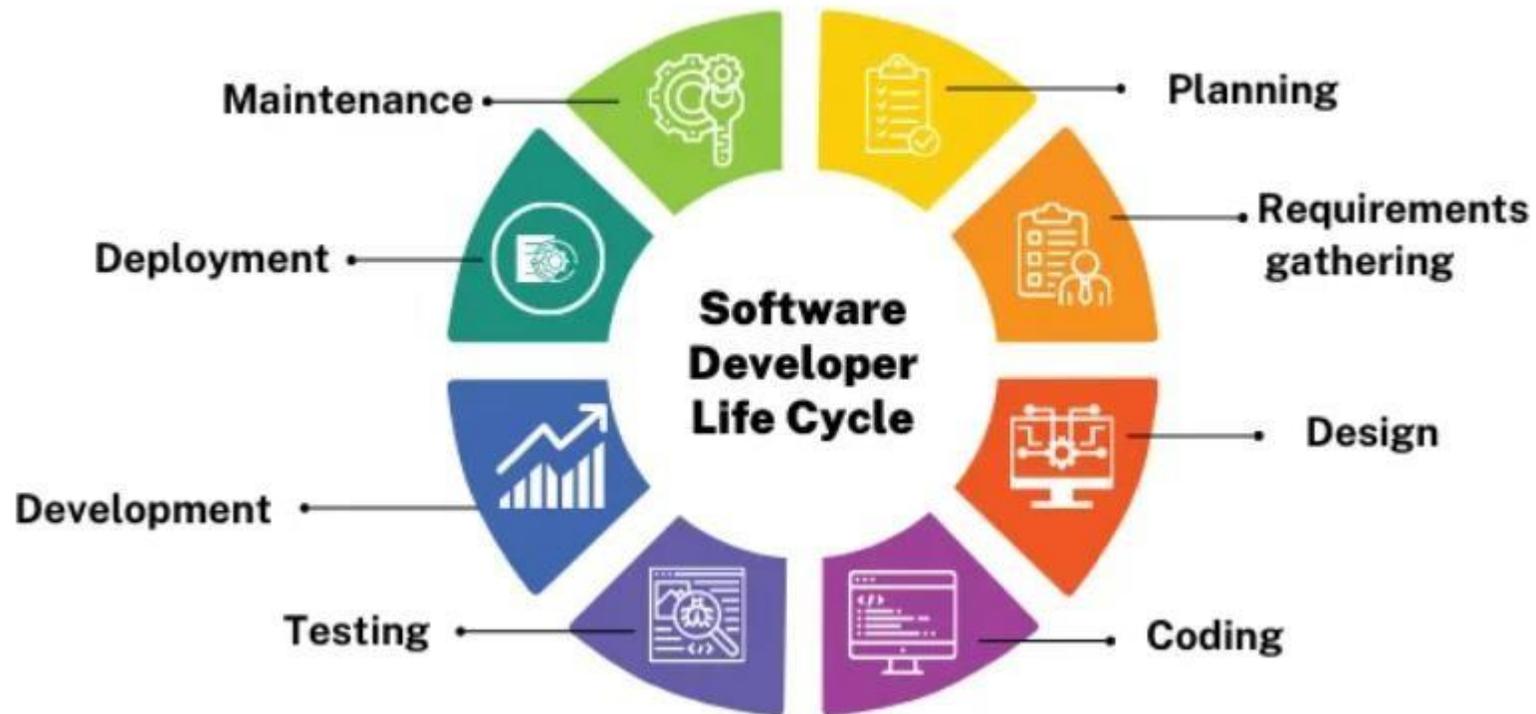- Compliance breaches cut 20%
- Proactive mitigation actions +15%

Roadmap to Delivery Excellence

A-Two Cloud Development Cycle

A-Two Cloud Development Framework

DEFINE

DELIVER

DEPLOY

BUILD

TEST

DESIGN

FEEDBACK

INITIATE

SPRINT PLAN

RELEASE

- Initiate Project Kickoff
- Goal Setting & Prioritization
- Team Identification & Ramp-Up
- Define Strategy & Standards
- Capture Requirements & User Stories
- Design High-level Solution Architecture
- Platforms and Environments Setup

- Development Planning
- Backlog Refinement (Grooming)
- Release Planning
- Detailed Design
- Build
- Code Review
- Test

- Demos/Roadshows
- Capture User Feedback
- Apply Bug Fixes, As Needed
- Development Retrospective
- Train UAT Stakeholders
- Prep for UAT Deployment

- UAT Deployment
- Stakeholder Communications
- Train Stakeholders
- Change Management
- Transition Knowledge
- Go-Live / Production Deployment
- Owner Transition & Handoff

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Project Management Approach

01 — COMMUNICATION MANAGEMENT

02 — RISK & ISSUE MANAGEMENT

03 — QUALITY MANAGEMENT

04 — CONFIGURATION MANAGEMENT

05 — CHANGE CONTROL

06 — SCHEDULE MANAGEMENT

07 — SERVICE LEVEL REQUIREMENTS

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Data Migration Approach

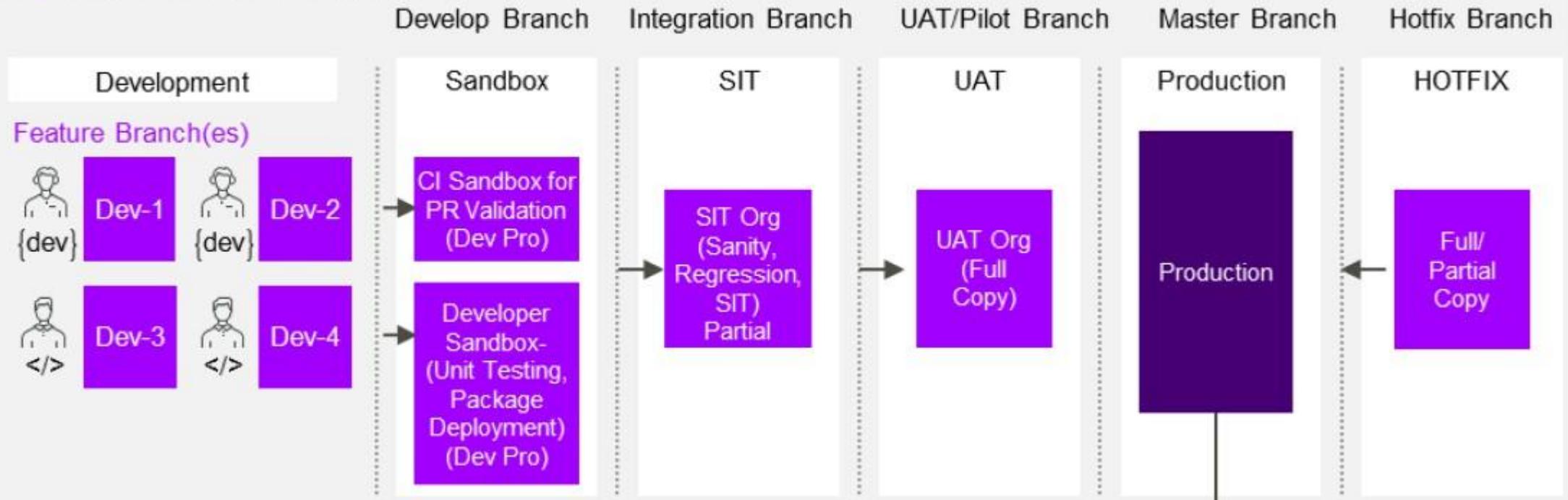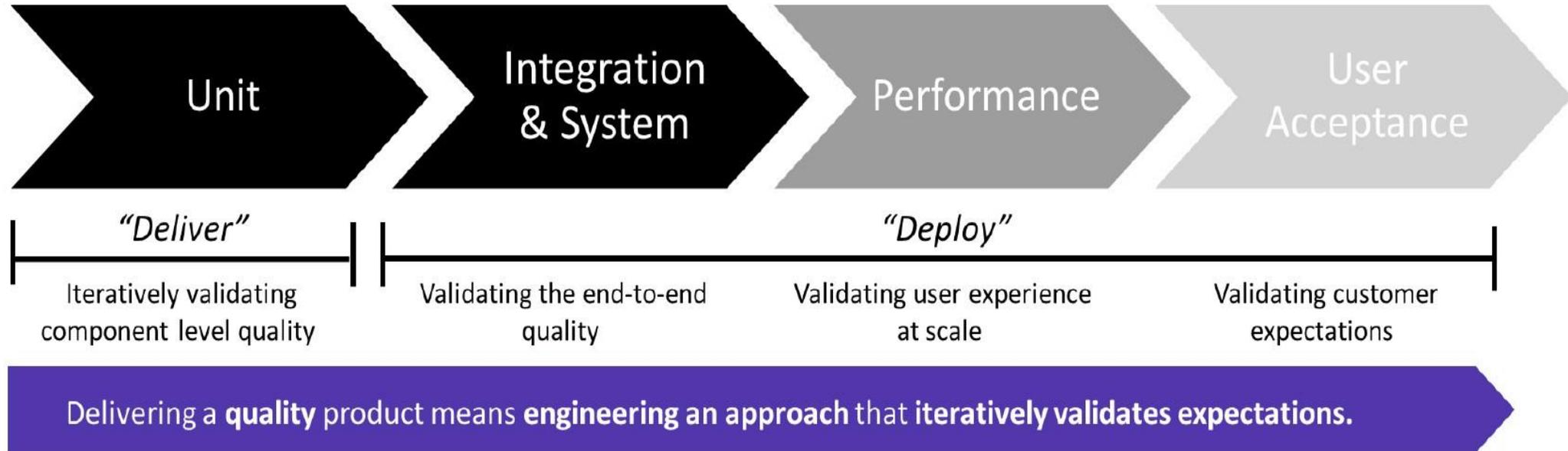| Source / Feeder Systems	Data Extraction, Transformation, & Loading	Data Normalization	Business Rule Application	Analysis & Reporting
• Operational & Financial • Performance Data • Supply Chain Systems • Customer Service • Point of Sale • External Trading Partners / Suppliers • Service Delivery Partners • Other Data Sources • Master Data	• Data Availability • Source Data Quality • Data Timing • Field Values • Expected Ranges / Norms • Operational Repeatability / Robustness • Data Awareness • Partner Management	• Improve data consistency • Improve data confidence • Prompt issue detection • Defined roles / responsibilities • Service Level Agreements • Data Homogenization / Versioning • Operational Excellence / Reliability	• Improve data consistency • Improve data confidence • Prompt issue detection • Manual effort / workaround minimization • Business rule codification / standardization • Query Curation / Cataloging • Business Rule / Query Governance	• Scheduled report / view generation • Report distribution • Business cycle & operational reporting • Ad hoc Data Analysis • Trend Analysis • Data Analytics / Data Science • Knowledge-Based Decision Making • Machine Learning / AI

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Deployment Approach

Testing Approach

Unit	Integration & System	Performance	User Acceptance

"Deliver" — *"Deploy"*

Iteratively validating component level quality	Validating the end-to-end quality	Validating user experience at scale	Validating customer expectations

Delivering a **quality** product means **engineering an approach** that **iteratively validates expectations.**

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Change Management Approach

Culture+Change management framework
Tightly integrated and embedded in the implementation approach and project plan

Initiate the change process by assessing the culture of the organization and the impact of the changes and developing a strategy to support and accelerate the change adoption.

PLAN
for change

Implement the change plan to build awareness and ownership of the change and to create accountability for the successful adoption of the change.

ENGAGE
the organization

ACHIEVE
success

Celebrate and reinforce the behavioral shifts necessary for sustaining and continuously improving upon the change.

ENABLE
the people

Enable the affected individuals with the necessary skills, capabilities, knowledge, tools and support, and the motivation to make the change.

Organizational culture

Change-focused leadership

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Quality Management

At A-Two Cloud, we are committed to growth through complete Client Satisfaction, which shall be achieved by providing on time delivery of cost-effective Quality IT solutions through continual process improvement. Our Quality Management Unit within the PMO is responsible for the following :

1. Implement project management quality plans and health check points into the project lifecycles (project management & implementation).

2. Ensure customer's expectation throughout project phases and perform random awareness sessions.

3. Improve, document and promote the project management and implementation methodologies.

4. Educate project managers about A-Two Cloud 's project management and implementation methodology.

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Contact Us

📞 +91 89470 57818

✉️ info@atwocloud.com, admin@atwocloud.com

🌐 www.atwocloud.com

📍 India: P-147, Shri Yogendra Nagar, Sitapura, Jaipur, India

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Thank You!!

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