

# Successfully deploying CPQ with Gearset



Cloud Giants is a leading Salesforce Consulting Partner helping clients successfully implement and accelerate Salesforce processes.

**Size** 35+ employees

**Location** North Carolina, USA

**Industry** Consultancy

**Customer since** 2020

## Challenge

Before Gearset, Principal Consultant Deepak Veera and the Cloud Giants team were using change sets to manage their metadata deployments. During a sprint, a team member used a spreadsheet to detail all the components that needed to be deployed. Then, another team member was tasked with creating the change set and deploying it to production. The rising complexity of deployments meant this process began to take hours and become a drain on everyone's time and energy.

Deepak says, "When you are working with two or three consultants on one project, you need to make sure that you are effectively collaborating and tracking what needs to be included in a release. At Cloud Giants, it is also not uncommon for our clients to co-develop alongside our team and this adds a layer of complexity to any DevOps process".

For CPQ deployments, Cloud Giants previously used an iterative template that consultants had to fine-tune after every CPQ engagement to ensure everything ran smoothly. But all this work took time and effort.

## Solution

Because Gearset treats CPQ configuration just like regular metadata, the Cloud Giants team can run a comparison between the source org and the target org to view all the differences in their data, before choosing the specific CPQ records they want to deploy. This is a huge time-saver and helps them focus on the sprint at hand. Additionally, the consultants use Gearset's problem analysis to identify dependencies and address common errors in the deployment package before it gets pushed.

Deepak says that Gearset's approach to CPQ deployments is groundbreaking. "I would estimate it saves us on average 50% of the time we used to set aside for CPQ deployments. But the advantages it provides truly go beyond time-savings. Consultants have so much more confidence (and less stress) when deploying with Gearset."

Cloud Giants uses its DevOps process as a differentiator when speaking with prospective clients and also shares how using Gearset directly benefits them.

Deepak concluded, "Gearset simplifies our lives and frees us up to focus our attention on other mission-critical work. As a result, we're able to deliver more value to our clients. For consulting firms and enterprises working with multiple Salesforce products Gearset is essential".



"Gearset solves the issue of not having a native solution in Salesforce to deploy CPQ data. **We save so much time** using it for our deployments."

**Deepak Veera**, Principal Consultant, Cloud Giants