

Automated Salesforce License Creation Improves Control and Efficiency



Client Overview

A global software company delivers Intelligent Automation solutions while supporting revenue and order operations at enterprise scale. Within this environment, Salesforce serves as the system of record for orders, delivery milestones, and license provisioning. Maintaining visibility and data integrity in license creation is essential to prevent delays, cost leakage, and security risk.

Challenges Faced

License creation and order monitoring relied on manual checks within Salesforce, creating inefficiencies and increasing operational risk.



Manual Order Monitoring

Teams manually checked Salesforce at regular intervals to identify missing delivery dates.



Time-Consuming License Creation

Creating licenses manually required significant effort and coordination.



Data Accuracy Issues

Incorrect or incomplete updates led to access errors and over-provisioning.



Security and Cost Risk

Manual processes increased exposure to unnecessary license usage and cost leakage.



Inefficient Use of Resources

High-effort tasks consumed time that could be redirected to higher-value work.

The Solution


Amiseq implemented a Salesforce License Creation Automation to automate order monitoring and end-to-end license provisioning. The solution integrated seamlessly with Salesforce and Automation Anywhere, removing manual intervention while improving control over license status and usage. License creation became structured and easier to manage.



Why the Client Chose



AMISEQ
YOUR TECH PARTNER



Deep Intelligent
Automation expertise
across enterprise business
operations

Proven integration with
Salesforce environments

Automated license
provisioning with built-in
controls

Strong focus on
governance, visibility, and
risk reduction

Strategy and Implementation



Monitor Salesforce Orders

Automation logs into Salesforce and periodically checks for orders with missing delivery dates.



Validate Required Information

Verify that all necessary customer, document, and delivery details are present.



Retrieve License Details

Extract product version, start date, and end date from order records.



Create and Update License

Create licenses using validated details and update order status to "ready to use."



Update Order Status

Change order status from "missing delivery date" to "ready to invoice," and then to "active."

What Amiseq Delivered

100%

Effort Reduction

Manual order checks and license creation eliminated.

765

Hours Saved Annually

Automation Anywhere replaced repetitive Salesforce monitoring tasks.

\$23,000

Annual Savings

Reduced effort and rework associated with manual license creation.

Reallocated Team Capacity

Teams freed to focus on higher-priority work and other reporting needs.

Conclusion

License creation shifted from a manual and error-prone process to an automated and governed workflow. Order status, license details, and activation are now handled through a structured process.

The solution reduced operational risk, improved cost control, and enabled teams to focus on higher-priority business activities.

Modernize License Operations

See how Amiseq can automate license creation and improve operational control. Contact us today.

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