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Tableau CRM is Salesforce-focused such that customers with Salesforce data are choosing Tableau CRM to act on such records. Tableau is significantly more powerful when it comes to presenting data and how much freedom a user has in the exploration of such data. While "Tableau" is the common thread here, there are some Tableau CRM things do best and vice versa. The power is in knowing which reporting tool you use for what purpose and know when and how to combine the two. The importance of a Salesforce partner with the capabilities of Tableau CRM and TableauImplementing, optimize and maintain any tool is a journey, whether you have the necessary resources in-house or not. When it comes to choosing a Salesforce partner to help you get the most out of your experience with Tableau CRM and/or Tableau, or even begin to understand what you need, a lot it comes down to choose someone who can take a holistic view of your organization and the necessary intelligence systems. Atrium's analysis team has capabilities on both platforms, so to put it clearly, we are not encouraged to use one above the other. We are only interested in helping our customers get set with the tool or tools that match their business needs and allow them to adapt as such needs evolve. We help build not only an analysis solution, but a process enhanced with insights and analysis integrated into the spectrum — descriptive, predictive and prescribed. This iswe can guide real organizational change and better efficiency. Opportunities and cases of use We are seeing with Tableau CRMAt Atrium, our intention is to continually focus on what actions users will want to take once they have the information they need - and to put that in the context of how they do their work. For example, we recently worked with a large national distribution company that took some Tableau dashboards focused on sales and rebuilt them in Tableau CRM. Why switch from Tableau to Tableau CRM? In this case, the main reasons were that our customer had a strong desire to act on superficial insights directly from the dashboards, and the dashboard audience spends most of their day in Salesforce. Tableau CRM integrated action framework with Salesforce has allowed these dashboards to be much more feasible. Our customer has also seen performance issues in Tableau; Once loaded, things were fine, but most of Tableau's dashboards took 30-60 seconds to open. With their main audience that is a busy sales team on the road, this was unacceptable. Tableau CRM is generally better in this area, and we were able to reach the load times under-5 seconds in Tableau CRM. While it is also better to prevent the future Lately, the solution we have implemented supports modeled recommendations, incorporating recommendations and support dashboards for a particular account directly within the account screen, and allowing users to take a customized action on it directly fromsales force or embedded dashboards. This ease of use saves time, resources and helps sales teams better predict the future with a view of historical data all in one place. the interesting thing about this case of use is that it reflects the direction that salesforce has announced that it intends to move with tableau, tableau crm, and its set of analysis and solutions to the global. for the credit of salesforce and tableau, I think they have taken an honest look at the strengths and weaknesses of each instrument, and they have created a roadmap to integrate them using the best features of each. if you are not already oando the predictive analysis, you are simply put behindsimply, you need to touch your data if you want to compete against others in your market. if you have not already given priority to predictive analysis, you are at a disadvantage. The insights you can have with predictive analysis and tools such as tableau and tableau crm are incredibly powerful. can help you take some emotion from decision making by creating objective data points. for a long time we have relied on feelings of liver, local knowledge, and the experience lived. all this is precious, but it is really difficult to discuss with the data that is modeled and presented in black and white — compared to "Bob" who did this job for 30 years and "only you know."Predictive analytics also allow us to remove the mundane from the bob plate. The more we can use data to automate world activities — tasks where there is norequired — more time Bob returns to attend the things that require his unique human experience. Do not let your initial analysis investment Go to waste The media organization tends to be light on the skills of analysis and machine learning, but this does not mean that you can jump out on the necessary changes to existing technologies and workflows. Predictive models require care and nutrition, and the right partner can understand and optimize yours to meet your business needs. At the Atrium, we complete our implementations with programs to allow continuous innovation and maintenance of your solutions focused on data. As your data evolves, we help you evolve with it. Learn more about Elevate, our managed services that offer analytics, artificial intelligence and machine learning. learn.

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