

# Suffolk Construction

Boston, MA



Founded in 1982, Suffolk Construction Co. is the largest building construction company based in Boston, MA.



Customer Needs	Approach	Key Success Factors
<ul style="list-style-type: none"><li>• Pipeline visibility</li><li>• Standardized data system for leads</li><li>• Understanding of customers</li></ul>	<ul style="list-style-type: none"><li>• CRM On Demand (1<sup>st</sup> Generation Cloud) Implementation</li></ul>	<ul style="list-style-type: none"><li>• Single source of truth for all business development activities</li><li>• Full picture of pipeline</li><li>• Informed decision making with analytics</li></ul>
<ul style="list-style-type: none"><li>• Sales performance management</li><li>• Resource management</li></ul>	<ul style="list-style-type: none"><li>• On Demand integrated with Oracle HR and Talent Management and Primavera</li></ul>	<ul style="list-style-type: none"><li>• End-to-end process and data integration with Oracle EBS</li><li>• Deep business insight</li></ul>

A white icon of a group of five people silhouettes on a red background.	Onsite – 5
A white icon of a location pin on a grey background.	Boston, MA
A white icon of a clock face on a blue background.	Completed
A white icon of a cloud with a downward-pointing arrow on a dark blue background.	Oracle CRM on Demand integration with Oracle HR and Talent Management, Primavera