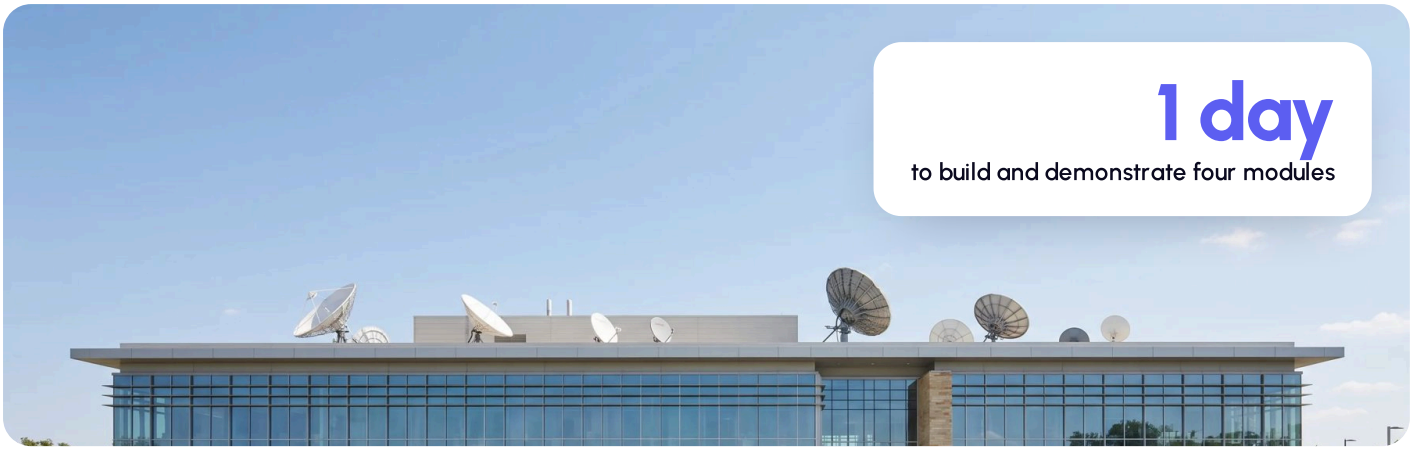
BUTTERFLY

Media and Publishing

Sales, contracts, invoices and bonuses: how many separate spreadsheets?

At a media agency running sales, content, billing and progress payment processes together, every step lived in a separate spreadsheet. With Butterfly, they all move in a single flow.

4 modules	14/14	3 roles
sales, content, billing, progress payments	end-to-end tests	and permission sets



PROBLEM

The challenges facing your organization

01 Sales opportunities, contracts, campaigns, invoices and commission calculations were tracked in **separate spreadsheets.**

02 **Collections and bonus calculations** could fall out of sync.

03 The content flow and commercial processes ran in **separate tools.**

SOLUTION

How Butterfly solved it

The sales pipeline, content flow, billing and collection-based progress payment modules were built on Butterfly in one day and demonstrated working. From sales opportunity to contract approval, and from invoice to collection-based bonus calculation, the steps move through a single flow.

- ✓ 8 data objects
- ✓ 2 state machines (approval flow)
- ✓ Admin dashboard and 2 scheduled jobs
- ✓ 3 roles and permission sets

OUTCOME

From the field, measured.

1 day	14/14	3 roles
to build and demonstrate four modules	end-to-end tests completed successfully	and permission sets defined

The customer name is not shared for confidentiality reasons. Figures are taken from the organization's records.

Do you have a similar process?

Let's look at it together in a 30-minute meeting.

Scan the QR code to request a meeting.

Request a meeting