



Introduction

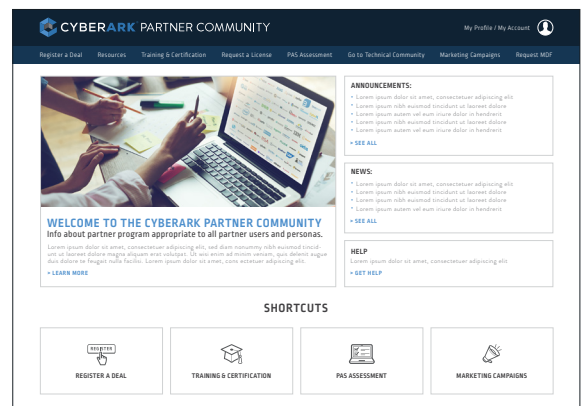
CyberArk is a privileged access management leader which is used by more than 50% of the Fortune 500 companies.

Challenge

CyberArk wanted to improve relationships with its partners, as well as optimise some common tasks such as deals management, market development funds administration, and partner support.

Solution

AdvancedCommunities.com provided expertise to create a new partner management system using Salesforce Community cloud. It also optimised existing customer community combining Salesforce Partner community out-of-the-box and custom developed features.



Benefit and Result

The solution provided by AdvancedCommunities.com allowed CyberArk to optimise new partner consultants registration, improve the new deals management and acceptance process, as well as to enable client support delegation to partners, and integrate community with Learning Management System.