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Electrical & Electronic  
Manufacturing Industry

# MIRION

A CASE STUDY BY JOLT CONSULTING GROUP

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*jolt* CONSULTING  
GROUP

# MIRION | SALESFORCE.COM CONSOLIDATION



**MIRION**  
TECHNOLOGIES

Mirion is a leader in radiation safety, measurement and science. Built on 60 years of experience in research, problem-solving and product development, their team is comprised of over 1,800 talented professionals working to create solutions and advance innovations in their field. In a highly technical and complex industry where one radiation measurement can be vastly different from the next, Mirion provides education, empowerment and innovation for those who work around and with the natural wonder of ionizing radiation— as well as cutting-edge instrumentation for research and scientific exploration in remote locations on Earth and in space. In 2019, Mirion looked to consolidate their Atlanta, GA SFDC org into their Meriden, CT SFDC org in order to create a more cohesive and streamlined work environment.

## Business Challenges

Mirion enlisted the assistance of JCG to head this consolidation. In doing so, JCG identified several business challenges:

- Assessment and clean-up of the Atlanta & Meriden instances prior to consolidation
- Migration of middleware projects to the Meriden org
- Sales Cloud was not configured to properly interact with the Salesforce Lightning user interface

## Our Solution

Phased rollout of the consolidation focusing on three main components:

- 1. Assessment**
  - Assessment and review of both orgs; Sales & RMA process assessment; Lightning readiness evaluation of SFDC & SVMX; best-practices assessment and recommendation report
- 2. Consolidation**
  - Atlanta migration package creation; metadata extraction; data extraction; template creation and data conversion; consolidation with verification and validation
- 3. Lightning Experience, Integrations & Validations**
  - Jitterbit integration updates to consolidated org; enabling Lightning Experience, including new sales process configuration and implementation; on-site training

## Our Results

- Successfully consolidated legacy Atlanta SFDC org into Meriden SFDC org
  - Consolidation also included migrating their RMA process from the Case object into a ServiceMax driven RMA process
- Led a Sales Process Workshop and created a new process that works for both business lines as they were very different in the separate orgs
- Enabled Lightning experience and converted Java code into process builder/visual flow