

dteforce

Future-Proofing Security with Salesforce

GoKeyless Enhances Access
Control Systems with Advanced
Salesforce Integration





When Technology Meets Human Ingenuity

Supercharging Security and Service

In today's world, where security and convenience go hand in hand, few of us pause to consider the intricate technology enabling seamless access to our homes, offices, and institutions. For GoKeyless, a pioneer in the electronic security and access control industry, staying ahead in this rapidly evolving market required more than just cutting-edge products—it demanded a robust, integrated system to manage the complexities of their growing operations.

Founded in 2003, GoKeyless has shipped millions of locks and continues to serve a diverse clientele, including residential, commercial, healthcare, government, and educational sectors. However, as the demand for their products surged, so did the challenges in managing their supply chain, tax obligations, and customer service efficiently.

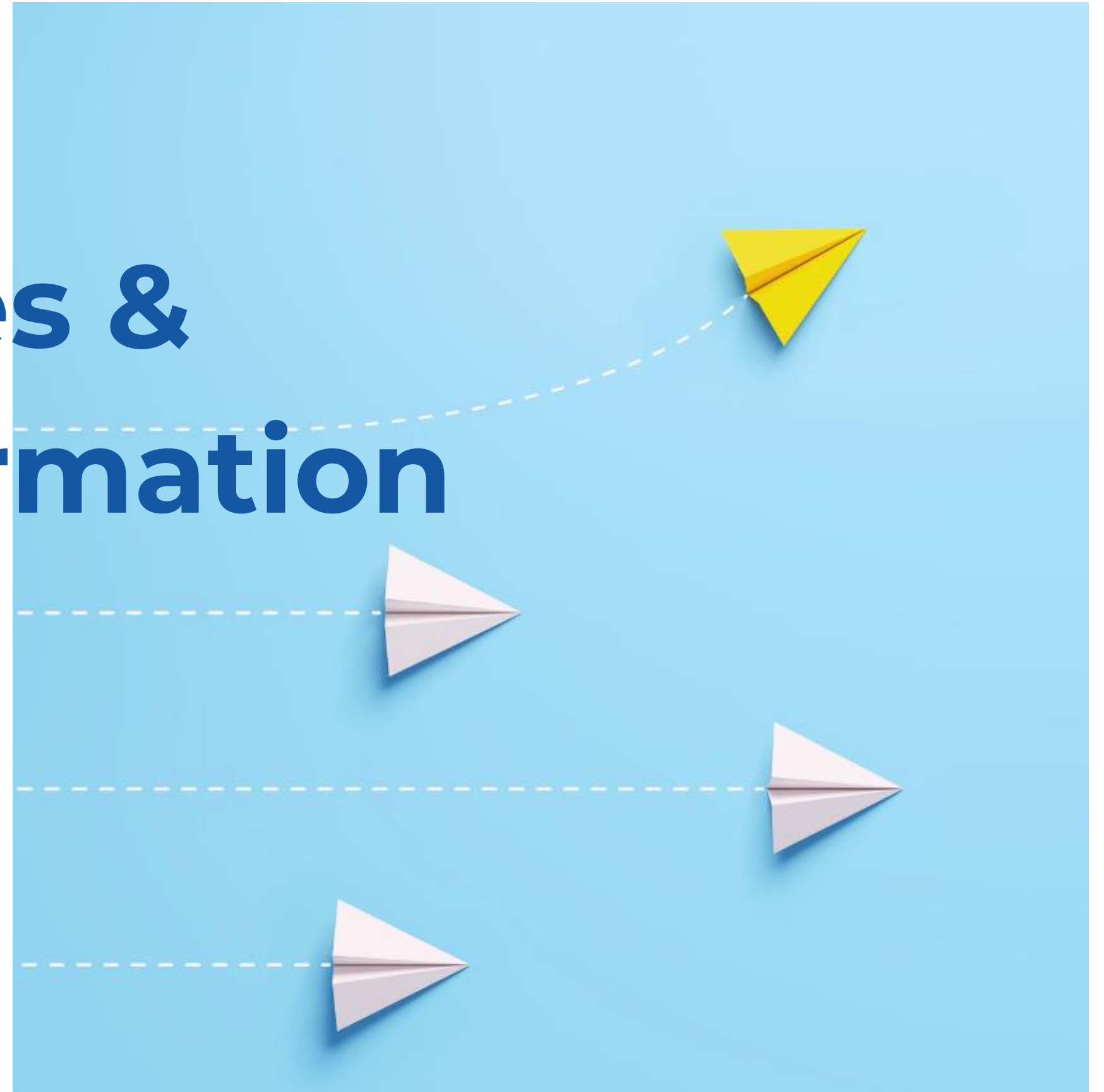
[\(VERTEX SECURITY\) \(SECURITY INDUSTRY ASSOCIATION\).](#)

CALL FOR CHANGE

Scaling Challenges & Strategic Transformation

In **2023**, GoKeyless recognized that its existing systems were struggling to keep pace with its rapid growth. The company faced significant operational hurdles, particularly in managing complex tax regulations across multiple locations and automating shipping logistics. These challenges prompted GoKeyless to seek a solution that would streamline their processes and enable them to scale effectively.

GoKeyless partnered with DTC Force to implement an integrated Salesforce solution tailored to their unique needs. This partnership marked the beginning of a transformative journey that would enhance GoKeyless' operational efficiency and customer service.



Empowering Operational Efficiency

In 2023, the first major project involved integrating Avalara for Sales Cloud to manage tax liabilities with precision and developing a custom UPS integration for shipping cost calculations. These integrations were seamlessly incorporated into GoKeyless' Salesforce environment, enabling real-time data flow and automation.

The Avalara integration allowed GoKeyless to manage tax obligations across multiple jurisdictions with rooftop-level accuracy, ensuring compliance and reducing the risk of costly penalties. The UPS integration automated the calculation of shipping costs, providing instant quotes to customers and optimizing logistics.

These enhancements not only improved operational efficiency but also positioned GoKeyless to better serve their diverse customer base. The ability to manage complex tax and shipping scenarios in real-time empowered GoKeyless to scale rapidly without compromising on service quality.



A valuable difference

Expanding Success Through Strategic Innovation

After the successful completion of the 2023 project, which significantly enhanced GoKeyless' operational efficiency, the company once again partnered with DTC Force in 2024 to further expand its Salesforce capabilities. This second project focused on building upon the solid foundation established in the previous year. The enhancements included refining the existing tax management and shipping logistics integrations and adding new functionalities to support GoKeyless' expanding product lines. These iterative improvements ensured that GoKeyless' systems could support their continued growth and maintain their competitive edge in the electronic security and access control industry.



Strengthening Resilience Through Collaboration

The ongoing partnership between GoKeyless and DTC Force exemplifies the power of strategic collaboration. DTC Force's holistic approach addressed both the immediate operational challenges and the long-term goals of GoKeyless, ensuring that the solutions were not only effective but also sustainable. By leveraging advanced analytics and automation, GoKeyless gained deeper insights into their operations, enabling them to make more proactive decisions.

This transformation from a reactive to a resilient operation has allowed GoKeyless to reduce costs, enhance customer satisfaction, and position themselves for future growth. The partnership has solidified GoKeyless' place as a leader in the industry, ready to navigate the complexities of a rapidly evolving market.



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