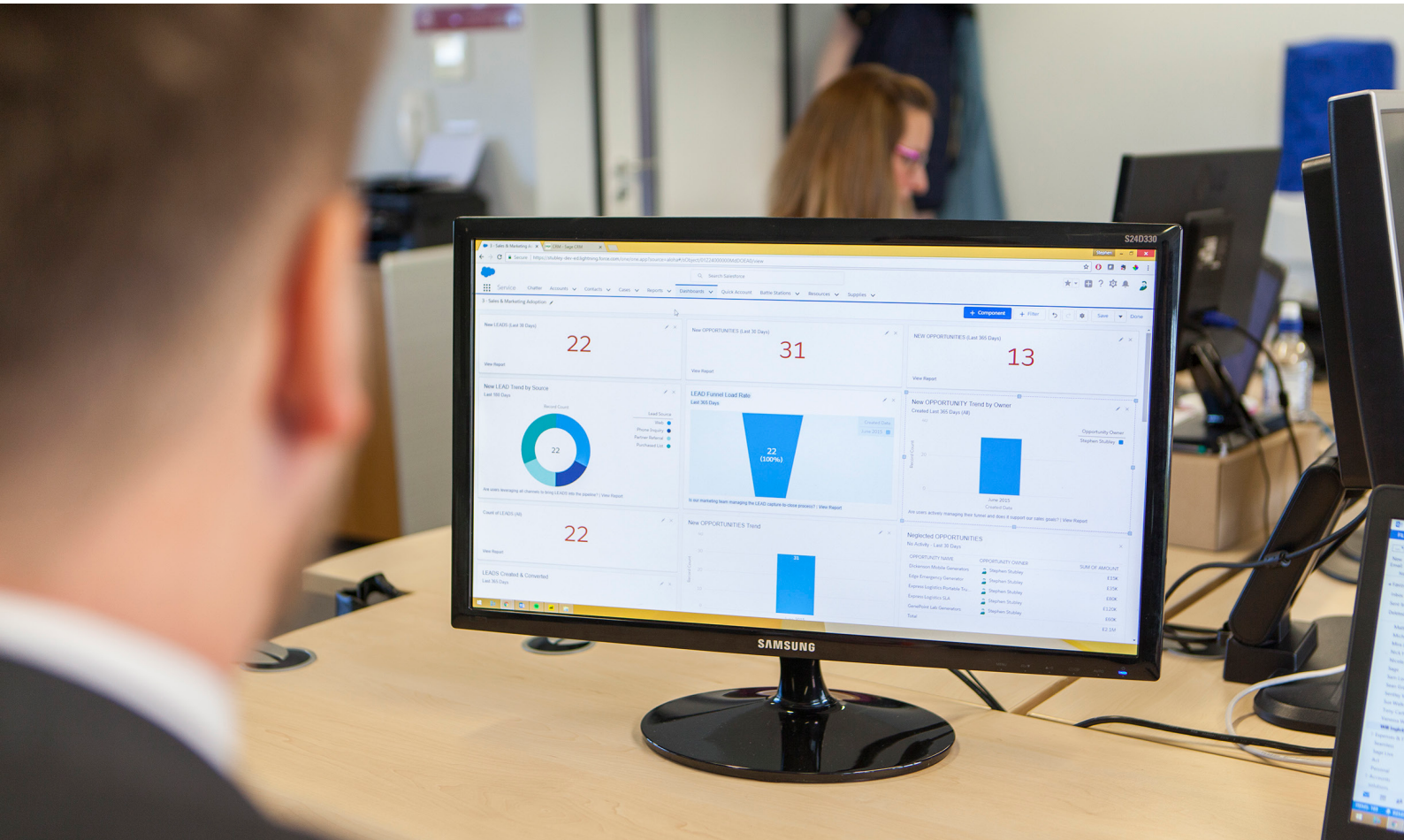




Salesforce - Sales Cloud

Why use our 'Quick Start' package?



Quick Start your Salesforce

If you're interested in Salesforce's Sales Cloud, understanding the pricing can be a challenge. Firstly you need to evaluate the license costs - do you need Essentials, Professional, Enterprise or Unlimited? Secondly, what will it cost to have the system configured to your needs and how long will it take?

Whilst we don't provide you with your licenses (these will be purchased directly from Salesforce), we can help you to understand what version of Sales Cloud you need, then we'll put you in touch with a Salesforce Account Executive so you can talk numbers!

When it comes to the planning, configuration and training, we want to make it simple and affordable. Our Quick Start package is full of core features, designed to get value from day one and provide scope for growth.

What's included?

Sales Cloud is packed with features that are heavily focussed on opportunities and leads. When moving to Sales Cloud it can be overwhelming (and costly) to analyse and implement each area of the system in the first instance, furthermore getting everything perfect is pretty challenging! This is where our 'Quick Start' package comes into play.

If you're not a former Salesforce user, it can be an even greater challenge to understand all the possibilities with Sales Cloud. You may have just familiarised yourself with the difference between leads and opportunities, and now you're greeted with 'Einstein Next Best Action' and 'Campaign Influence'!

"By focusing on core elements of Sales Cloud: accounts, contacts, leads, opportunities and campaigns – Quick Start ensures you make the most of the world's number one CRM solution. In case you need to manage something out of the ordinary, Quick Start makes space for a custom object allowing you to store information pertinent to your business." James Cooke, Solutions' Salesforce Delivery Manager.

To boost user adoption we add themes and branding to your system, as well as automating background processes - providing both familiarity and efficiency.



Quick Start

How long will it take?

Whilst being clear and structured on what is included in the Quick Start package, the timeline is flexible. A critical success factor for Quick Start is collaboration. Whilst we're experts in Salesforce, you're experts in your business. We need to understand your processes in order to make the system meet your needs.



Plan

- Discovery call
- System scope



Configure

- System Configuration
- Presentation and Confirmation



Deliver

- Training
- System go-live

A projects team will need to be assembled, this may only be a couple of people working together throughout each stage of the process. Providing this team can work efficiently and effectively, the project can be completed in just a couple of weeks.

What happens next?

After Sales Cloud is live your possibilities are endless, the journey you take will be personal to your business.

The journey doesn't have to end with Quick Start. Salesforce can support all areas of the business from sales to service, marketing to finance - we'll be here to provide the support you need, when you need it.

Why Solutions?

Our expert team will help you deliver business value through Salesforce, supporting and guiding you on your way to success. Our agile approach allows for constructive criticism enabling you to have your say and ensure you have a CRM solution that provides the business value you desire.

We provide full product training to help your users get the most out of the solution and to become more effective in their engagements with your customers.

As a Salesforce Certified Partner with many years' experience in delivering CRM solutions for clients, our team can help you transform the way you do business, freeing up the valuable time you need to focus on achieving your business goals.

Summary

Quick Start is an affordable and efficient package, enabling you to get up and running with Sales Cloud fast. By leveraging core features it ensures you can see a return on your investment as soon as possible, providing your teams with the tools and training to succeed.

At the end of the process, you're left with not only a system that can deliver sales excellence, but a platform that can be developed for future success. Whether you're making further developments to Sales Cloud or leveraging other Salesforce products, we are available to help.

Please note: Sales Cloud licenses are purchased separately.

£5000 + VAT

Get up and running in a matter of weeks, at a fraction of the cost, with Quick Start.

Contact us

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