Salesforce: Ignite

description_

adesso offers comprehensive Salesforce implementation services designed to optimize business processes, enhance customer engagement, and unlock Salesforce's potential. Our expert team ensures a seamless transition by leveraging their deep knowledge and experience.

Salesforce plays a pivotal role in the digital transformation of various sectors, such as automotive industries that want to streamline their sales processes, healthcare companies that want to integrate their systems and have a 360-degree view of their patients, sports and media companies seeking to impact their client base with new marketing strategies, and real estate agencies that want to update their systems with tools that support their growth. adesso has enabled real impact across industries by harnessing Salesforce's multi-cloud ecosystem.

Our approach is tailored to your specific needs, guiding you through analysis, customization, and integration. By utilizing best practices, we configure Salesforce to seamlessly integrate with your existing systems, boosting sales, marketing, and customer service efficiency.

Our focus is on delivering tangible outcomes – streamlining sales processes, automating tasks, and facilitating data-driven decisions. We ensure unified customer information, fostering personalized experiences and stronger relationships.

adesso's services offer training, ongoing support, and continuous optimization. Partner with us to harness Salesforce's advantages, driving efficiency, customer satisfaction, and business growth.

Service Metrics

Effort : 60 – 75 person/day

Duration : 4-8 weeks

Team Size : Small/Medium (a team of 2-6 people)

Team structure : 1 Project Manager | 1 Functional Consultant | 1 Architect | 1 Developer

Platforms

Salesforce · Marketing Cloud · Tableau · Industry Cloud

motivations_

- Integrate different software and datasets in one platform
- Get a 360° view of client information
- Revamp customer interactions and improve sales funnels
- Empower sales and customer support teams
- Centralize critical business information within Salesforce
- Automate and streamline time-consuming repetitive tasks
- Give a clear vision of the business status through reports
- Update the current legacy system to gain up-to-date capabilities

prerequisites_

- Stakeholder engagement and user adoption
- Up-to-date Salesforce licensing

deliverables_

- Initial status report and requirements assessment
- Configured and customized Salesforce instance
- Integrated systems and data sources
- Defined workflows and automation processes
- Comprehensive user training and documentation

recommended adesso services_

- OKR Coaching
- Architectural Design
- User Testing
- Infrastructure Automation

references_

- CLAAS
- Montblanc
- DWS
- Bofrost
- Borusia

contacts_

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