

# Salesforce Sales Cloud

Customer centricity leveraging Salesforce Sales Cloud



In today's connected world, customers are empowered by technology and armed with plenty of information than ever before, resulting in more than 70% of the buying journey without directly interacting with sales teams. Customers expect a personalized, instant and always on sales experience from the sales reps. Business buyers expect the sales person to be a trusted advisor who understands and anticipate their unique needs & preferences and can recommend tailored solutions.

In some companies, Sales reps spend time on researching leads, pushing through stalled deals, rushing for data to answer questions from customers, and stitching together one-off sales proposals for simple customer requests. These companies need an initiative that can transform their sales operations. The guiding principle of any sales transformation initiative is to maximize selling time and relationship building. The organization should understand the scope and scale of its sales operations and then promote efficiencies throughout the sales process. This is a critical and time-consuming transformation and is a must-have in this digital transformation age.

Accrete is a Salesforce implementation partner with expertise in global sales transformations. We have built dedicated teams around each industry we serve, tapping professionals who have a strategic and practical perspective on what works and have strong business process industry knowledge. Our end-to-end service offerings including CRM Strategy and Implementation roadmap, cloud readiness assessment, Architecture & application design, Business process definition, Full life cycle Implementation, Integration of Salesforce with SAP, Legacy and other third-party applications, Force.com platform development, and Salesforce Managed Services.

## OUR END-TO-END SERVICE OFFERINGS



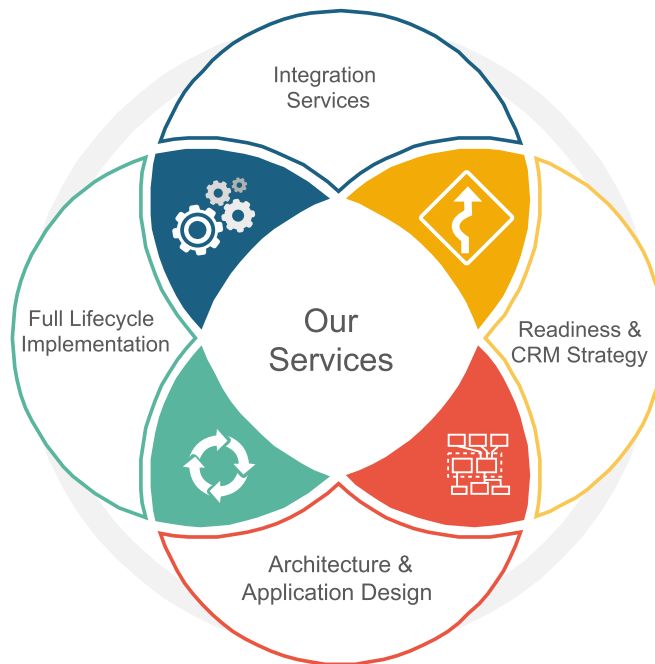
### INTEGRATION SERVICES

- Integration of Salesforce with SAP
- With 3rd Party Applications
- Using Middleware like Mulesoft, Dell Boomi, SAP CPI



### FULL LIFECYCLE IMPLEMENTATION

- Cloud deployment
- Proof of concept
- Integration
- Data Migration



### READINESS ASSESSMENT AND CRM STRATEGY/ROADMAP

- Define CRM vision
- Define Road map
- Define Success Metrics
- Process Maturity
- Change Management
- Management Commitment
- People Readiness



### ARCHITECTURE & APPLICATION DESIGN

- System Architecture Analysis & Design
- Business Process Design
- Sales Transformation
- Gap analysis and resolution

## ENABLE YOUR SALES OPERATIONS FOR GROWTH

### CLOSE MORE DEALS

#### Account and Contact Management

Have a complete view of your customers, including activity history, order history, key contacts, customer communications, and internal account discussions.

#### Opportunity Management

Get a complete view of your team's pipeline with Opportunity management. Review opportunity stages, products, competition, quotes, and more

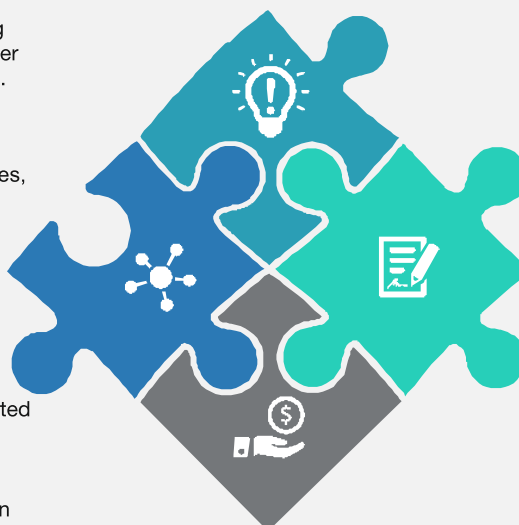
### GET MORE LEADS

#### Lead Management

Generate and import leads from different sources. Provide hot leads to your sales team using automated lead scoring

#### Sales Data

Get the right sales data at the right time. Easily Plan territories, increase sales and productivity with latest and real-time information



### MAKE INSIGHTFUL DECISIONS

#### Reports and Dashboards

Dashboards offer a real-time picture of your business at a glance.

#### Sales Forecasting

Fast, easy, accurate. Get a real-time view into your team's forecasts.

### ACCELERATE PRODUCTIVITY

#### Mobile

The Salesforce mobile app turns your mobile device into a portable sales office.

#### Workflow and Approvals

Use Visual Workflow to rapidly design and automate any business process with drag-and-drop simplicity.

# STREAMLINE QUOTE-FOR-CASH FOR INCREASED REVENUE

## BUILD SALES QUOTES

### Price & Quote

Ensure consistent pricing and discounting and include the right mix of products in every quote.

### Orders & Renewals

Easily convert quotes to sales orders that can be automatically replicated to Order fulfillment systems and generate renewal quotes while applying price increases.

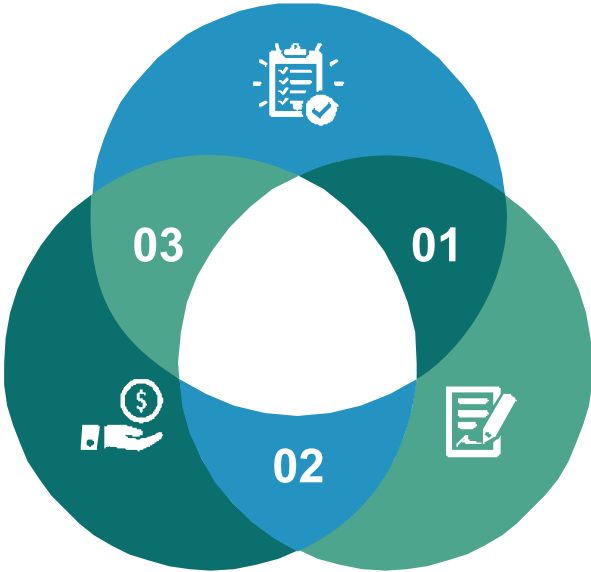
## GENERATE PROPOSALS & CONTRACTS

### Proposal Generator

Create professional-looking branded proposals using fully customisable templates for customer friendly quotes

### Manage Contracts

Create and manage professional sales contracts, and deliver executable contracts with a click.



## MANAGE REVENUE & SUBSCRIPTION BILLING

### Invoice

Automate the invoicing process and integrate with ERP systems for Financials

### Subscription Billing

Manage services that are billed on a recurring basis, and set up subscriptions to auto-renew.

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