



Salesforce.com Quick Start Services Professional / Enterprise – 10 Day

This 10 day package provides clients with a more robust start to your salesforce.com® Enterprise Edition deployment. This package includes an on-site BPR session the first day, where we determine exactly how you will deploy the salesforce.com system. Following the BPR session, our salesforce.com® certified consultants will ensure that the software is configured to your needs and will assist you in driving your project to meet your defined business and project objectives. We will assist you in configuring:

- Campaign Setup (Marketing Automation)
- Contact and Account Management Configuration
- Activity Management Configuration
- Sales Force Automation Configuration (Opportunity Management)
- Report and Dashboard Development
- Development of an HTML Communication Template (for use in Marketing and Mass Email campaigns)
- Data Migration of Accounts and Contacts from a single source (1 Excel File, etc.)
- A 2 hour Training Session with your user base – conducted via GoToMeeting
- Custom Object Development (for functionality outside of traditional salesforce.com® functionality)
- 6 Workflow Rule Builds (for Enterprise Edition)
- 2 Dashboards
- 1 AppExchange Deployment (using one of the offerings from Salesforce labs)

We will also work with your administrator so that we can assure that when we leave, they are trained and understand. Your investment for this package is \$12,000

Note: Quick Start services are not designed to support advanced deployments, including customizable forecasting, complex workflow, data migration, or complex reports and dashboards



Salesforce.com SFA Quick Start Services Professional / Enterprise – 10 Day

A typical SFA 10 Day Quick Start timelines is as follows:

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| DAY 1 | Business Process Review (BPR) Session |
| DAY 2 | Quick Start design |
| DAY 3 | Design Quick Start, adjust roles, profile and security |
| DAY 4 | Load users and customize leads |
| DAY 5 | Customize accounts and contacts |
| DAY 6 | Customize opportunities and load users |
| DAY 7 | System review, HTML communication template and minor adjustments |
| DAY 8 | Reports and dashboards |
| DAY 9 | Reports and dashboards |
| DAY 10 | Training preparation, transition to system administrator, training |