

Salesforce RevOps consulting by practitioners who work as an extension of your RevOps team

Strategy, DevOps and release management, project delivery and support, by the consultants who plan the work and then perform it.

59%

of organizations do not measure data quality

Gartner

57%

rely upon manual data cleaning while reducing dedicated data-quality staff

Validity, 2025

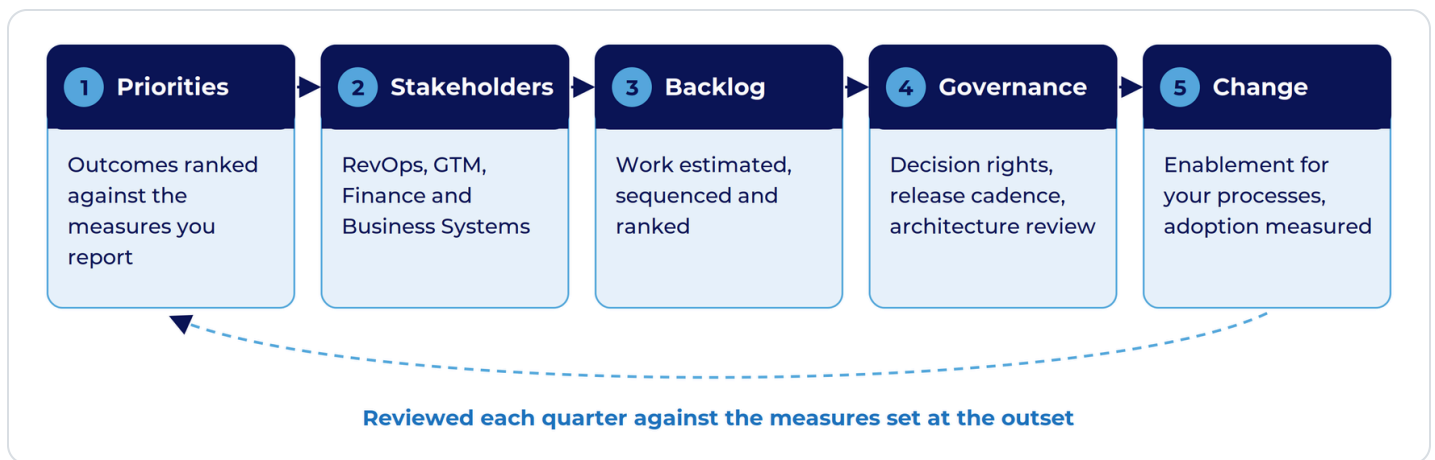
60%

of RevOps and sales professionals fear that agents will act upon inaccurate data

LeanData, 2026

Every decision assigned an owner

Our Salesforce RevOps consultants make each decision explicit, rank it against measured outcomes and assign it to the executive accountable for the result.



When to begin with strategy

Competing priorities

Several priorities compete for the same people and the same releases.

A new pricing model

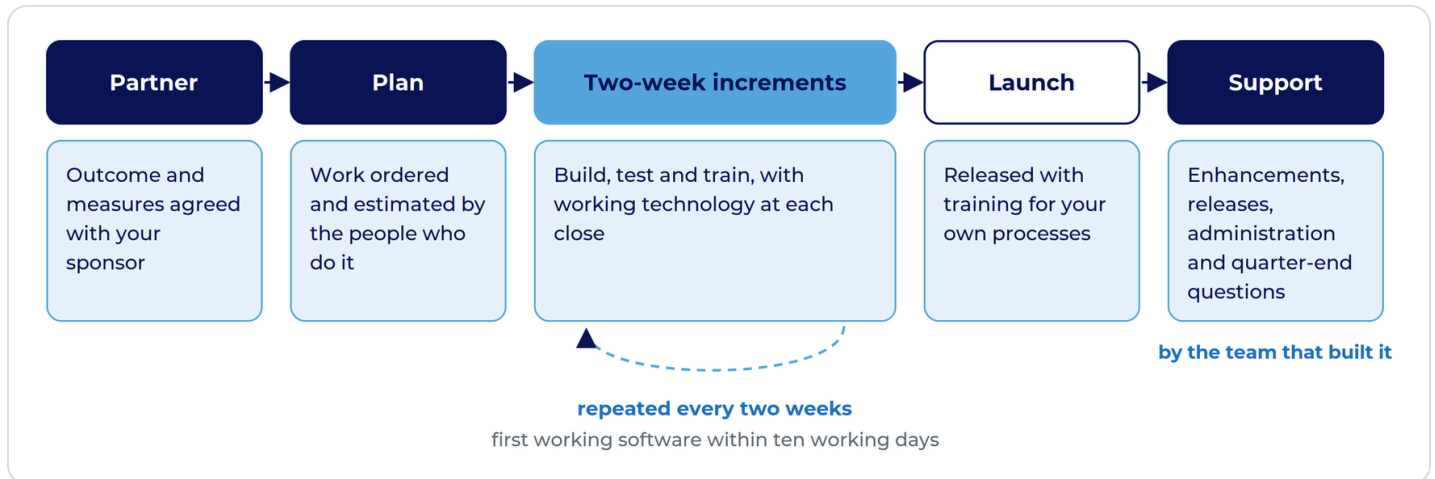
A change in pricing or packaging needs a plan before it needs a build.

A second Salesforce org

An acquisition adds a second org, with its own customers and decisions.

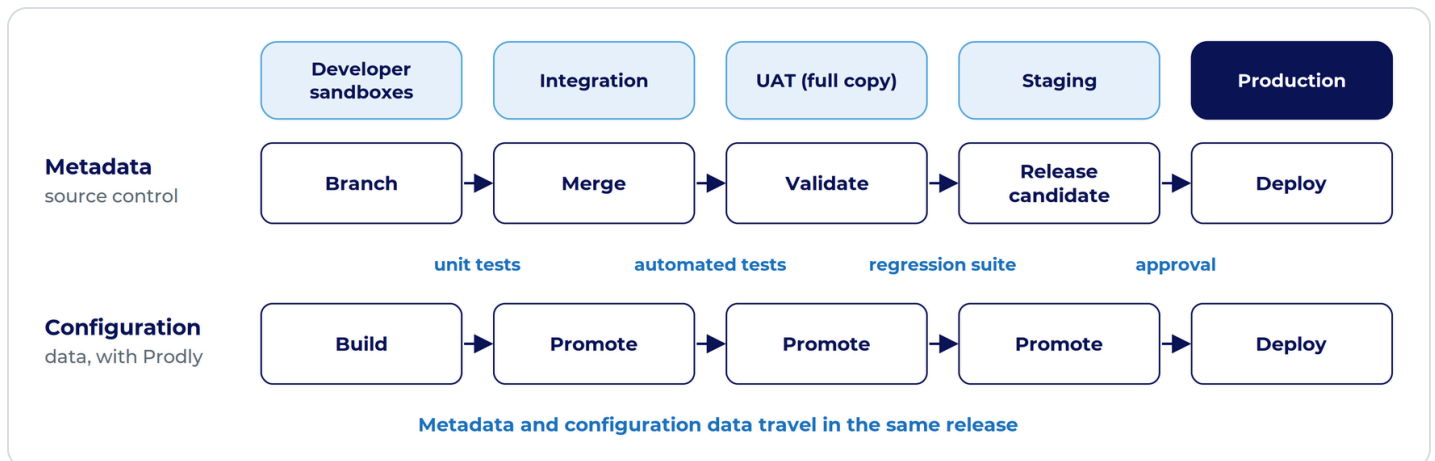
Build, launch and support by the same people

Our team builds and supports what it plans, carrying the plan into DevOps and project delivery.



Configuration released with the discipline applied to code

Revenue Cloud keeps pricing and product rules as records, which our consultants version, test and promote with Prodlly in the same release as the metadata.



Questions about Salesforce RevOps consulting

How is this different from a Salesforce implementation?

In strategy work our consultants decide what to build, and in an implementation they build it. Acellas does both: the people who set the priorities also perform the work, and the plan and the build stay aligned from the first increment to the last.

Who takes part from our side?

Leaders from RevOps, GTM, Finance and Business Systems, each in the decisions that affect their function. Decision rights are recorded for every choice, and the executive accountable for the result approves the ranking.

Set the priorities for the next quarter

The consultants who would lead the work.

Talk to our experts · acellas.com