

Salesforce RAPID Implementation

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Rapid implementation helps you go live faster. specially when you are requirements are not freezed and sales process has not evolved, you can start with Rapid implementation.

Who Can Use

- Start up companies, small size companies and companies that are looking for a quick roll out with standard functionality of Salesforce CRM
- Businesses that go for upto 5 Salesforce user licenses
- Businesses starting a CRM initiative with a pilot deployment

Benefits

- Implementation is quick and can go live in one calendar week's time
- Global benchmark practices are implemented which can be used straight away
- Cost of implementation is low

Rapid Implementation Deliverables:

Salesforce Setup:

- Define business Processes
- Map Process to Salesforce Functionality
- Company Profile
- Profiles (Users and Permissions)
- Define Organization wide defaults
- Define Role Hierarchy
- Customize fields
- Data Validation rules
- Customize Page Layouts
- Customize Reports
- Dashboard Development
- Data migration of Accounts & Contacts from a single source

Salesforce Automation	Marketing Automation
<ul style="list-style-type: none"> • Product catalog • Customizable forecasting • Lead management, routing and assignment Account/Opportunity Team selling 	<ul style="list-style-type: none"> • Website Lead capture and tracking • Campaign and List management • Email Templates and tracking Mass Email
Service and Support	
<ul style="list-style-type: none"> • Case Management • Case Escalation rules • Case management, routing and assignment • Email to case Auto response rulesCase teams 	<ul style="list-style-type: none"> • End user training (Web) • 5 days of Support

