Kwanlity

Packaged service offerings - February 2012

E info@kwanlity.com
T +353 (0)1   524 0511
M +353 (0)87 202 6155
W www.kwanlity.com

KwanQuickStart

This is a package for any company that already knows their requirements will not be met in one day. **KwanQuickStart** is a more extensive service, that fits your needs and is made to fit your budget.

Here is how it works

At the end of an initial intake discussion, we will advise you how much time we expect it will take us to implement your requirements. Based on the right balance between your requirements and the budget available to you, we can then decide together on the number of days in the **KwanQuickStart** package that will get your company well on its way.

Every **KwanQuickStart** engagement will start with an initial 3 to 4 hours in which we discuss your requirements and discover together the priority each of them have when it comes to impacting the value to your company of its investment in Salesforce licenses.

With all that we have learned from each other by then, Kwanlity will propose a plan for the activities and mutual responsibilities during the remainder of your **KwanQuickStart** package.

Examples of activities that can be part of such a **KwanQuickStart** plan are:
- application configuration (custom fields, workflows, reporting hierarchy, implementing security measures, etc)
- development of custom code and user interface
- creating reports and dashboards
- review by your key-users of the changes made and suggesting improvements
- documentation on what has been implemented
- user acceptance testing
- end user training (or train-the-trainer)
- handover to the people looking after your Salesforce environment into the future

There can be multiple iterations of the first four activities, depending on the duration of the **KwanQuickStart** engagement.

Each engagement will always be followed by an overall evaluation, in which we give each other feedback and, most importantly, to establish whether the different goals have been achieved.

Fixed cost to your company, no surprises

KwanQuickStart has the following simple and transparent pricing structure

Days	Cost (excl VAT)
2	1200 Euro
3	1800 Euro
4	2500 Euro
5	3300 Euro

Any **KwanQuickStart** engagement will be completed within a maximum of 15 consecutive business days. This means that between the different iterations, there is sufficient time for you and your key-users to properly review intermediate results and gather suggested improvements to feed back into the next iteration.

Please contact us in case you are interested in the **KwanQuickStart** concept, it will be our pleasure to discuss your requirements and to agree on a package that meets your needs.