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Located in Omaha Nebraska, Dataflo Consulting has been exploiting emerging technology markets and swiftly leveraging inherent intellectual property since Dataflo's inception in 1984. Throughout the history of Dataflo, we've designed, built, and deployed software systems across various verticals throughout North America. The core competencies of Dataflo are the technological intellect, vision with no boundaries, the applied science of process engineering, which transforms into real business practices.

Dataflo's experienced development team uses a mix of Agile-based principles and Scrum practices to provide a flexible delivery model that scales.

We are passionate about innovation and new approaches, a better process or improved technology that can take your operations from everyday to exceptional.

When it comes to ensuring a new product's success, we're as conservative and honest as they come. We speak English and understand American business principles. Absolutely NO offshoring of resources!

The real difference with Dataflo; we walk the talk, we not just good at what we do, we're exceptional!

Call us, and experience our experience...
800-826-2859

It's a Midwest thing!



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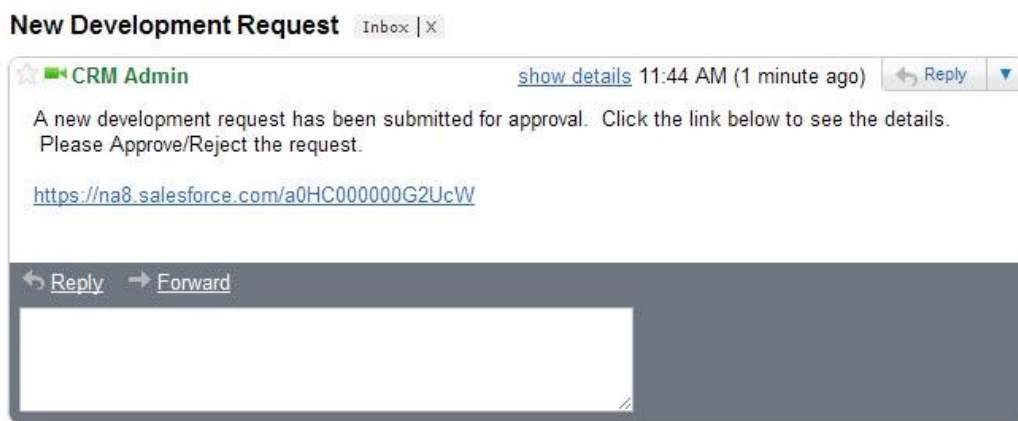
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PROCESS & PROJECT MANAGEMENT

Dataflo uses a time-tested set of development processes to address your technology needs. Rigorous project management is an integral part of our culture. Delivering projects on task, on time and in budget aren't goals to be reached, they're assumptions clients can take for granted.

Dataflo Manages all projects through a web based projects portal. Below are screen shots of an actual project and all the information captured and displayed to the stake holders through a collaborative interface. This feature indicates what is being worked on, how much time is left, the approval process for new requests and project creep.

Email workflow request notice of new development item.



The screenshot displays the Matrix CRM web interface. The top navigation bar includes "Home", "Leads", "Accounts", "Contacts", "Opportunities", "Quotes", "Orders", "Account Inventory", "SLAs", "Cases", "Solutions", "Products", "Documents", "Projects", "Reports", "Dashboards", and "Car". The "Projects" tab is active. The main content area shows a "Development Item" titled "Java Heap Allocation increase".

Development Item Detail

- Brief Description: Java Heap Allocation increase
- Project: [Proxibid: Integration Management](#)
- Record Type: Enhancement Request [\[Change\]](#)
- Enhancement Description: Increase the amount of the Java Heap for all Java programs running on the server
- Development Notes:
- Resource Assigned:
- Approved:

Development Time

- Estimated Development Hours:
- Created By: [Project View Site Guest User](#), 4/7/2011 11:41 AM
- Last Modified By: [Project View Site Guest User](#), 4/7/2011 11:41 AM

Approval History

Action	Date	Status	Assigned To	Actual Approver	Comments	Overall Status
Step: Step 1 (Pending for first approval)						Pending
Reassign Approve / Reject	4/7/2011 11:44 AM	Pending	CRM Admin	CRM Admin		
Approval Request Submitted	4/7/2011 11:44 AM	Submitted	CRM Admin	CRM Admin		

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OUR CLIENTS



Proxibid started as a marketing and technology firm for auction companies.

Our beginning as an add-on for auction companies wanting to bring their auctions online has served us well. We've developed relationships with more than 2,500 auction companies and hundreds of thousands of bidders worldwide, helping to bring more qualified buyers and sellers together than any other online provider in the industry.

The auction industry has embraced the Internet and our focus has evolved. The same technology that drove auction companies and bidders to the Internet is now a critical component to nearly every auction across the globe. Businesses expect to bring their auctions online and bidders demand it. Our strategy has allowed us to develop into business consultants and technology experts who understand the specific needs of the auction industry, enabling Proxibid to become the world's largest real auction marketplace, delivering the most trusted, sophisticated and intuitive products and services in the industry. We're constantly adapting to the changing needs of our growing marketplace. But we'll always know how we got here.

The Project:

Dataflo was approached after Proxibid had lost their internal Salesforce CRM developer. Proxibid decided to retain Dataflo as their external CRM administrator, developer and consultant on current design and future integration design. We started the Project in March 2011 with a scope and priority of work determined by management. Dataflo engineers and account management met with the users in each affected area where system changes were required. FinancialForce integration to Salesforce was our first priority item. This in itself was a large and long term project. Dataflo was challenged to not only look to the future for Proxibid but to establish current methods and business processes with the Salesforce instance.

Areas that will be worked on is the communications and integration with ERP and Salesforce. The original design will have to be reversed for better management of the call out limitations that are inherent in Salesforce.com CRM along with integration of the phone system to Salesforce. On an ongoing basis, we are charged with support, changes, additions and other general requests.

110 Salesforce users. Integration to ERP using web services.

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appexchange™

Dataflo has developed two applications, Matrix velocity and mthree. Matrix is an extensive native application for orders, invoicing, purchase orders and inventory management. mthree is a Force.com application for real time work in process using RFID and barcode technologies.

In the salesforce.com appexchange you can read what our clients are saying about Dataflo and our applications.

Overview Details **Reviews 5** Provider Save Learn More

REVIEW HIGHLIGHTS

4.8 ★★★★★
out of 5
(5 reviews)


RATING DISTRIBUTION

5 Stars	<input type="checkbox"/>
4 Stars	<input type="checkbox"/>
3 Stars	<input type="checkbox"/>
2 Stars	<input type="checkbox"/>
1 Star	<input type="checkbox"/>

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MOST HELPFUL POSITIVE REVIEW


 **mlimas - Implementation, Customization, and Support**
★★★★★
When we first selected Salesforce, we partnered with another firm. However, after struggling with getting things to actually work, we switched to Dataflo and we have been very happy. They helped us revise some of the previous decisions we made about how to set up or data and define our processes. They have also helped us understand the ...[More](#)
Apr 06, 2011 at 11:22 AM · [Comment](#) · [Like](#) · [1](#) · [Report Abuse](#)


MOST HELPFUL NEGATIVE REVIEW


No negative reviews


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 **Chance Irvine - New Partner, New Ideas, New Life**
★★★★★
When joining the company last year, we were in need of assistance in order to tame our SF monster. Calling on Dataflo was an easy decision based on other work I'd done with them previously. I knew going in that they had integrity and professionalism covered. On this SF engagement, they were able to show advanced understanding in the SF platform ...[More](#)
Jan 20, 2012 at 9:47 AM · [Comment](#) · [Like](#) · [Report Abuse](#)

 **Adam Pepper - Dataflo Delivered Flexible Competent Support to Our Global Organization**
★★★★★
I work for a company called IT Convergence which provides consulting, IT support, and hosting services to clients across the world. In 2010 we took on an initiative to move from our current CRM system to Salesforce. Salesforce does a good job convincing potential clients that the solution is more or less ready to go out of the box and that ...[More](#)
Jul 13, 2011 at 3:36 PM · [Comment](#) · [Like](#) · [Report Abuse](#)

 **David Munoz - Dataflo Customized Development**
★★★★★
Dataflo was able to meet a tight timeline with quality results. I would highly recommend them.
May 16, 2011 at 8:26 AM · [Comment](#) · [Like](#) · [Report Abuse](#)

 **mlimas - Implementation, Customization, and Support**
★★★★★
When we first selected Salesforce, we partnered with another firm. However, after struggling with getting things to actually work, we switched to Dataflo and we have been very happy. They helped us revise some of the previous decisions we made about how to set up or data and define our processes. They have also helped us understand the ...[More](#)
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OUR CLIENTS



IT Convergence is a global enterprise application services provider with core competencies in Oracle Consulting, Development, Education, Hosting and Support Services. Our comprehensive full-service value offering allows you to streamline the process of implementing, upgrading or customizing an application, supporting your environment and effectively managing the application lifecycle.

Founded in 1998, IT Convergence has successfully partnered with more than 600 top companies, in over 50 countries around the world, delivering senior-level expertise which spans the enterprise application and technology stack. We are committed to providing the highest caliber resources available to our clients, and this is reflected in the quality of our team. Our Executive team leadership assures our standards for excellence translate into consistent on-the-job performance and long-term customer relationships. We help you focus on results, defined by you, the client. As your strategic partner, we can help you accomplish more.

The Project:

IT Convergence provides consulting, IT support, and hosting services to clients across the world. In 2010 we took on an initiative to move from our current CRM system to Salesforce. Salesforce does a good job convincing potential clients that the solution is more or less ready to go out of the box and that configuration and IT support can be kept to a bare minimum. After 8 months of struggling with a less than optimal solution, we decided it was time to start over. With multiple offices located Stateside, and international locations in Asia, Europe, and South America, we realized that the level of configuration needed to start leveraging our investment in Salesforce was more than we were able to take on internally. After reviewing a variety of potential consulting partners, from large firms to independent contractors, we decided to try Dataflo Consulting out of Omaha Nebraska.

From the beginning there were concerns that Dataflo (a small company) might not have the bandwidth to support an organization as distributed as ours. However, after achieving rapid results on two small projects we decided to contract Dataflo for a 12 month retainer agreement where we would have access to an agreed upon number of hours per month at a discounted hourly rate. The results have been outstanding. We've achieved more progress in the last 3 months than in the entire first 8 months after we deployed Salesforce. Dataflo's flexibility is probably their single greatest strength, but they have also demonstrated a keen sense of understanding in how we run our business. As they've come up to speed, I have seen their ability to suggest alternative strategies and point out industry best practices increase.

Bottom line is that the Dataflo support team has become an extension of our organization. I treat their analysts no differently than a full ITC team member and hold them to the same high level of expectations when it comes to responsiveness, and quality.

110 Salesforce users. Integration to ERP using web services.

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- Fixed Monthly Retainer
- By the Hour
- Project Bid Basis



Standard Hourly Rates:

- ❖ Off-site development is \$145 hour.
- ❖ Off-site Implementation is \$125 per hour.
- ❖ Off-site Administration is \$125 per man hour.
- ❖ Process Engineering Consulting on site is \$175 per hour.
- ❖ On-site development is \$185 per man hour.
- ❖ On-site Implementation is \$165 per hour.
- ❖ On-site Administration is \$165 per man hour.

Our retainer program was created to purchase a set amount of hours over a twelve month period. Hours can be applied from one month to another if not used or can be borrowed from future months upto three months. The agreement can be adjusted at each quarter within the twelve month term for more or less hours.

Most project Statements of Work can be gathered via televideo or phone conference. The client will be assigned an account manager, project manager and an engineer that will be doing most of the work. Regular scheduled meetings are set to review milestones and project creep if any. The Dataflo “projects portal” is a web-view into how our engineers are doing on current work and allow the client staff to list new projects or request changes.

Our projects move at a brisk pace, do to no outsourcing of any code development, period. We understand the first time, so your investment of your staffs time is minimal and the headaches of language barriers are removed! At the end of the day, we save you move then just money...