

## Up & Running in No Time Flat

Salesforce provides an easy-to-use CRM solution that can be implemented quickly and effectively with your sales, marketing and customer support teams, yielding an immediate impact on your business. A well-managed implementation is essential to maximize the benefits of the salesforce.com application.

Working with a predefined scope of work, EnablePath's QuickPath services allow organizations to maximize their Salesforce potential in fixed fee consulting engagements. All of the work can be done remotely, thus eliminating costly travel expenses. If your requirements aren't complex, the QuickPath route is the way to go!



**NOTE:** The scope of the project depends upon the package selected. Your QuickPath engagement may not include some of the elements above.

## QuickPath Details

For as little as \$8,000, you can begin your journey to CRM success! The EnablePath Team leverages the experience of 2,000+ Salesforce.com projects, across multiple industries and verticals, to help guide you through your CRM technology initiative. And, because business process should drive technology decisions, you will enjoy the advantage of implementation resources that understand the nuances of integrating process with technology. EnablePath is uniquely positioned to help our clients implement cloud technologies to increase business productivity in sales, service, and marketing - and generate faster ROI on the technology investment.

SERVICES:	QUICKPATH <sup>101</sup>	QUICKPATH <sup>201</sup>	QUICKPATH <sup>301</sup>
Fixed Fee	\$8,000	\$16,000	\$24,000
Delivery Resources	1	1	1
Config Reviews	2 1-Hour Meetings	3 1-Hour Meetings	4 1-Hour Meetings
User Groups	1 of: Sales, Service, Marketing	2 of: Sales, Service, Marketing	3 of: Sales, Service, Marketing
Configuration:			
• Sales or Service Cloud Core	-	Yes	Yes
• Custom Objects	Yes	Up to 2	Up to 5
• Workflows	None	Up to 5	Up to 10
• Approval Workflows	None	1	Up to 2
• Page Layouts/Record Types	1	Up to 2	Up to 3
• Custom Fields per Object	Up to 10	Up to 20	Up to 30
• Merge Templates	None	3 Email Templates 1 Doc Template	10 Email Templates 2 Doc Template
Analytics:			
• Custom Reports	Up to 5	Up to 10	Up to 15
• Dashboards	1	Up to 3 w/ up to 9 Metrics Total	Up to 5 w/ up to 15 Metrics Total
Data Migration	1 File, 10,000 Records	Up to 3 Files, 50,000 Records	Up to 5 Files, 200,000 Records
Integration	None	1 Free AE App; does not include free trials	2 Free AE App; does not include free trials
Custom Development	None	As many as 1 Apex Triggers	As many as 2 Apex Triggers
Training	2-Hour User 2-Hour Admin Up to 1 Curriculum	4-Hour User 4-Hour Admin Up to 2 Curricula	1-Day User 1-Day Admin Up to 3 Curricula
Completion Time	2 Weeks	4 Weeks	6 Weeks

### PACKAGE ADD-ONS:

- Additional Configuration, Analytics and AE Utility Apps (paid): **\$1,520/Day**
- Additional Training: **\$1,720/Day**
- Training Documentation: **\$1,720/Day**
- Custom Development: **\$1,960/Day**
- Data Migration: **\$1,720/Day**
- Data Integration: **\$1,720/Day**



**ENABLEPATH**

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#### About EnablePath:

EnablePath is your partner in the cloud. As a division of Birlasoft and the 150 year old, multi-billion dollar CK Birla Group, we are a leader in cloud based consulting and a trusted Salesforce Platinum Consulting Partner. Over the years, the EnablePath team has enabled hundreds of clients to rise above the competition, crafting industry specific solutions in over 2,000 unique CRM projects.

Our combined portfolio of services now includes Enterprise Application Services, Custom Application Services and Specialized services like Testing, Analytics and Mobility. Birlasoft has a global presence across the US, UK, Europe, and APAC.

ATLANTA | CHARLOTTE | NASHVILLE | TAMPA

