



Transform your Business with Zensar's SFDC Offerings



We are living in revolutionary times; lightning advances in technology are literally changing our lives in real time. Today every business claims to care about its customers but to compete in today's business world, you must be available, relevant and responsive - all of the time.

Our world has been fundamentally re-shaped by the convergence of social, mobile, and cloud. And the disruption just keeps coming, thanks to new forces like big data, location, and communities. These shifts are profoundly affecting customer behavior. And they are changing how we must behave as companies.

The good news is that the same technologies that influence customers and change their expectations are unlocking a tremendous opportunity for you to re-imagine the way you connect with everyone who touches your brand and connect to customers in a deeper, more meaningful way. To hit home with your marketing message, to grow your sales pipeline, to increase customer satisfaction and loyalty, you need to be responsive, available, relevant and accessible. This is what it means to be a customer centric organization.

Sales Cloud

- Lead Management
- Pipeline Management
- CPQ
- Sales Performance Management
- Mobility

Service Cloud

- Service Cloud Console
- Desk.com
- Desk.com
- Live AgentKnowledge
- Self-Service Community

Marketing Cloud

- Pardot B2B
- Exact Target
- Journey Builder
- Social Listening
- Social Media
- -Service Marketing
 - Email/ Mobile/ Ads

Platform & Apps

- Salesforce1 Platform
- Lightning & Aura
- Force.com
- Heroku
- App Exchange
- Integration Services

Communities

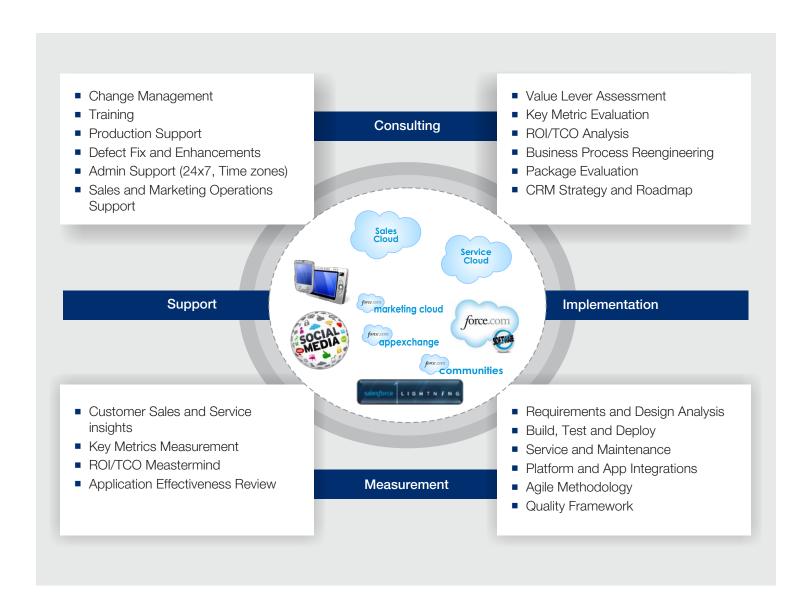
- Chatter
- Customer Community
- Partner Community
- EmployeeCommunity

Analytics

- WaveAnalytics
- Predictive Intelligence

Zensar is a Silver Cloud Alliance Partner with Salesforce, which enhances company's CRM capabilities by enabling cloud-based, customer centric operational processes and business models. It helps clients to innovate, improve user experience, and maximize the value from customer operations by harnessing the breadth and depth of our digital capabilities. Zensar has an extraordinary team of Salesforce solution experts who work real hard to bring the best results, to revolutionize your business, and bring joy to your customers on the Salesforce platform.

We partner with you at every stage of transformation to an open, social, mobile, cloud based enterprise. Our end to end CRM service offerings:



Value Proposition **Business** Migration Customization Integration Post Production SFDC SFDC Org. Salseforce Salseforce1 **Process** Services Services Services Support Mobile Community Consolidation Lighting Management

While working with our happy customers, we've evolved, strengthened our core capabilities and built industry specific solutions.

Zensar's Loyalty Solution for Retail

- Program Creation
- Partner Management
- Points management
- Tier Management
- Rules Modeling
- Rules Scheduling
- Partner Sponsorship
- Campaign Integration

Program Management

Rules Management Members

 Member activities Profile Maintenance

- Membership Management
- Account Management
- Loyalty Engine

Management

- Activity Management
- Rules Processing
- Points processing

Zensar's Utility Billing Solution

Payment trending and customer usage tracking, reconciliation to GL

Electronic tech dispatch, Parts and labor tracking and reporting

Bill generation, delinquency tracking, late & terminations notices, Credit Alerts, Credit Rating

Customer Reporting Account Management Service Order Meter Management Management Collections Online Bill Management Presentment C&D & Payment Management

Customers, financial account management, Customer Credit Check, Delivery Point validation, Contract Generation, Pricing, Supports simplex and complex Billing rate structures, Discounts, and RUB's allocation Billing.

AMR Meter Reading, Inventory, consumption history

Statements sent directly to customer email, Billing Cycle, Adjustments, Refunds, Payment Arrangement Plan, Cloud based portal with 24/7 customer care, Multiple **Payment Options**

Key Benefits

- Cloud based solution, lower cost and highly scalable
- Social Media Integration and more touch points to engage with customers
- Simultaneous management of multiple programs
- Swift implementation with proven methodology
- Intuitive user interface that is easy to navigate

Why Zensar

Our In-depth industry knowledge, profound customer experience, world-class domain expertise, and rich repository of tools and best practices help us bring you tangible results.

The following are some of the unique advantages of partnering with us for your Salesforce needs:

- **Delivery Excellence:** Our proven Onshore/Offshore delivery model that helps reduce cost and vast migration experience which brings down the risk considerably
- Strategic partnership with Salesforce.com: We leverage our partnership with Salesforce.com to help customers realize better and more sustainable results quickly from their investments
- End-to-end services: Covering the entire spectrum from cloud transformation strategy to solution implementation and maintenance support
- Focus on Innovation: Industry specific solutions and accelerators that help reduce time to market and cost with-out compromising on quality

Zensar Technologies

Zensar is a leading software and infrastructure services and solutions provider with industry expertise across Manufacturing, Retail, Insurance, Utilities, Banking, Financial Services and Government. The company delivers comprehensive services for mission-critical applications, enterprise applications, business intelligence and analytics, testing, business process management, e-commerce and digital enterprise services. Using its multi-shore capabilities, Zensar combines expert consulting, integration and support services with world-class customer service to help organizations attain significant business outcomes. Zensar has 8000+ associates with operations across US, Mexico, UK, Europe, Middle East, Africa, India and Asia Pacific.



Corporate Headquarters: Pune, India

Global Offices: USA | UK | Europe | Africa | Middle East | China | Singapore | Australia | Japan

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