



Abdullah and partners, Jordan's Law Firm success story



Abdullah & Partners
Lawyers



The Story

Launched in Amman, Jordan, in 2000, Abdullah's Law Firm is one of the country's largest law firms. The firm is committed to delivering a new kind of legal service that pivots on energetic law practice principles for the needs of families, individuals, and businesses.

The Challenge

Comelite Cloud immediately recognized that Salesforce would need to be tailored specifically to speak to the pain points of the firm's clients, as well as to the firm's unique practice management and marketing needs. While any business today needs automation to be efficient, Abdullah's Law Firm needed a special touch. For instance, the firm needed the ability to create meaningful reports and metrics to help guide business decisions.

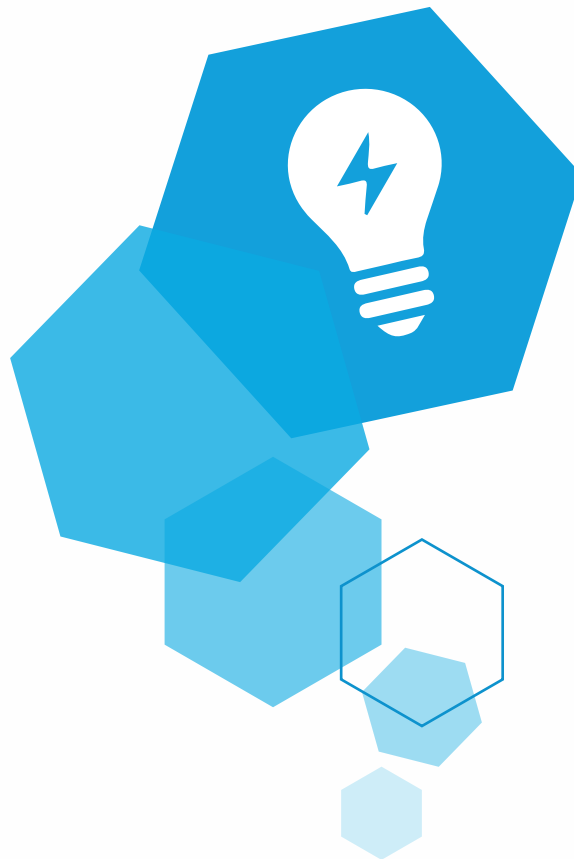


The Solution

The Comelite Cloud team went to work with a mission of identifying Abdullah's Law Firm's specific needs. The first thing we did was to create a blueprint and share it with the client. The next important step in this phase was to create a demo for the client and guide him in what the big picture would look like for him.

The Results

After carefully investigating what Abdullah's Law Firm's needs were and collaborating with their team, we were able to create a Salesforce platform that best suited their needs. The end result here is a Salesforce integration that helps the firm better improve the way they work with their clients. Cross-practice opportunities exist in the real world, and Abdullah's Law Firm now takes that into account. The firm's Salesforce helps them build relationships with their clients and truly understand what they need in order to deliver the best services needed.



Quick Facts

1

Comelite cloud went to work with a mission of identifying Abdullah's Law Firm's specific needs.

2

End result is helping the firm better improve the way they work with their clients.

3

The Firm's salesforce helps them build relationships with their clients and truly understand what they need in order to deliver the best services needed.



Abdullah and partners Lawyers

**Law Firm
customer success**

Comelite Cloud Helps
Jordan's Largest Law Firm
Build Better Contact
Relationships with
Salesforce Sales Cloud

More engagement,
more sales, less hassle



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