

# Delivering a transformative global platform driving better business outcomes.

**System Information**

Created By	Dave Yudoff, 9/3/2016 10:27 AM	Last Modified By	Dave Yudoff, 11/10/2016 6:36 PM
SDB ID		Lawson ID	5606500
Data Audit Tier		Account Owner	Salesforce Administrator [Change]
Legacy Name		Original State	
InterAction ID	5556500	Original Country	
CapIQ Code		Research Date	
Capital IQ ID		Research Outcome	
Capital IQ Name		Salesforce Tier	Tier 1
Capital IQ Parent ID		Manual Push	<input type="checkbox"/>
Capital IQ Parent Name			

Custom Links

- [All Entity Contact Report](#)
- [All Entity Opportunity Report](#)
- [Relationship Detail Report](#)
- [All Entity Relationship Report](#)

[Edit](#) [Delete](#) [Data Request](#)

**Related Contacts** [New Contact](#) [Merge Contacts](#) [Add Relationship](#)

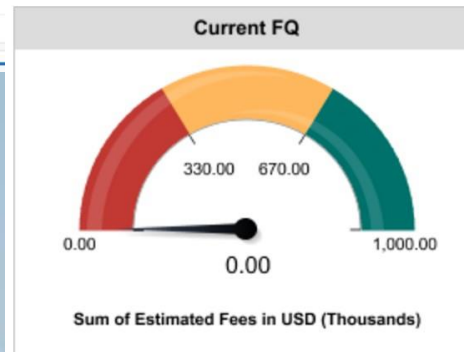
Action	Contact Name	Account Name	Direct	Title
<a href="#">Edit</a>   <a href="#">View Rel</a>   <a href="#">Delete</a>	Alexa Lauren	Max Cooper Enterprises	✓	
<a href="#">Edit</a>   <a href="#">View Rel</a>   <a href="#">Delete</a>	Debbie Cooper	Max Cooper Enterprises	✓	
<a href="#">Edit</a>   <a href="#">View Rel</a>   <a href="#">Delete</a>	Jim Bendell	Max Cooper Enterprises	✓	Senior Vice President of Finance

## Sales Manager Dashboard

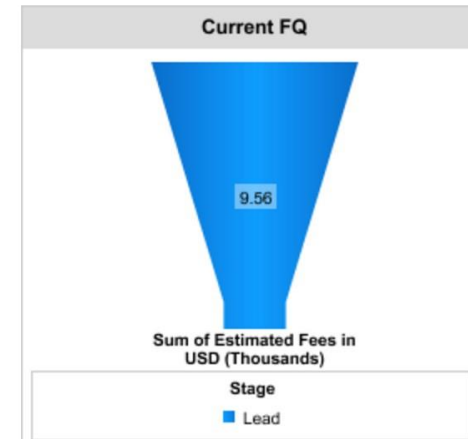
Find a dashboard... [Refresh](#) As of August 30, 2016 at 4:29 PM

### Best Practices Sales Dashboard

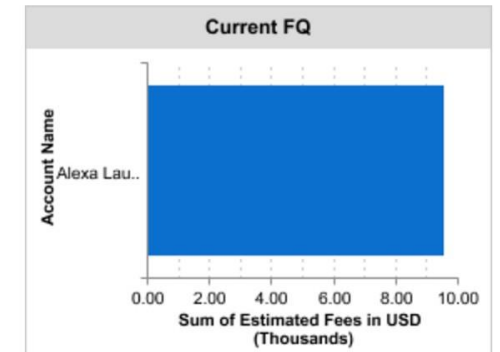
Closed Won + ≥80%



Total Amount by Stage



Top Accounts - Open



## Key Deliverables

- Delivered a multi-phase program of work:
  - Drove the global requirements, architecture, data migration, and security design
  - Consolidated 5 disconnected CRM instances into a single instance across 3 regions - Americas, EMEA, and APAC
  - Campaign Management integration
  - Executed champion training program for over 100 champions across the globe
- Deployed a globally used Sales Cloud platform to be used by 2,200 users
- Migrated 400K Contacts, 140K Accounts, and over 2MM Activities from legacy system

