

QUICK START*Instructor Led Product Training*

Maximize your utilization of Salesforce with Sales Process Optimization and Strategy in the Quick Start program. This package includes Data Validation Rules to keep your information accurate, Custom Page Layouts, and Sales Adoption Strategy.

HANDS ON*Strategic Consulting & Product Testing*

The Hands On program provides enhanced configuration and full strategic consulting to configure the ideal state of Salesforce. It includes Sales Forecasting, external API data source configuration, and Lead to Revenue Optimization to gain a 360 degree view of your customer and the Lead to Revenue Lifecycle.

ALL IN*Enterprise Solutions*

The All In program is for larger organizations with specific requirements beyond the Hands On package. We will work closely with your business leaders to determine your business processes and use best practices to create the ultimate solution in Salesforce.

CUSTOM SCOPE*Advanced Solutions*

For more complex and larger projects, we will work with you to determine a project scope that meets your needs. We'll customize your training and configuration in order to best match your business processes.

A Guide to Salesforce Implementation Pricing

An investment in CRM is essential for a modern organization to have a sales operating platform that tracks engagement and manages pipeline to drive more revenue for the company. A successful setup is crucial. It builds the foundation for data capture from the entire integrated sales and marketing techstack.

Cheshire Impact is the most recommended marketing and sales partner in the ecosystem for organizations from the smallest SMB to the largest Fortune 50 enterprise.

Not only is Cheshire Impact a Silver Partner, but every member of our Salesforce Certified team of experts has extensive experience and understands the business challenges of executing technology to help you reach your goals.

“Cheshire Impact did a great job throughout the entire implementation and made the launch extremely successful.”

CATEGORY	FEATURE	QUICK START	HANDS ON	ALL IN
Project Success	Customized Project Plan	✓	✓	✓
	Dedicated Project Manager	✓	✓	✓
	Business Process Mapping	✓	✓	✓
Data Migration	Data Import	40k Records	120k Records	240k Records
	Data Validation Rules	4	8	16
	Data Clean-Up	\$	\$	✓
Setup & Configurations	End-User Provisioning	Up to 20	Up to 50	Up to 100
	Lightning Sync for Outlook / GMail	✓	✓	✓
Sales Pipeline Management	Opportunity Management	✓	✓	✓
	Salesforce1 Mobile Setup	✓	✓	✓
	Salesforce Chatter Set Up	✓	✓	✓
	Sales Process Optimization	✓	✓	✓
	Sales Adoption Strategy	✓	✓	✓
	Sales Forecasting		✓	✓
	Lead to Revenue Optimization		✓	✓
	Multi-touch Marketing Attribution			✓
Training and Best Practices	Standard Administration	✓	✓	✓
	Basic End-User Training	Up to 20	Up to 50	Up to 100
	Report Creation Training	✓	✓	✓
	Technology Stack Review	✓	✓	✓
	Executive User Training		✓	✓
	Report Building Workshop	1	2	4

CATEGORY	FEATURE	QUICK START	HANDS ON	ALL IN
Reports and Dashboards	Custom Dashboard Creation	2	4	8
	Custom Report Creation	10	20	50
System Customization	Branded Login and User Interface	✓	✓	✓
	Set Up Custom Salesforce Domain	✓	✓	✓
	Security Setup and Best Practices	✓	✓	✓
	Custom Fields	50	100	200
	Standard Objects	✓	✓	✓
	Standard Profiles	✓	✓	✓
	Standard Page Layouts	✓	✓	✓
	Custom Objects	2	4	8
	Custom Profiles	6	12	24
	Role Hierarchy	✓	✓	✓
	Data Validation Rules	4	8	16
	Custom Page Layouts	6	12	24
	Campaign Influence setup	✓	✓	✓
	Workflow Automation	5	10	20
Custom Lightning Components	Scoped	Scoped	Scoped	
Pardot Features in Salesforce	Custom Engagement Report Types	✓	✓	✓
	Custom Lightning Pages with Engagement Component	✓	✓	✓
App Exchange Packages	Add-On App Exchange Services Configuration	Scoped	Scoped	Scoped