## MAXIMIZE YOUR INVESTMENT WITH MALLYN IT ONGOING SUPPORT



## <u>What we do</u>

Administer your Salesforce instance, including third-party applications

Onboard/Offboard users

Design, build, test, and deploy process automation



Build Salesforce reports and dashboards, as well as prepare custom status reports & decks Configure your environment per a mutually agreed upon governance process



Enable your users to submit requests directly into our case-management system

## <u>Why ongoing</u> <u>support?</u>



It's not always practical or cost-effective to retain an internal Salesforce admin. According to Salesforce, the average annual salary for an admin is \$95,000. And many small to medium sized businesses don't need a full time admin, meaning the choice is often between overpaying for convience or assigning the job to someone as a secondary role, hoping they figure it out.



Without a strong admin, you risk allowing the value of your technology investment to plateau or worse, decline over time. Your business is constantly changing - you grow, your products or services change, your business processes are modified - and each time there's a change your technology becomes slightly more obsolete. A capable admin will keep the technology in line with changes to your business.



According to Salesforce, there's a 2:1 job to qualified candidate ratio for Salesforce admins. That means finding a suitable direct hire can be a challenge. It also makes training up a candidate risky given the competitive nature of the job market. Ongoing support simplifies things so you can focus on running your business.

## <u>Why ongoing</u> <u>support with</u> <u>Allyn IT?</u>



Pay only for what you need



Always certified & experienced



We're invested in your success







