

Hansen's Fast Forward accelerators enable the rapid adoption of Salesforce's market leading Revenue Cloud applications addressing the common growth pains that prevent companies from scaling at pace...

- ✗ INEFFICIENT REVENUE OPERATIONS?
- ✗ EXECUTING QUOTE-TO-CASH IN EXCEL?
- ✗ PRODUCT LAUNCH DELAYS?



wasted effort owing to manual Finance processes
Source: PWC Effectiveness Report 2019

Companies looking to monetise the Salesforce platform, accelerate recurring revenue and pivot to a subscription model can now deploy Salesforce Revenue Cloud in a few short weeks and for a low fixed price.

Hansen Fast Forward packages Salesforce CPQ and Billing with specialist enablement services. Think Quick Start dialled up to 11...

Hansen's Fast Forward accelerators take inclusive, fixed fee Revenue Cloud packages to a whole new level with greatly increased scope including up to 100 products, 30 attributes, MDQ, nested bundles AND the addition of usage-based, consumption billing.

THE RESULT: RAPID DEPLOYMENT, FASTER TIME TO VALUE AND REDUCED RISK.

- Fixed Scope of Work – extended to deliver more than other Quick Start offerings
- Pre-negotiated discount
- Lead-to-Revenue best practices
- 10-15 week deployment (Enable & Adopt)
- Low fixed fee

WHAT SALESFORCE REVENUE CLOUD DELIVERS

- FASTER CONTRACT PROCESSING
- INCREASED CONTRACT PROCESSING VOLUME
- FASTER TIME TO QUOTE
- FASTER QUOTE-TO-CASH CYCLE
- FASTER DEAL CLOSURE
- INCREASED WIN RATE
- INCREASED QUOTE VOLUME
- INCREASED DEAL SIZE

<p>REVENUE CLOUD ENABLE <i>10 WEEKS</i></p> <ul style="list-style-type: none"> ✓ 25 Products / 10 Attributes ✓ Attribute-based pricing, Subscription/ recurring pricing ✓ 5 Price Rules / 10 Product Rules ✓ Advance Approvals ✓ Order Management ✓ Contract & Subscription Management ✓ Amendments, Renewals and Terminations ✓ One-time & Subscription Billing ✓ Invoicing 	<p>REVENUE CLOUD ADOPT <i>15 WEEKS</i></p> <ul style="list-style-type: none"> ✓ 50 Products / 20 Attributes ✓ Attribute-based pricing, Subscription/ recurring pricing ✓ 5 Price Rules / 10 Product Rules ✓ Advance Approvals ✓ Order Management ✓ Contract & Subscription Management ✓ Amendments, Renewals and Terminations ✓ One-time & Subscription Billing ✓ Invoicing 	<p>REVENUE CLOUD TRANSFORM <i>20 WEEKS</i></p> <ul style="list-style-type: none"> ✓ 100 Products / 30 Attributes ✓ Up to 5 MDQ & 5 Nested Bundles ✓ Contract Pricing ✓ Usage-based Pricing, Subscription/ recurring pricing ✓ 20 Price Rules / 50 Product Rules ✓ Quote document generation ✓ Advance Approvals / Smart Approvals ✓ Order Management ✓ Contract & Subscription Management ✓ Amendments, Renewals and Terminations ✓ One-time & Subscription Billing ✓ Usage-Based Billing ✓ Invoicing ✓ Taxation

Differentiate early with Hansen Fast Forward – added benefits of working with one of the fastest growing Lead-to-Revenue players in Europe...

THE HANSEN INVESTMENT

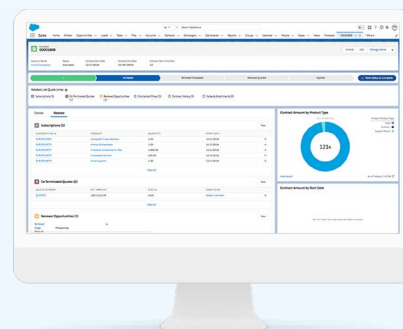
Thanks to the Salesforce ecosystem, Hansen is one of the fastest growing Lead-to-Revenue specialist consultancies in Europe. Drawing inspiration from Salesforce Ohana's promise of paying forward, through Q1 2021 Hansen will offer an additional **20% discount** on top of our standard Salesforce Revenue Cloud Fast Forward pricing; Salesforce Revenue Cloud Account Executives can directly contact Steve Crosby, Founder and CEO at Hansen, to discuss the detail.



WIN EARLY, WIN OFTEN

A unique ACE (Assess, Consult, Enable) methodology, built on 5 sales accelerators (Demo-as-a-Service, Templates, Utilities, ROI Calculators, and Competitive Product Battlecards) has been designed by Hansen's Solution Architects to help Account Executives differentiate early.

The result – faster sales cycles, larger deals and higher conversions.
With our pre-sales air cover, you can focus on winning deals.



ABOUT HANSEN

Hansen is a specialist consultancy helping organisations to maximise Lead-to-Revenue ROI. Our expertise is focused on unlocking value from our customers' investments in CPQ, Billing and Unified Commerce on the Salesforce platform.

TRUSTED ADVISORS TO



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Hansen has been key to the stabilization and acceleration of our QTC/Finance processes and systems. With Hansen I have the pleasure of working with seasoned professionals that deliver on their area of expertise while maintaining a positive and can-do attitude. I can recommend Hansen's knowledge of Salesforce and QTC products, and particularly the ability of Hansen to listen, understand and propose solutions for the problems at hand.

Tiago Carvao

Digital Product Manager,
World Economic Forum

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Commitment to quality, domain expertise and a continuous improvement mindset are defining attributes of a true business partner. Hansen, a specialist Quote-to-Cash consultancy, exemplified these qualities while successfully automating the product testing at the World Economic Forum. The delivered impact - faster, more stable product releases resulting in increased user adoption - makes Hansen a great consultancy for any company that relies on Quote-to-Cash as a key process.

Claudia Brazzola

Quality Assurance, Technology and Digital Services,
World Economic Forum

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Our CPQ solution wasn't delivering the results that we expected in terms of system performance leading to challenges with usability and ultimately, sub-optimal ROI. Drawing on their detailed knowledge of QTC business processes and superior Salesforce solutioning skills, Hansen made the necessary improvements to our Quoting and Promotion configurations to affect a performance improvement that we measured at 25%. The Hansen team provided a genuinely proactive service that isn't easy to find.

Lachlan Cunningham

Head of Sales Operations,
Kaplan International Languages