

APPHIENZ



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Your Salesforce Partner From Inception To Support

THE APPHIENZ BRAND



Our Salesforce support keeps you connected to the data that matters so you can take your company to new heights.

YOUR SALESFORCE PARTNER FROM INCEPTION TO SUPPORT!

2014 Year Established	100+ Project Completed	99% Customer Satisfaction
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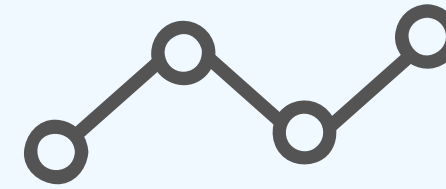


WHY APPHIENZ?

- Our services are designed to get you up and running on your Salesforce quickly and efficiently
- We decode your initial Salesforce requirements and pain points through technology and process expertise



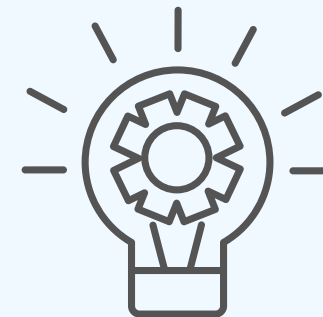
Quality Work



Efficiency



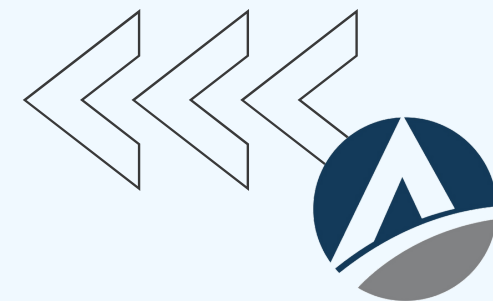
Fixed Price



Innovation



Certified Salesforce
Experts



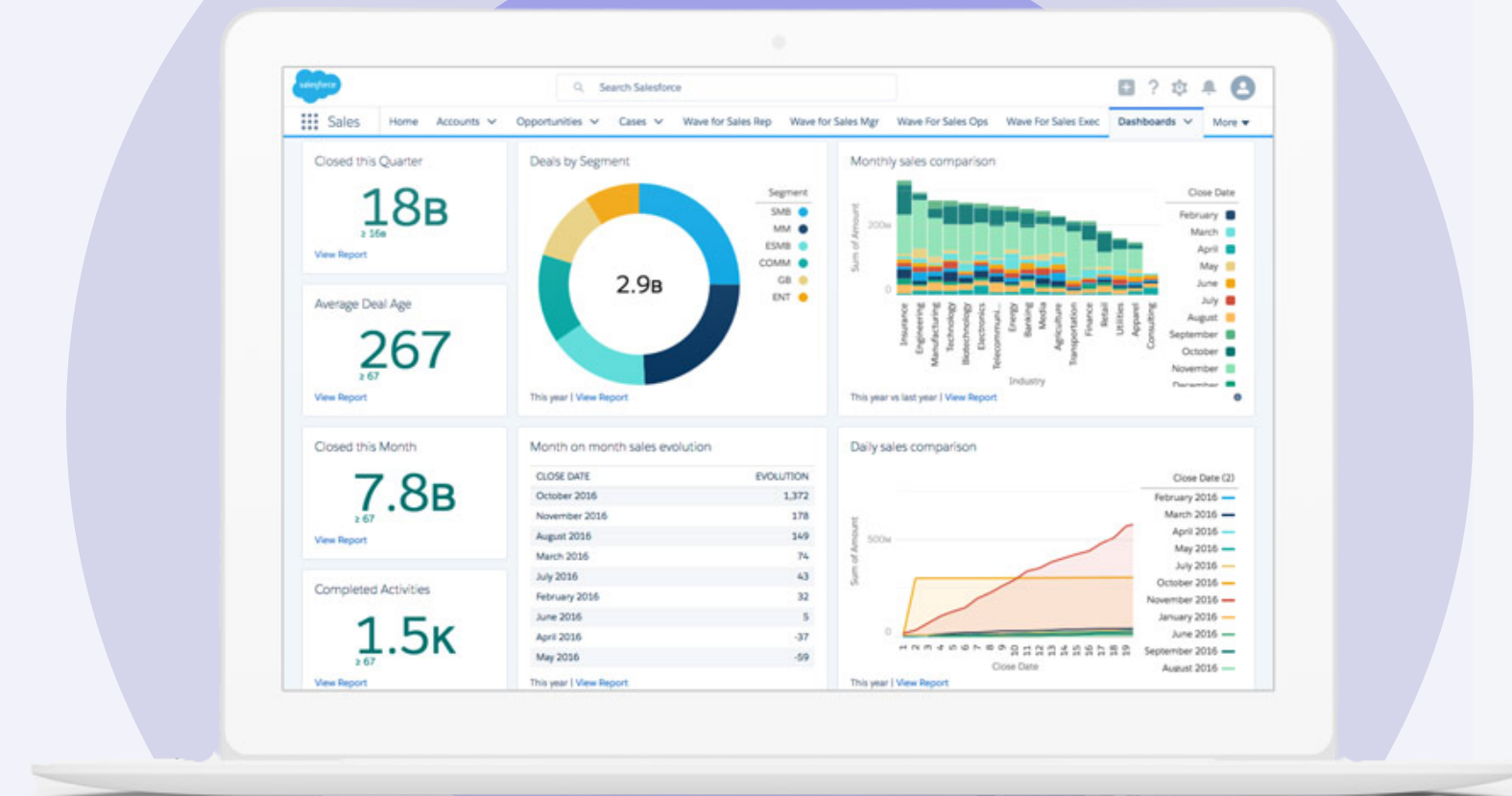


THE WAY WE WORK

QUALITY AND TRUST

At Apphienz, we value our partnerships and place a premium on our customer's trust.

Apphienz works with your organization to understand the detailed requirements. We will ensure that technology is aligned with your company's business goals and processes.





What Our Clients Say



**WHITNEY
BOUDREAUX**

Senior Comm Manager

Apphienz helped my company with many aspects of Salesforce, including page layouts, Marketo integration and field mapping, dashboards and more.



KURT KEESY

Director

Team Apphienz demonstrates a broad knowledge of Salesforce and robust understanding of best practices in using the platform.



KELSEY SANCHEZ

Analyst

Mani's knowledge of Salesforce.com capabilities and reporting always allowed us to create a seamless process for our customers. Team Apphienz always went above and beyond their requirements.



OUR SERVICES

Our Salesforce support keeps you connected to the data that matters so you can take your company to new heights.

MANAGED SERVICE AND SUPPORT

ON-DEMAND ADMIN

BUSINESS TRANSFORMATION

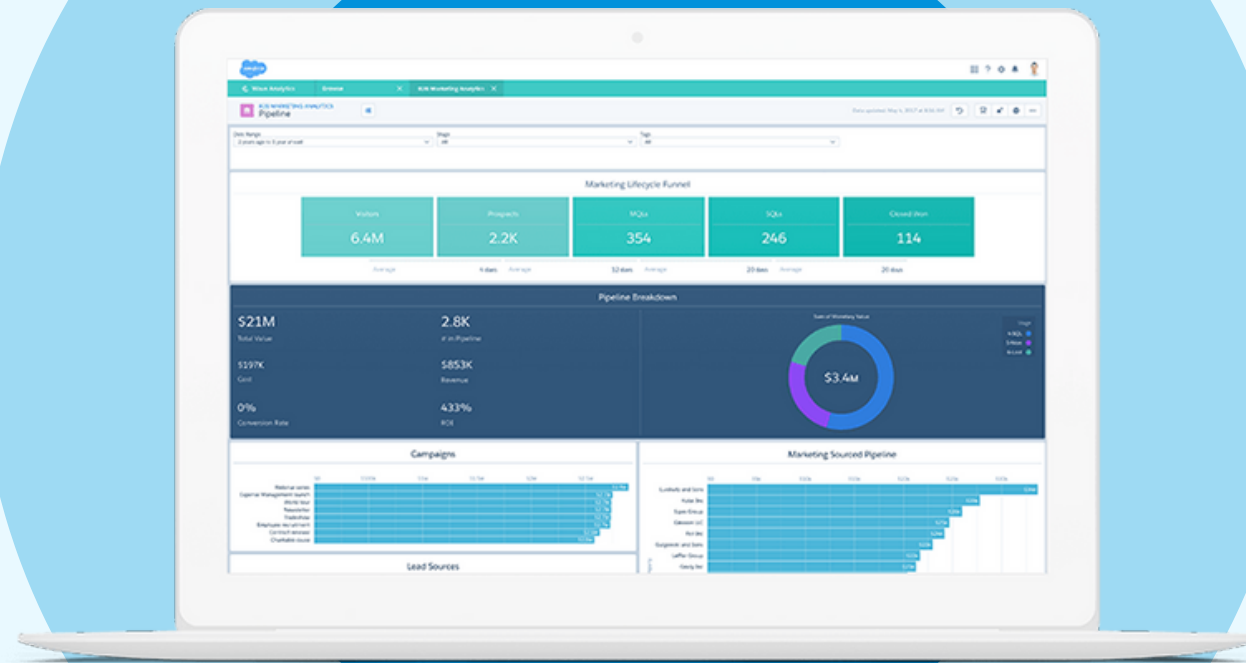
APPEXCHANGE APP DEVELOPMENT

JUMPSTART PACKAGES

SALESFORCE TRAINING

DATA EXPORT

TECH DECK CLEAN UP





MANAGED SERVICE AND SUPPORT



Cost Effective



Certified Team



Custom Solutions



Quality Work



24/7 Support

Maintain a 360-degree picture of your organization while staying ahead of the curve with the latest technology, reporting, and dashboard setup. With the help of our exceptional Salesforce specialists, provide high-end quality services to your consumers while leaving no room for error.



ON-DEMAND ADMIN

On-Demand Admin service offers you 24/7 access to our Salesforce Administrator resources for as long as you need without any long-term contracts. Our administrators work as a part of your team.





APPEXCANGE APP DEVELOPMENT

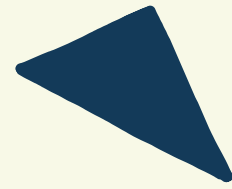
Our expert Salesforce AppExchange Developers help you realize your ideas. We will understand your detailed requirements and help with development and configurations all the while working with the internal teams closely. We will create apps that will provide a unique experience to your customers.



QUICKSTART PACKAGES

Apphienz can help your business up and running so that your top priority requirements can be implemented and you can leverage the power of Salesforce. We offer QuickStart Packages for Marketing Cloud, Sales Cloud, Pardot, and NPSP.





SALESFORCE TRAINING



We at Apphienz are well aware of the value of business-specific training. As a result, we provide a variety of training options that represent various company activities. We offer specialized training for executives, managers, and representatives from various departments at all levels of the organization.



DATA EXPORT

Our Salesforce professionals can seamlessly transfer your data with minimal business disruptions, whether you're moving CRM platforms to Salesforce or need to merge databases or migrate.





TECH DEBT CLEAN UP

Salesforce is fantastic for keeping your data structured and giving you a 360-degree perspective of your company. However, as Salesforce instances age and companies develop, legacy configurations, records, and data degrade, resulting in duplicate, insecure (privacy and security-related), incomplete, inaccurate, and data inconsistency.





BUSINESS TRANSFORMATION

To keep up with your business needs and automate your processes, our experienced Salesforce consultants will work with you directly. We will understand the detailed requirements and help with development and configurations while working with the internal teams closely. Apphienz team can be used as an extension of resources to escape hiring.





WE SPECIALISES IN SALESFORCE CRM IMPLEMENTATIONS FOR



NON PROFITS

We offer special prices for
all Nonprofits



SMBS

Customized systems to
streamline the process



STARTUPS

We design systems that match
your business requirements



THE CLOUDS WE WORK WITH



marketing cloud



sales cloud



service cloud



experience cloud



pardot



CPQ



salesforce.org
nonprofit
cloud



revenue cloud



health cloud

GLOBAL DATA STORAGE COMPANY

CASE STUDY



The Situation

The Global Data Storage Company has an outdated sales forecasting system. As the company grew the legacy system was giving inaccurate results. The partner support system was handled on account levels only.

The Problem

Sales forecasting challenges:

- Data Migration From Tableau
- Inaccurate Sales forecasting was a big problem

Partner Support challenges:

- No single platform to handle all partner cases

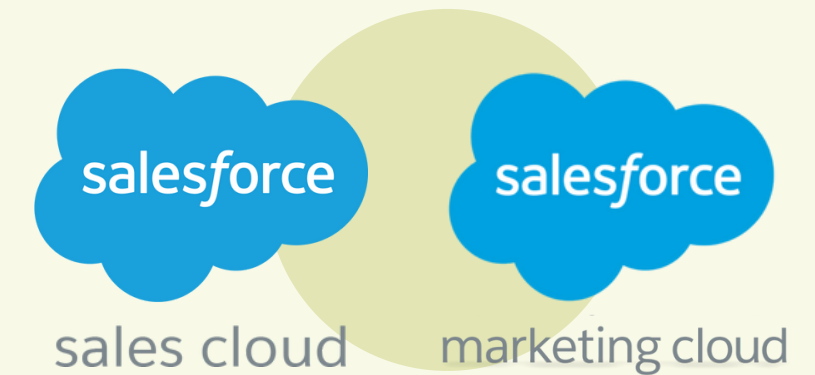
The Solution

Successfully completed the project that impacted the sales forecasting for the Retail business at Global Data Storage Company. Customized Opportunity Product Scheduling to make it more user-friendly so that all the products can be scheduled on a page itself irrespective of the number of products based on quantity scheduling. This data was migrated to Tableau where the sales forecasting was generated. In addition, worked on setting up the RMA community portal for about a million partners, which would be an invitation only Community where the partners can log in for obtaining Support, MDF and RMA in addition to downloading documentations related to Global Data Storage Company.

The Outcome

The Global Data Storage Company had a much efficient Sales forecasting system. Apphienz continue to support them with our Sales cloud experts.

PERSONALIZED FOOD STARTUP CASE STUDY



The Situation

One of the first companies formed to personalize your food intake based on your body type. Sales are based on two different segments: The food subscription model and the Food coaching model. The decision was to have Sales Cloud and Marketing Cloud be ready by the launch day of New Year 2017.

The Problem

Leads challenges:

- Since there was no lead nurturing as people directly place subscription orders online, how do the waitlisters get handled? We do not have name and address data for these waitlists.

Account and Contact challenges:

- All contacts are primarily Person Accounts, do we use the Person Account feature of Sales Cloud with its limitations? XYZ wanted all leads to come into Sales Cloud as Accounts and Contacts since this was all personal information of people.

Opportunities and Order challenges:

- The lifecycle of an opportunity is long. There are several stages before which an order is generated, eg. Kit purchase for health diagnostics, Kit Shipped to the customer, Kit shipped back to XYZ, doctors review of the Kit, and once the doctors give an ok can the customer the email is sent out to the customer that they are ready to place an order
- The orders are of two types on any given opportunity, Coaching and Food
- Food type of orders are subscription hence recurring

The Outcome

With the limited amount of time till New Years', 2017 Apphienz was able to complete the setup, implementation of Sales Cloud and Marketing Cloud. From start to finish the project was completed in about 6 weeks. The startup had a smooth launch.

The Solution

Marketing Cloud keeps track of all the customer journeys' from when the customer created an online account to all the various phases not based on any amount of time the customer takes to perform the next action and the customer receives marketing emails based on each of the steps.

Sales Cloud tracks all the customer interactions with their online user account on the XYZ website to the purchases of food and coaching and is integrated with their website and the Marketing Cloud. This makes Sales Cloud the system of truth for XYZ Inc.

ANTENNA TECHNOLOGY COMPANY

CASE STUDY



The Situation

Rolled off a partner that had implemented Salesforce CPQ and Clarizen. The implementation had taken a long time and Airgain was not able to process more than 4 quotes a day.

The Problem

The way CPQ was set up for the setup of antenna modems was at 3 levels of the configuration of products were set up. The first level had only two products, from here the second level product was selected that lead to about 1000 products that got generated as a combination of the first two. But when the third level was reached about 1 million products got generated which lead to APEX CPU limits hit.

The Solution

Worked on removing the second layer and the total number of products that got generated reduced drastically. Apphienz came in and re-designed the product catalog and signed an MSA with Airgain to help manage and maintain CPQ and Clarizen for the next two years.

The Outcome

Once the number of products generated reached about 500,000 the APEX errors went away.



GET IN TOUCH

We'd love to hear from you



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PHONE NUMBER

(844) 790 9900

