



# TURNBERRY SOLUTIONS SALESFORCE PROJECT BRIEF

## Building Internal Salesforce Expertise

Our client, a multinational medical device and healthcare company, needed to improve cost and quality of its Salesforce implementation while building an internal team of experts, rather than relying solely on external partners.

### CLIENT CHALLENGE

Realizing costs were skyrocketing while the quality of the implementation was dwindling, the client needed to keep its Salesforce implementation project running – but wanted to move away from partnering with the Big Four system integrator it had originally engaged.

### OUR SOLUTION

Turnberry acted as a strategic talent partner to help our client build out its internal team. Starting with a senior program director and rounding out other roles like change management teams, Scrum Masters, and functional and technical consultants, we provided a blend of experienced senior consultants and Crew associates.

### RESULTS

Our client now has a future talent pipeline and access to capacity and expertise, planned and on demand. The team has reduced costs and built a higher-performing team.