Salesforce Development for IT Company

PROJECT DETAILS

🏷 **Managed IT Services**

📅 **May 2019 - Ongoing**

💲 **$50,000 to $199,999**

❝ *"Their hardworking team is great at communication."*

PROJECT SUMMARY

SP Tech helps a software and marketing firm with their Salesforce processes. The team helped with integration and setup and then works closely with the team to attract customers using Salesforce metrics.

PROJECT FEEDBACK

While the engagement with SP Tech is paused because of the coronavirus pandemic, the work done throughout the project has been successful. Sales have increased. The team is prompt, communicative, and proactive. Customers can expect a team that goes above and beyond.

The Client

Introduce your business and what you do there.

I'm the CEO of Ariche Technologies, a software and marketing development firm.

The Challenge

What challenge were you trying to address with SP Tech?

We hired them to help with Salesforce.
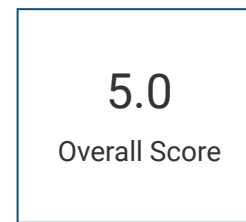
Jordan Ariche
CEO, Ariche Technologies

Software

1-10 Employees

Las Vegas, Nevada

CLIENT RATING

5.0
Overall Score

Quality:	5.0

Schedule:	5.0

Cost:	5.0

Would Refer:	5.0

The Approach

What was the scope of their involvement?

SP Tech helped us with customer engagement and acquisition, using the metrics that Salesforce offers. The team did all of the setup work. They had their developers on hand to sit with us and help find the potential business we were missing. They helped us figure out how to target them.

What is the team composition?

I've worked directly with two developers.

How did you come to work with SP Tech?

I found SP Tech on Upwork. I decided to work with them because of their communication and knowledgebase.

How much have you invested with them?

We've invested about $100,000.

What is the status of this engagement?

Our engagement with SP Tech started in May 2019.

The Outcome

What evidence can you share that demonstrates the impact of the engagement?

Our engagement is currently paused because of the coronavirus pandemic, but we plan to start back up again in the next year. Through looking at sales, it seems that everything they've done is working well.

How did SP Tech perform from a project management standpoint?

They were prompt at meeting deadlines.

What did you find most impressive about them?

Their hardworking team is great at communication.

Are there any areas they could improve?

No.

Do you have any advice for potential customers?

Customers should work with SP Tech. They do an extremely good job. They go above and beyond, delivering quality results that are worth the money.

SP Tech

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