



# LET US HELP YOU WITH YOUR **SALESFORCE** **PROJECT**

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## OUR VISION

# WE CONNECT PEOPLE AND TECHNOLOGY

We create positive emotions by applying the right technologies.

Our vision is to connect the right people with intelligently chosen technology supported by a culture of openness.

The company slogan, Experience Matters, fully reflects our philosophy and quality policy, building on the values of progressive thinking, dynamic and effective approach using the latest know-how and technologies.



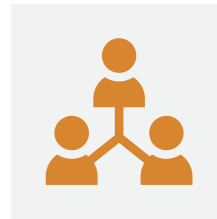
**3**

Operating countries



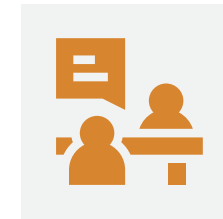
**12+**

Active years



**32.000+**

Mandays



**35+**

Consultants & developers

01



## OUR VISION

# WE ARE A SALESFORCE PARTNER

We prefer quality over quantity and we pride ourself as being deeply focused on fulfilling the needs of our clients throughout the whole customer journey.

We are engaged & effective with strong sense to deliver personalized custom made solutions, and dedicated service of following up to ensure an easy and fast adoption.

With us, you will always know, who is on the other side.

22X

SALESFORCE CERTIFIED Administrator	SALESFORCE CERTIFIED Advanced Administrator	SALESFORCE CERTIFIED Force.com Developer
SALESFORCE CERTIFIED Pardot Consultant	SALESFORCE CERTIFIED Service Cloud Consultant	SALESFORCE CERTIFIED Sales Cloud Consultant
SALESFORCE CERTIFIED Community Cloud Consultant	SALESFORCE CERTIFIED Sharing and Visibility Designer	SALESFORCE CERTIFIED Development Lifecycle and Deployment Designer
SALESFORCE CERTIFIED Nonprofit Cloud Consultant	SALESFORCE CERTIFIED Marketing Cloud Consultant	SALESFORCE CERTIFIED Platform App Builder
SALESFORCE CERTIFIED Application Architect	SALESFORCE CERTIFIED Data Architecture and Management Designer	SALESFORCE CERTIFIED Platform Developer I



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## OUR SALESFORCE TEAMLEADERS



### **LUKÁŠ ENDAL**

*Anodius partner/project manager/senior team leader*

15 year working experience in the IT Consulting focusing on comprehensive ERP, EX, CX a CRM end-to-end solutions

### **KNOWLEDGE AND SKILLS**

Customer Experience | Employee Experience | Customer Relationship Management



### **VIKTORIA LISHCHUK**

*Salesforce consultant*

Experienced in Integrations, design and implementation of CRM Solutions.

### **KNOWLEDGE AND SKILLS**

Solution Design | System Configuration | Software development methodologies



### **MARTINA ROMANOVÁ**

*Salesforce consultant*

CRM Consultant with a history of working in Sales, Service and Marketing in B2B sector with IT background.

### **KNOWLEDGE AND SKILLS**

Customer Experience | Service Experience | Customer Relationship Management | Business Processes

## OUR SALESFORCE TEAMLEADERS



### **PETRA GOTTLIEBEROVÁ**

*Salesforce developer*

CRM (SAP / Salesforce) Developer, experienced in system integrations, end-to-end processes and project life-cycle. Main developer of SFDC Apps: Webservice, Smart Tiles app, Staffino connector.



### **MARTIN BYSTRIANSKY**

*Salesforce developer*

CRM (SAP / Salesforce) Consultant & Developer, experienced in system integrations, end-to-end processes and project life-cycle. Co-developer of SFDC Apps: Smart Tiles app, Staffino connector.

### **KNOWLEDGE AND SKILLS**

Customer Experience | APEX and front end development | Processes, flows and Triggers | Integrations and API | Lightning components

### **KNOWLEDGE AND SKILLS**

Customer Experience | APEX | Processes, flows and Triggers | Integrations and API

## OUR SCOPE

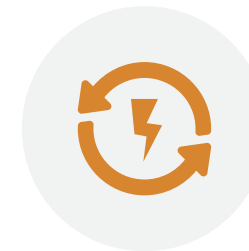
# WE COVER MORE THAN JUST IMPLEMENTATION



Business Consulting



Integrations to 3<sup>rd</sup> party products



Classic to Lightning Transformation



Implementation of SFDC Solutions



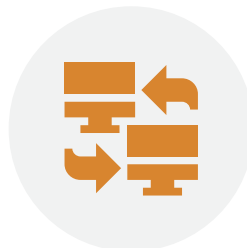
Adoption of Usage



Apps on App Exchange



Customised Apps



Migration of Data

## OUR AREAS OF EXPERTISE

# WE FLOAT IN THE SALESFORCE CLOUDS

In consulting we specialise in Sales Cloud, Service Cloud, Communities, Non-Profit, Marketing Cloud, and Pardot, CPQ and Field Service Lightning.

Thanks to years of experience, we have also deep understanding of Utilities sector as well as commercial B2B sector business processes.

We also provide our knowledge to NON – PROFIT Organisation.

In development we are experienced in Integration Services and Building Apps as our own products or in cooperation with other companies.



**SMART TILES**

**WEBSERVICER**

# OUR DIFFERENTIATION



## PRODUCT DIFFERENTIATION

Positive Experience



100% Uptime



Super user Friendly



Scalability



Innovation



Respecting customer needs



High Value



## SERVICE DIFFERENTIATION

Positive Experience



100% Uptime



Fast Delivery



High Added Value



Economic Results



Relevant



User Friendly Consulting



Focus on Improving



## STAFF DIFFERENTIATION

Positive Experience



Great Approach



Top-notch Experience



Friendly Communication



Top-notch Expertise



100% Ticket Solution



Handy



## IMAGE DIFFERENTIATION

Positive Experience



100% CX Leadership



Trust



Business Value



Innovation



Expertise



**CONTACT US**

If you are interested to find out what we can for you, do not hesitate to contact us

In the first phase we will ask a lot of questions to understand your needs.

**DISCOVERY****PROPOSAL**

Based on your requirements we will prepare our proposal containing preview of the solution, estimated price, timespan.

**AGREEMENT**

After validating the proposal, we finalise the price and timespan and we sign a contract

**WORKING ON PROJECT**

We prepare the solution according to approved plan documented with Blueprint

**DELIVERY**

Testing and validating the solution and going live.

**FOLLOW UP**

We want to help your user adoption with trainings and we can follow up on your advancement

# DO NOT KNOW WHERE TO START?

Contact us to get a free consulting meeting or have a look at our Implementation Packages with fixed package prices:

## SMARTFIX SOLUTIONS

The price of the individual and specific project will be evaluated based on the discovery meetings.

In case of separate and single tasks we will agree on rate per day (manday) and we state the number of days for each task.

The contract can be a combination of those two approaches.



Feedback



Email Targeting



Webservices



Ultimate



Membership

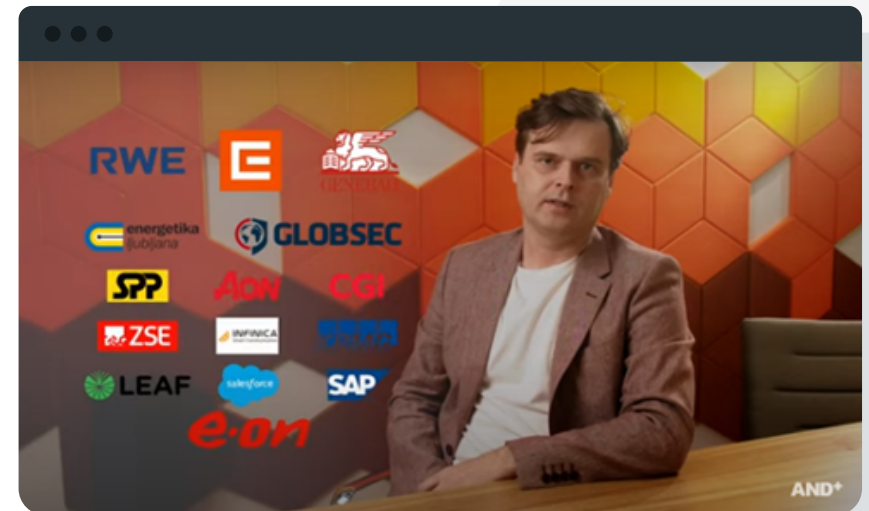
# GOOD REFERENCE IS OUR **EMOTIONAL** **REWARD**

Quality service, very good experience – Anodius team proved to be an excellent partner in our effort to implement Salesforce as a CRM solution. Their willingness to understand our activities and goals brought an unexpected surprise in the form of their own ideas and solutions available in the system.

★★★★★ **Juraj Tobias, Leaf**

Anodius was very helpful and cooperation was smooth and professional – always with close attention to details and to our business needs. Consultants from Anodius were communicating with me on a regular basis and were very responsive and helpful in the case of any questions or request. They know what they are doing and I was able to rely on them any time. Thank you!

★★★★★ **Michal Krajci, Globsec**



## ROMAN KUČÁK,

CEO & Co-founder  
of Anodius

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# WE CONNECT PEOPLE AND TECHNOLOGY

## GET IN TOUCH



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