

# SALESFORCE FOR HIGH-TECH COMPANIES

COLLABORATE.  
INNOVATE. THRIVE.

## MEET SIKICH

**Sikich is a Salesforce Consulting and Implementation Partner with over twelve years of Salesforce experience.** Our consultants are not only highly trained Salesforce experts, they are also excellent business consultants. As part of our national professional services specializing in accounting, advisory and technology Sikich offers a formula of consulting uniquely crafted to address our clients' business's challenges and opportunities. We help our clients accelerate their digital transformation by understanding "what could be," help them set priorities and take responsibility to deliver the best possible business outcomes.

## WHAT WE DO

The high-tech industry is fast-moving. You have to be ready for continuous change and innovation. If you don't keep up, you will be left in the dust of your competitor's success. It's critical to enable your team to drive profitable growth and distinctive customer engagement. Day in and out, we help leading high-tech businesses leverage innovations in digital, data, and cloud technologies to automate forecasting, lead assignment, contract generation, quoting, invoicing and more. When you work with Sikich you not only get a seasoned Salesforce implementer, you get the strategic edge with access to end-to-end business and technology consulting experts.

## HOW WE CAN HELP

High-tech companies thrive in a culture of innovation. You need the right resources to modernize effectively and efficiently. We work with high-tech businesses to help improve collaboration, enhance internal communications and set you up to face any future challenges head on. With a focus on speed to value, Sikich leverages our cross-practice high-tech expertise with our Salesforce experience to deliver a quick ROI on your Salesforce Investment. With 35 years in business and over 1,300 team members, we've helped 15,000+ clients achieve success. Do you:

- Want speedy quotes, quick contract changes and renewal management that are a breeze? Let's talk Salesforce CPQ.
- Know your clients and the behaviors that impact your business? If not, it's time to investigate how Salesforce brings a complete 360-degree view to keep important data at your fingertips.
- Need to easily onboard business partners and suppliers? Salesforce Experience Cloud and Sikich have you covered.

### Ian Carlson, Director of Revenue Operations

Accusoft

*Working with the Sikich team, I must say I was very impressed at how responsive, consultative, and proactive they were in communicating with us. The process for implementing Salesforce for us went smoothly as a result of the time, effort, I believe, the Sikich team put in to really understanding our business processes and goals.*

*It almost immediately improved relations between our operations functions and our business users, because we are able to turn around requested changes really, really quickly. The views and the reports and the dashboards in Salesforce are an absolute game changer. I'm really surprised actually at how quickly we're seeing some significant changes in our business as a result of moving to Salesforce.*

### Megan Brooks, Chief Revenue Officer

Accusoft

## SALESFORCE APP EXCHANGE RATING

4.8



AVERAGE RATING

500+

PROJECT COMPLETED

70

CERTIFICATIONS

98%

CSAT SCORE

