



# 75-USER HEALTH CLOUD IMPLEMENTATION ON A 30-DAY TIMELINE

## CLIENT PROFILE

### Industry

Accountable Care Organization (Healthcare)

**Employees: 150 - 200**

### Solutions

- Health Cloud
- Pardot

### At A Glance

The client is an all-in-one solution for independent primary care physicians participating in value-based care with Medicare.

## THE CHALLENGE

The client came off of a disjointed, multi-platform approach for data management and sales processes.

Phase 1 priorities for migrating to Salesforce were a tight timeline. This included:

- Standardizing the Sales Process
- Training Succinctly
- Integrating Definitive Health Care
- Marketing Automations
- Scalability for Operations Team

## FOCUSED SOLUTIONS

1

### Health Cloud

Allows the ability to integrate their sales process that includes facilitating the relationship between doctors and medicare

2


### Pardot


Create automated solutions to touch and foster relationships with new and existing clients


3

### 30 Day Implementation

Mission-critical deadline allowing client to migrate from old platforms with 5 days to spare

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