CloudRamp

COMPANY BRAND DECK
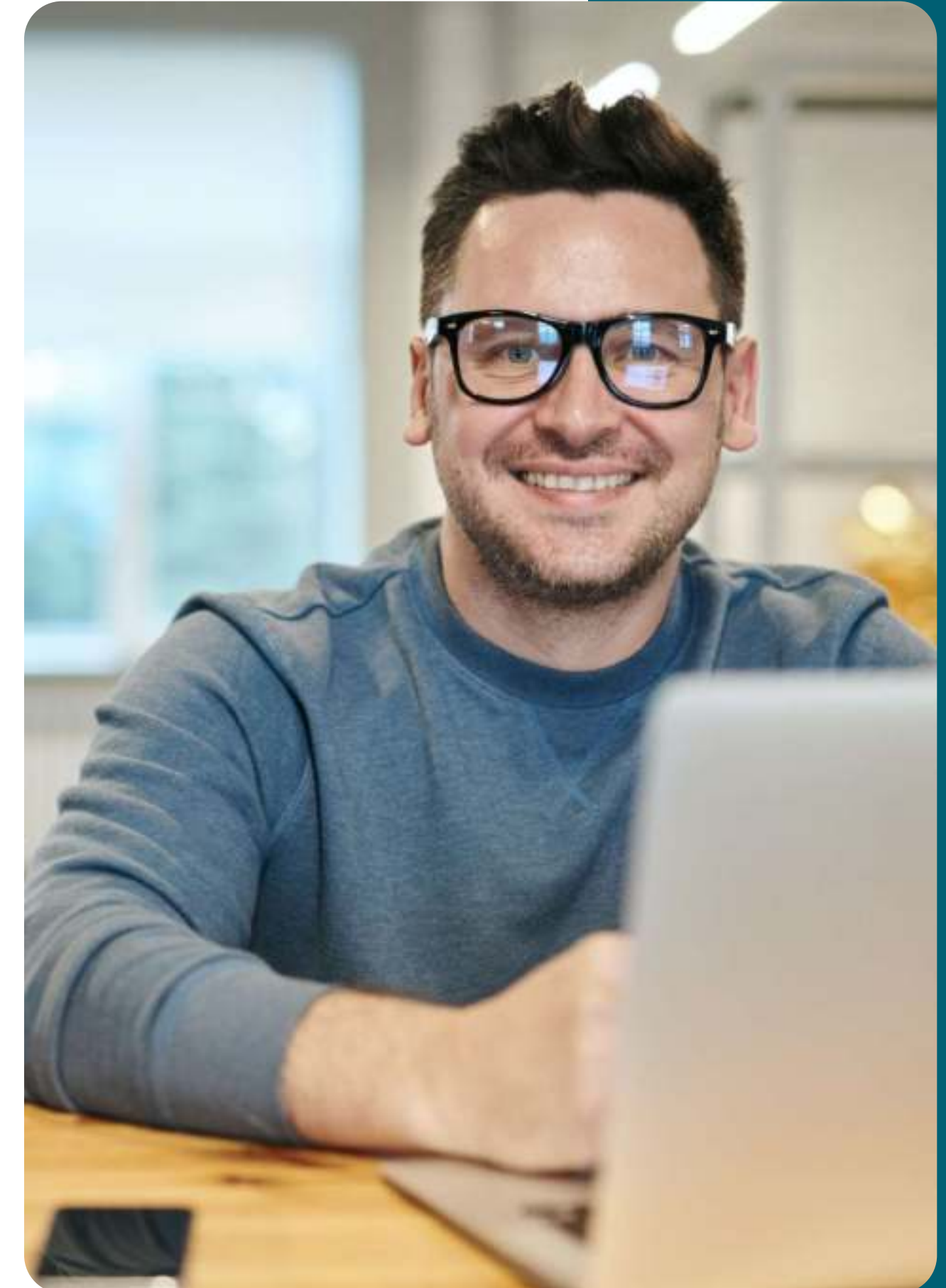
2022

Welcome To CloudRamp

Salesforce is the world's most reliable (CRM) platform. We at CloudRamp help your marketing, sales, commerce, service, and IT teams work as one — so you can keep your customers happy. We provide strategic advisory, implementation, and managed services to many of the world's leading organizations.

We empower enterprises and software companies to (re)identify their differentiation, accelerate solution development, and vigorously compete in today's digital economy—no matter where they are in their journey.

We partner with clients on all parts of their cloud journey, right from decision-making to deployment, helping modernize and migrate existing infrastructure into secure, multi-cloud environments, seamlessly.

Hemanth R

Chief Executive Officer

About Us

Welcome to CloudRamp Technologies. We are a team of world-class experts with deep knowledge of Lead to Cash processes and technologies that power them. Collectively, we have immense experience working on CRM, CPQ, Billing, ERP, and related transformations for large and complex enterprises worldwide.

All our engagements are conducted by industry consultants with deep expertise across Salesforce.
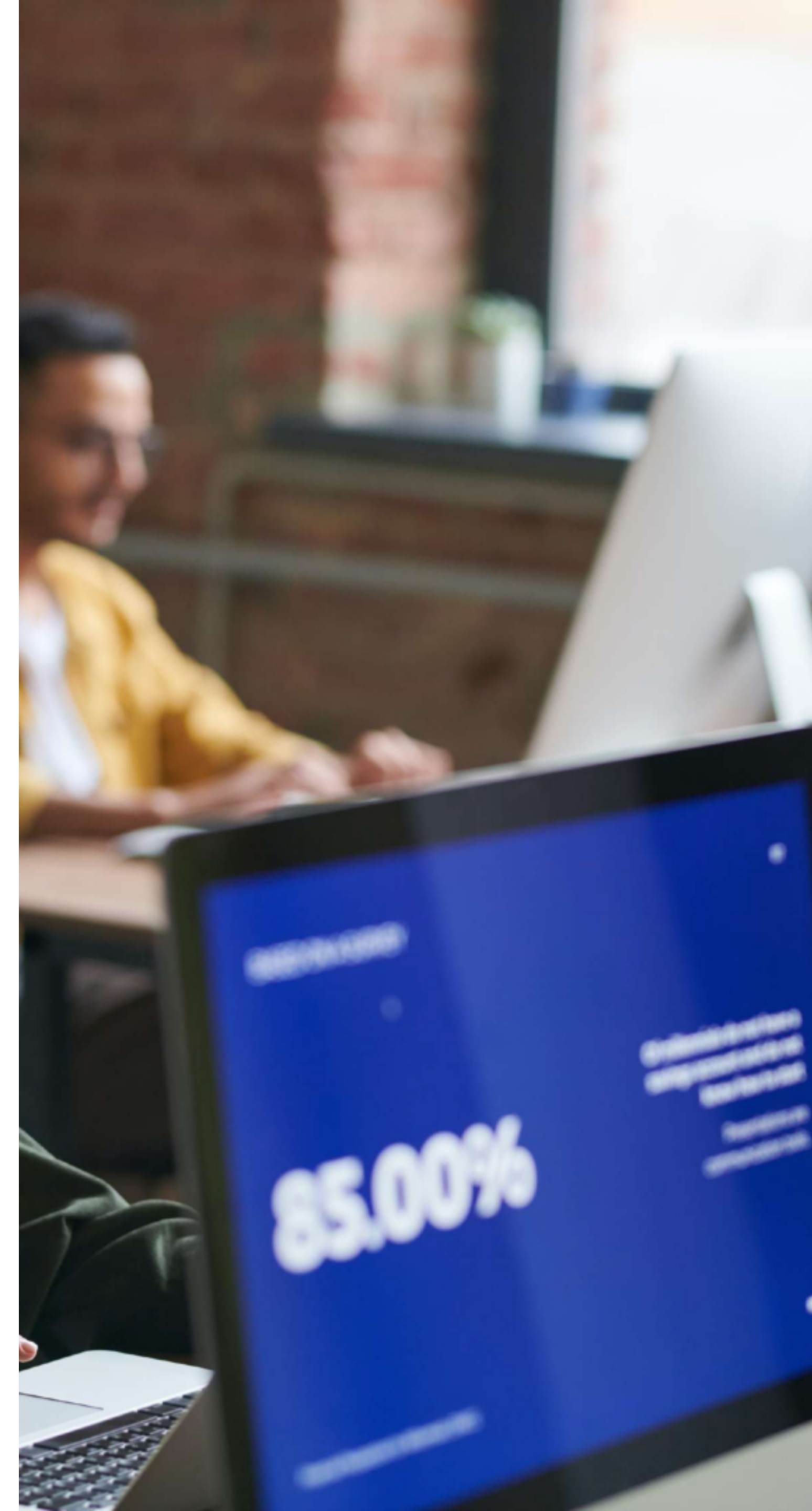
Think Cloud!

Companies should consider Salesforce because it is a powerful and customizable customer relationship management (CRM) platform that can help them streamline and automate their sales, marketing, and customer service processes. Salesforce can also provide valuable insights into their customers and sales data, which can help them make informed decisions about their business and marketing strategies.

Additionally, Salesforce is a cloud-based platform, which means that it can be accessed from any device with an internet connection, making it easy for businesses to collaborate and share information. Finally, Salesforce has a strong ecosystem of partners and developers, which can help businesses customize and extend the platform to meet their specific needs.

Everything CloudRamp does as a business and as individuals is governed by our core principles. Through our activities, we hope to inspire the entire industry, bring out the best in one another, and offer success to our customers.
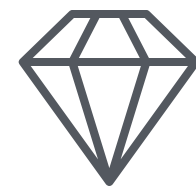
Our Mission

Empowering your business towards digital transformations and enabling impactful data-driven business decisions with more agility to achieve sustainable growth leveraging emerging technologies
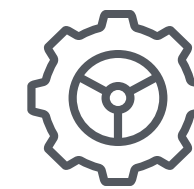
CUSTOMER SUCCESS

So we champion them to achieve extraordinary things. We innovate and expand our business offerings to provide all our stakeholders with new avenues to achieve ever greater success.

INNOVATION

Our customers' input helps us develop products that best serve their business needs. Providing continual technology releases and new initiatives gives our customers a competitive advantage.

EQUALITY

We believe everyone should be seen, heard, valued, and empowered to succeed. Hearing diverse perspectives fuels innovation, deepens connections between people, and makes us a better company.

TRANSFORMATION

We create products that best meet the demands of our customers' businesses thanks to their feedback. Giving our customers continual technological releases and new initiatives provides them a competitive edge.

Our Vision

We believe that the business of businesses is to improve the state of the world. We work to ensure CloudRamp is a platform for change by serving the interests of all our stakeholders — employees, customers, partners, communities, and the environment.

We aspire to never settle for the status quo. At every turn, we look to innovate, taking bold action and paving the way for others to join us.

A business' opportunity to create an ethos of more meaningful work, motivate its employees, and improve overall employee performance.

Our Process

Capabilities of a large organization and nimbleness of a start-up

SIMPLE

We approach every problem, however complex, in the simplest manner.

AGILE

We create credible, reliable solutions with agility and nimbleness.

TRANSPARENT

We keep you aware and visible at every step of the process.

CLIENT CENTRIC

We make your needs the basis for every decision and execution.

CO-OPERATIVE

We work, solve, and develop everything by taking you along.

ADVISORY DRIVEN APPROACH

We drive discussions based on consultation, real-time data, and insights.

Services

Partner with CloudRamp, and you're covered from end to end. Engage us for a specific issue, or let us take you from design to launch to ongoing support.
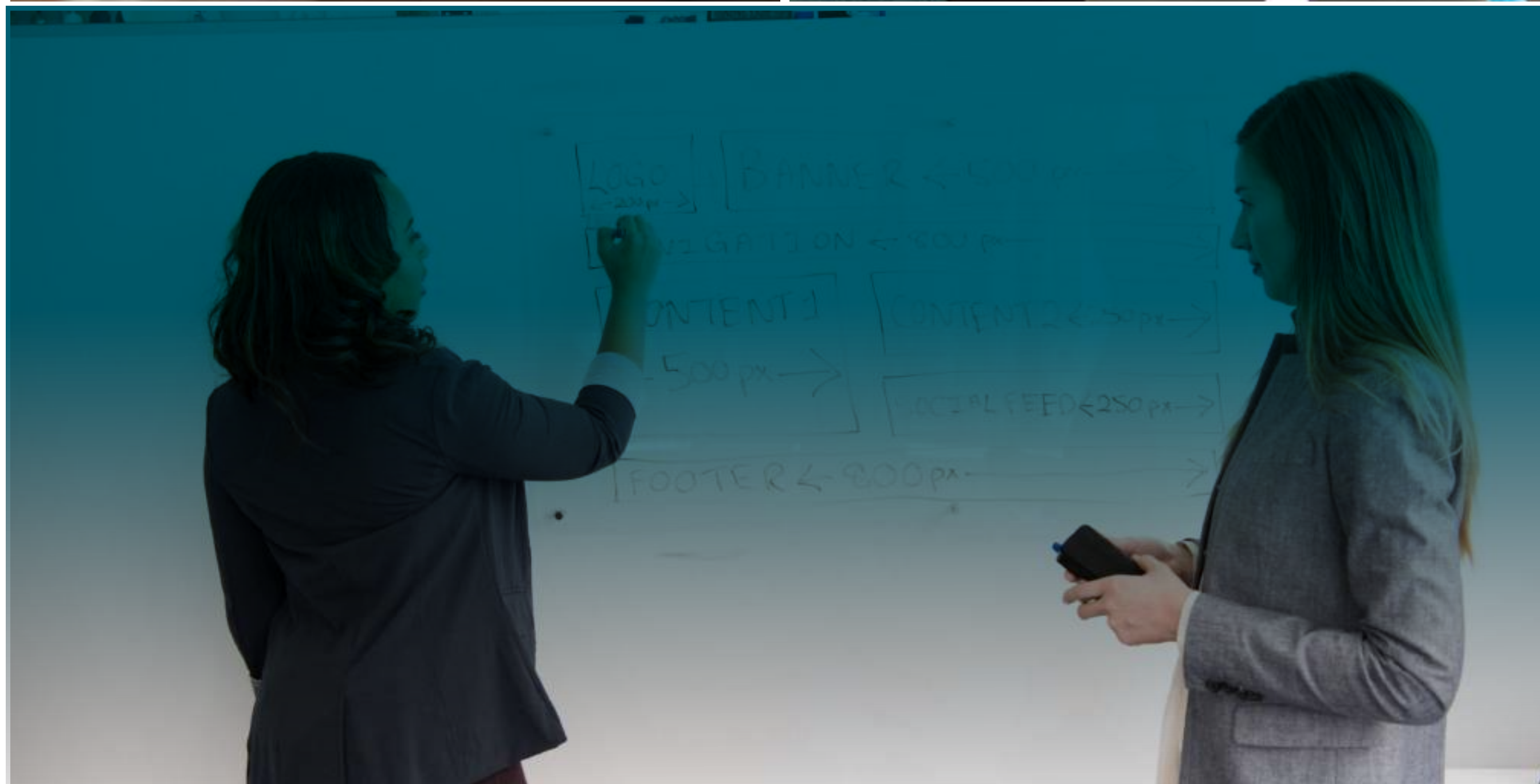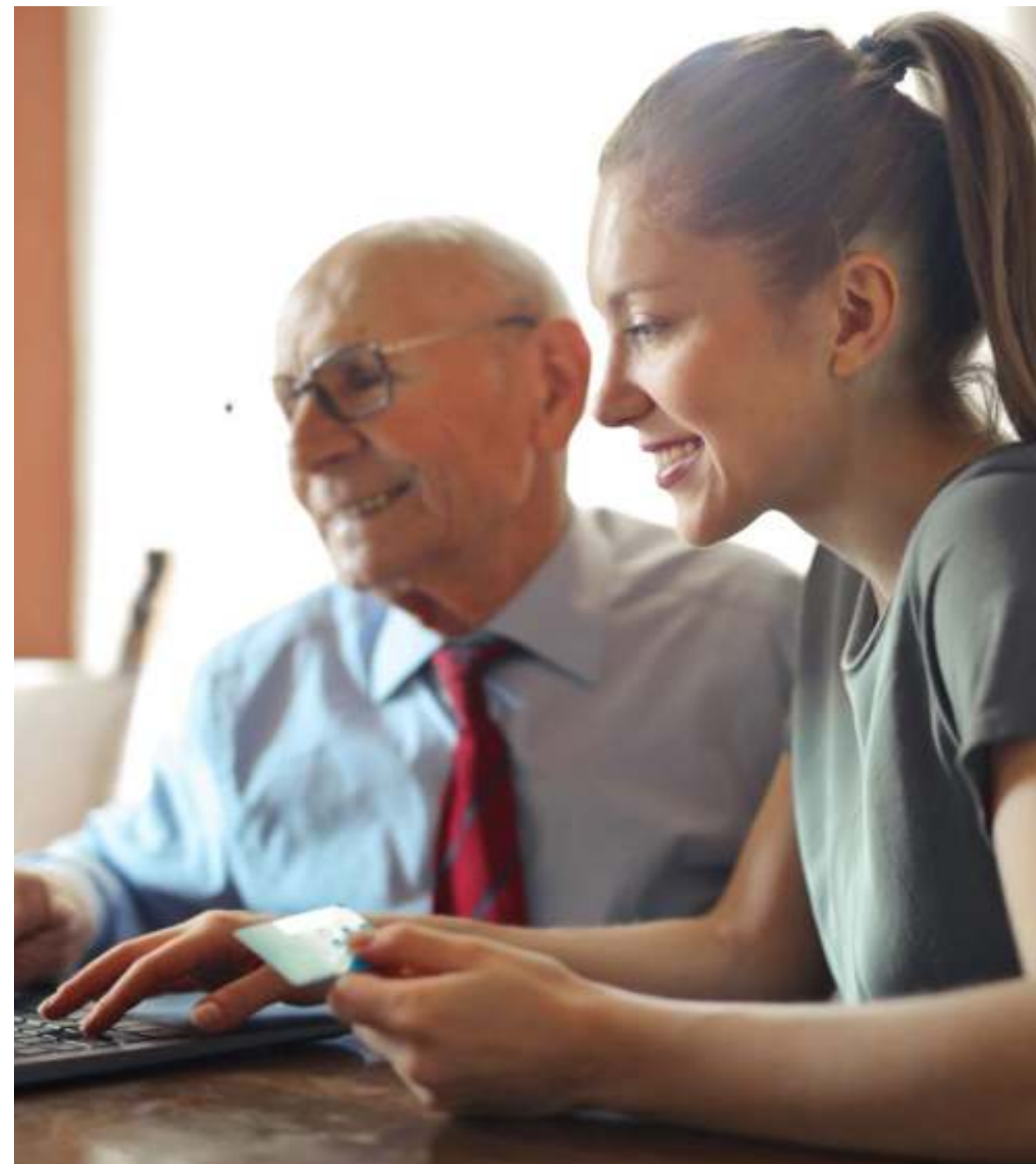
Planning And Advisory

Transform your business with the guidance of Salesforce-certified industry masters.

Get technical and strategic advice from experts with deep knowledge across disciplines and Salesforce clouds.

• Architecture and planning
• Innovation and design
• Technical guidance and monitoring

Implementation

Let CloudRamp professionals create a project roadmap to show you the way forward.

Salesforce implementation services cover Salesforce consulting, configuration, customization, migration, integration, support, and more.
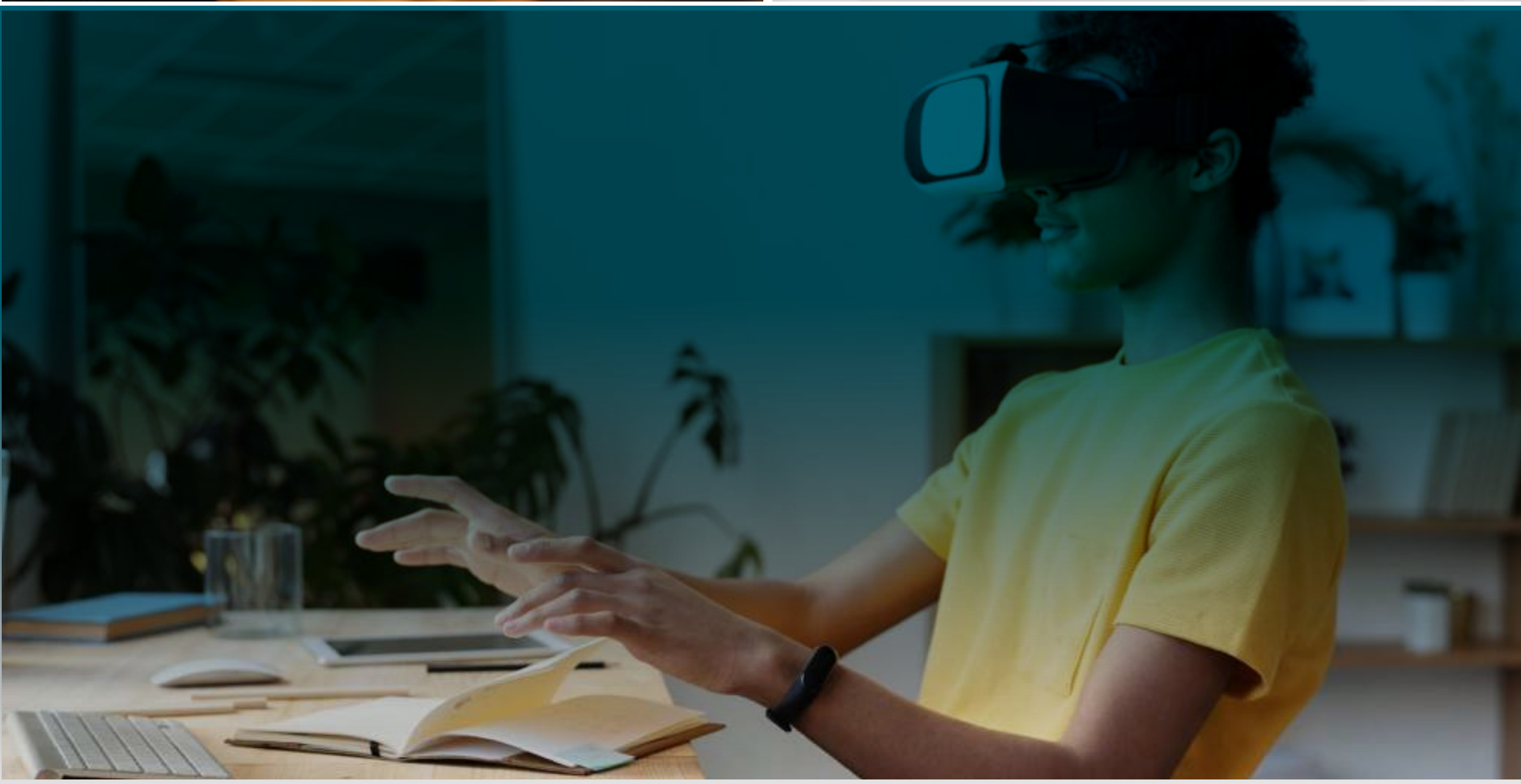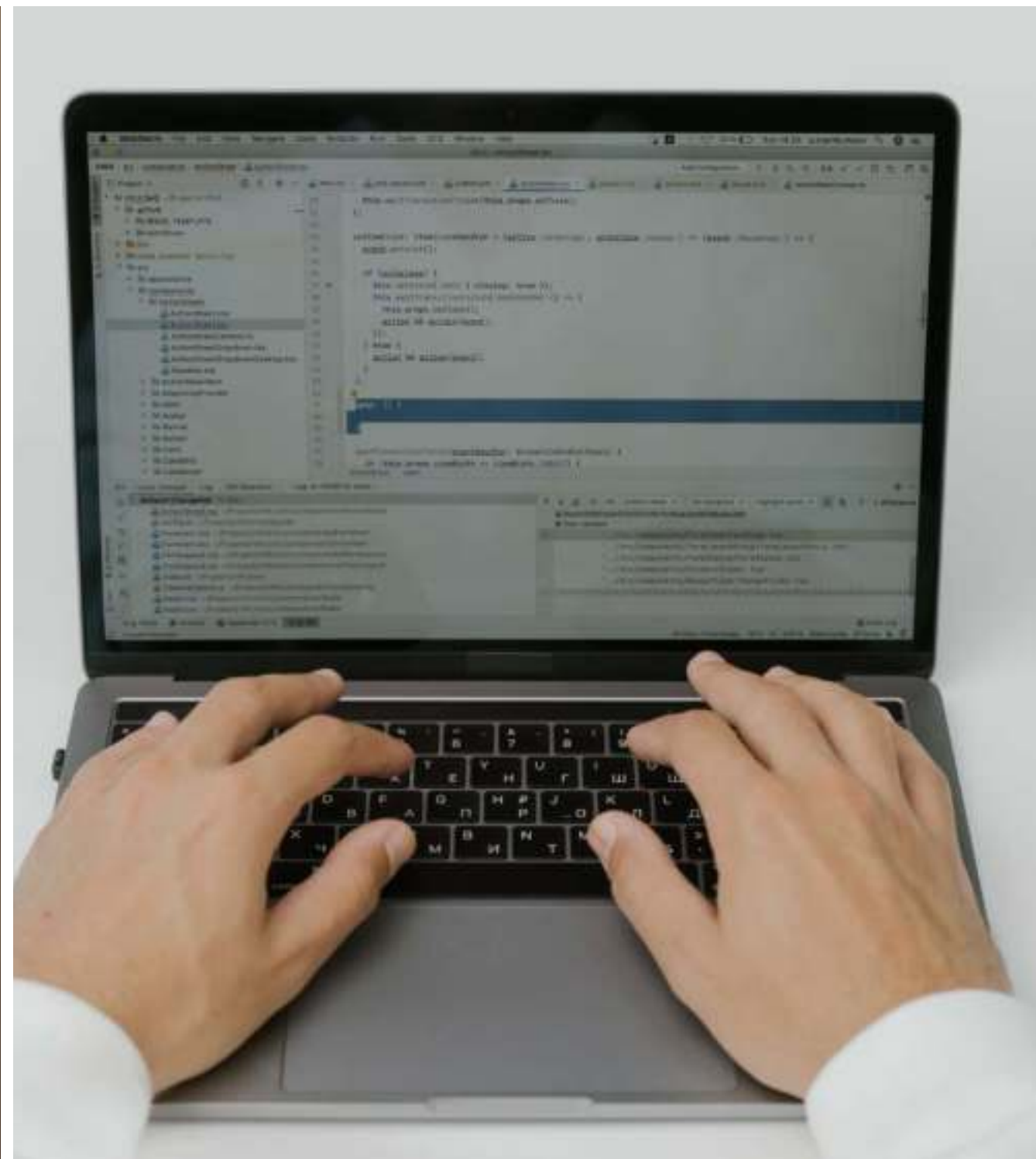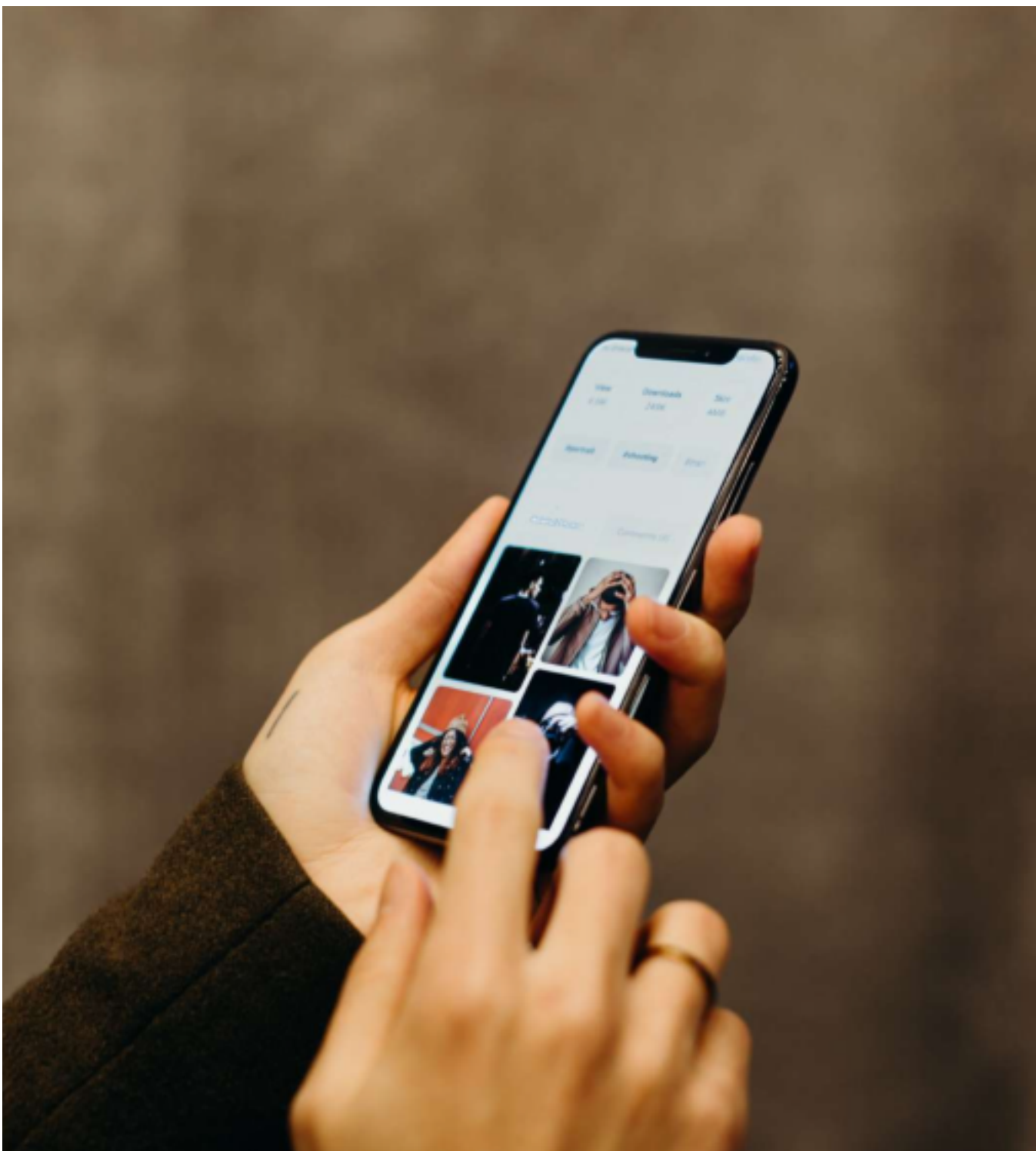
30%

increase in lead conversion

28%

increase in sales revenue

45%

increase in customer retention

Cloud Managed Services

Tap into a dynamic technical support network that scales with your organization's needs.

Managed cloud services are services that offer partial or complete management of a client's cloud resources or infrastructure. Management responsibilities can include migration, configuration, optimization, security, and maintenance.
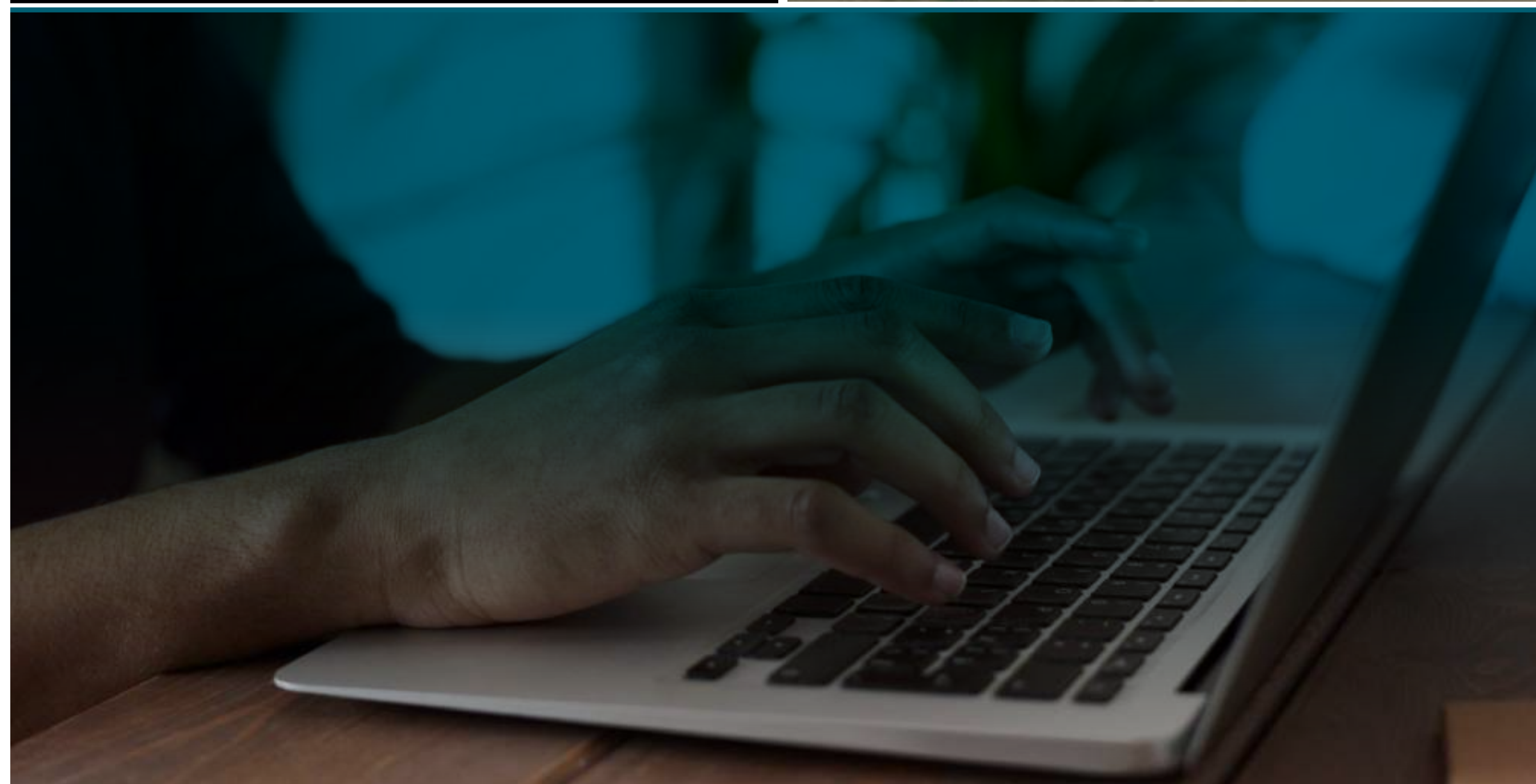
Integration

Connect platforms to unlock hidden opportunities, efficiencies, and customer insights. CloudRamp aims to enable seamless connection of Salesforce solutions to your other business-critical systems.

Salesforce integration is important because it allows businesses to streamline and automate their sales, customer service, and marketing processes. By integrating Salesforce with other business systems and tools, such as accounting software or marketing automation platforms, companies can create a seamless flow of information and improve efficiency.

App Development

Create digital experiences that engage your users and increase your bottom line.

CloudRamp Salesforce application development services aim to power specific sales, marketing, customer service processes regular Salesforce CRM cannot address.
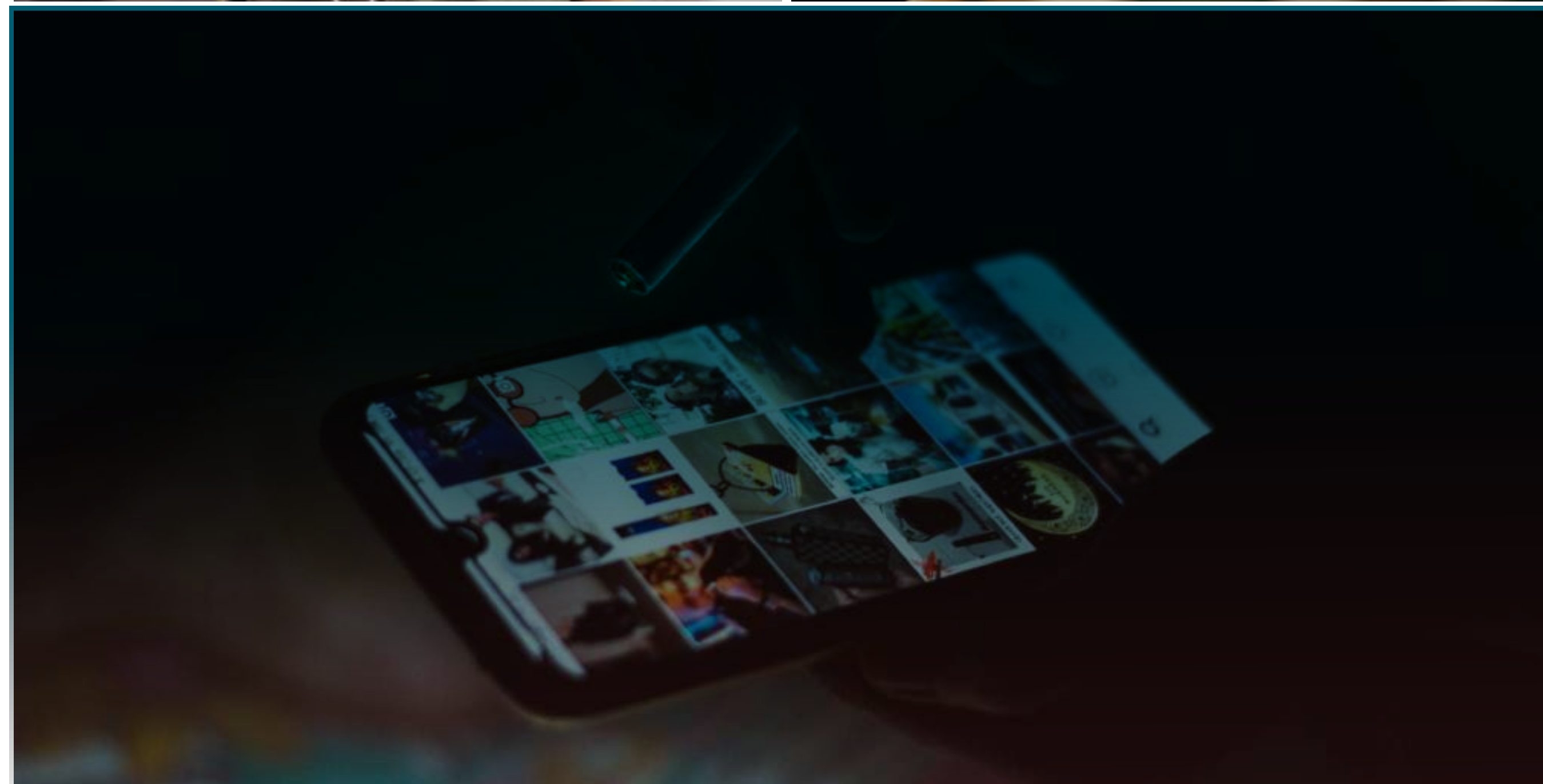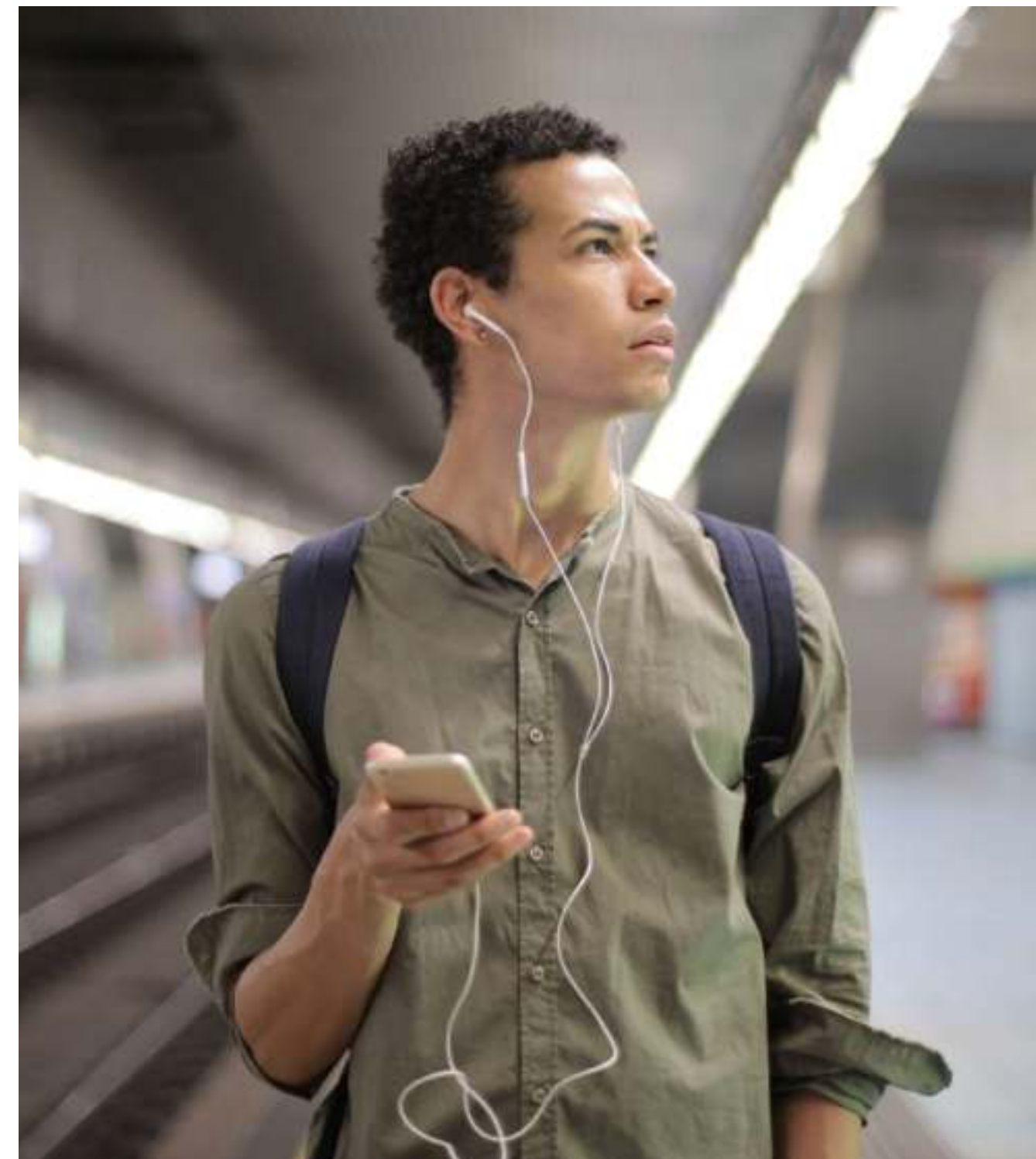
545%

five year ROI

6 Months

to payback

83%

less unplanned downtime

Optimization

Liberate your people to do what they do best—and let technology handle the rest.

CloudRamp Salesforce application development services aim to power specific sales, marketing, customer service processes regular Salesforce CRM cannot address.

Optimizing Salesforce is important because it can help businesses get the most out of their investment in the platform. It can also help businesses gain insights into their customer data and make more informed decisions about their business and marketing strategies. In addition, optimizing Salesforce can help businesses reduce costs by streamlining processes and eliminating unnecessary or redundant tasks.

GRAPHISOFT

Graphisoft develops Building Information Modeling software products for architects, interior designers and planners.

Case Study 1

Grapihsoft

Graphisoft SE is a Hungarian design software company headquartered in Budapest, Hungary.
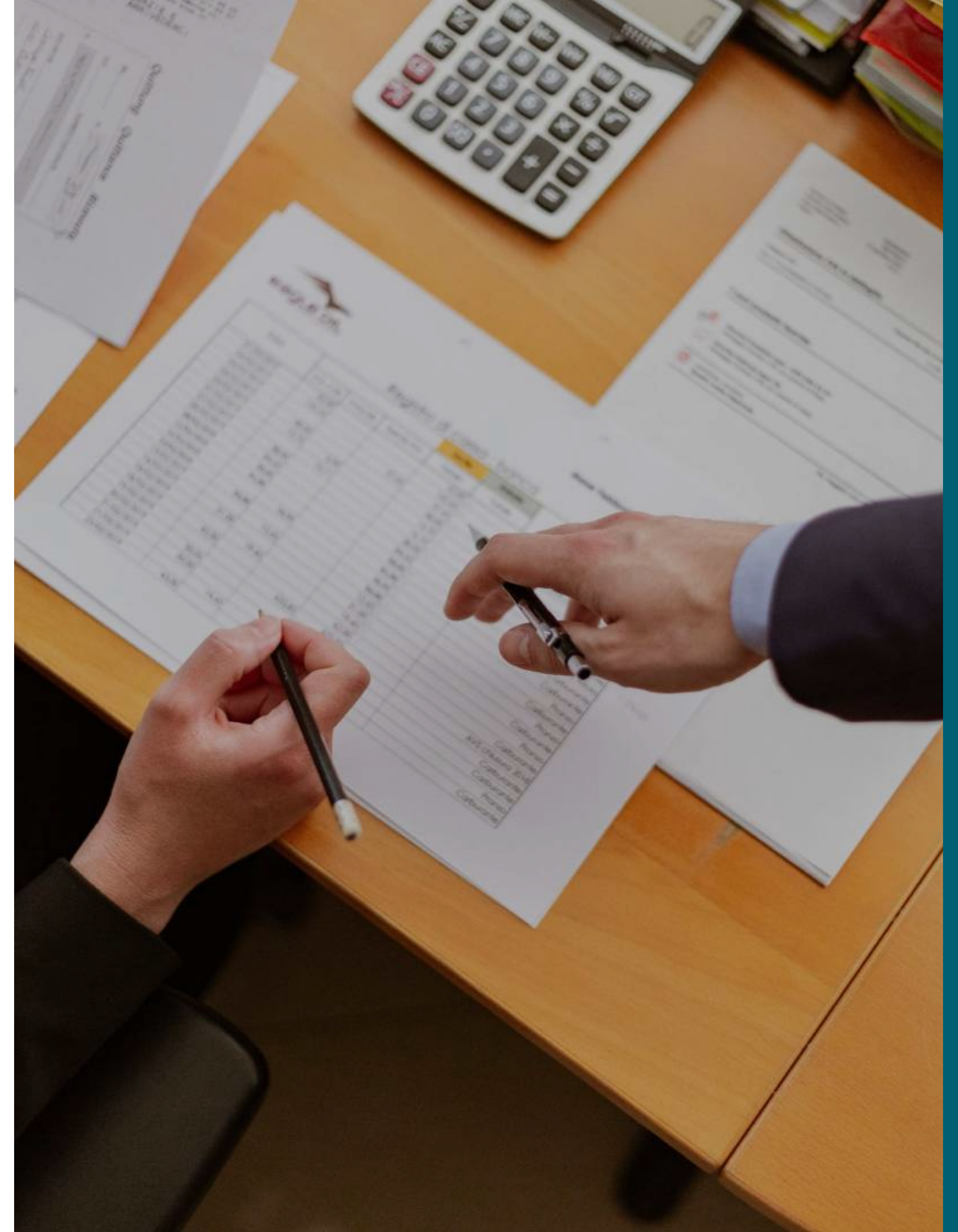
Their entire customer revenue system was manual and lacked efficiency.

In order to address the client's pain points and improve their business operations, we worked closely with their architecture team to design a solution that leveraged the capabilities of Salesforce Sales Cloud and CPQ.

This allowed us to manage the entire customer lifecycle within Salesforce, providing real-time visibility for the client's team on every aspect of the sales process. By keeping all data within Salesforce, we were able to streamline and improve efficiency for the client.
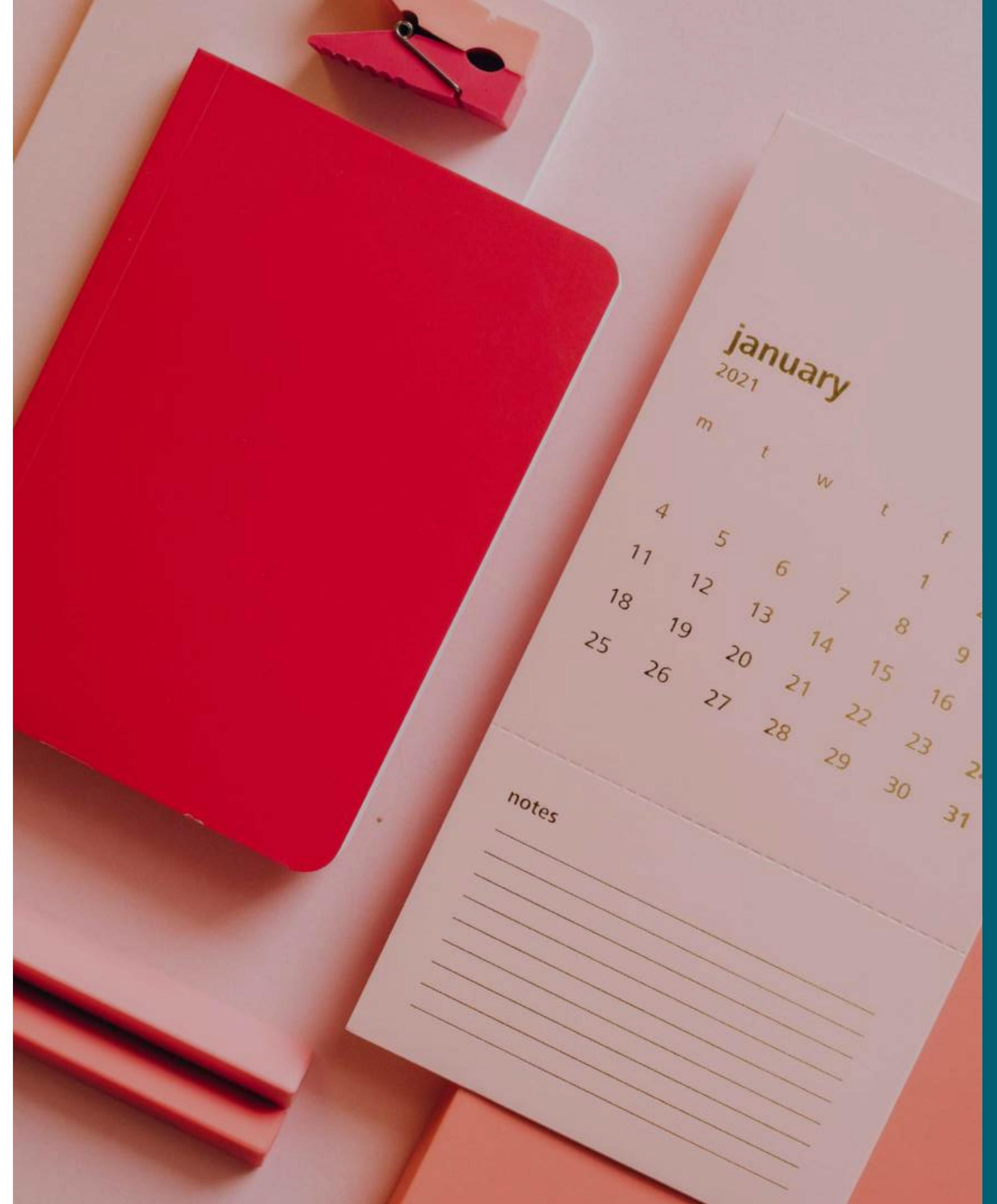
Case Study 2

Grapihsoft

The client's business required establishing complex connections between various accounts, which differed from the standard relationships within Salesforce.

To meet the client's specific business needs, we created a user-friendly design that provided clear visibility of the various accounts and their relationships through the use of visual front-end implementations and Lightning components.

Our solution allowed the client to easily see and understand the connections between different accounts.

Testimonials

Daniel Klümann
Senior Manager, Sales Programs
Graphisoft Building Systems GmbH

We needed a knowledgeable partner to guide us on best practices for using salesforce CRM and Salesforce CPQ in our business workflows. We found that CloudRamp thinks holistically about its client's business before offering potential implementation ideas.

It is without a doubt that CloudRamp is our no.1 choice as a trusted partner around Salesforce CRM, and we shall gladly continue to consult with them for our future requirements.

Sascha Klöttschen
Senior Manager, Inside Sales
Graphisoft Building Systems GmbH

CloudRamp has been exceedingly outstanding in assisting our business with Salesforcedevelopment work. I can't speak highly enough of CloudRamp for not only its technical expertise but for the end-to-end professional service and communication it provided us.

They are extremely organized, can work independently, and are able to effectively multi-task to ensure that all projects are completed in a timely manner without compromising anything.

THANK YOU

Let's Connect!

2022