

**UNIFICIENT**

**Sales Plus+**  
**Small Business Sales Process Implementation**





## **Sales Plus+**

Empowering small businesses to leverage the right technology and capabilities to be efficient and cost effective on the path to growth.

**Sales Plus+** is Salesforce Sales Cloud implementations **plus** optimizations for small business sales process.

# Sales Plus+ Sales process package

## Sales Cloud implementation



### Lightning Applications

**Lightning** pages and apps to help you manage your customers and sales operations.

### Data Management

Manage your data effectively with Salesforce objects and customize it with **custom objects**.

### Workflows & Automation

Implement **efficient** business processes with **flows, triggers** and integrations.

### Sales Process Management

Manage **leads** with ease. Close deals faster with **Opportunity** management.

### Reports & Analytics

Get insights into your business for timely decisions with **Reports** and **Dashboards**.

All features are part of a single implementation package.

# Sales Plus+ Going Beyond Capabilities

## Optimizations for Sales Cloud efficiency

### Training & best practices

Best practices for you to manage your sales cloud for long term cost saving and value.

### Employee Productivity

Design Lightning pages to ensure user experience & ease of use to boost productivity.



### Performance

Implementation will be designed for application and data performance.

### Web and Mobile

Configure Lightning application pages for Seamless access from desktop or mobile.

Optimizations are included with the implementation.

# Sales Plus+ Add-on packages

## Supporting for your growing needs

### Customizations

We will help you customize your **Sales Cloud** with web-services Integrations, Apex, Caching and AI.

### Data Migrations

Fast migrations of your legacy data to Salesforce. Timely data access for your sales team.



### Sharing & visibility

Setup sharing rules, Org wide setting, role hierarchy and Apex based sharing to enhance data security.

### Events & integrations

Setup fast integrations for async and sync data access for users and apps.

Add-ons capabilities are individual packages

# Sales Plus+ Benefits

## Measurable benefits and value



Making a measurable difference to your sales process while saving cost and time.

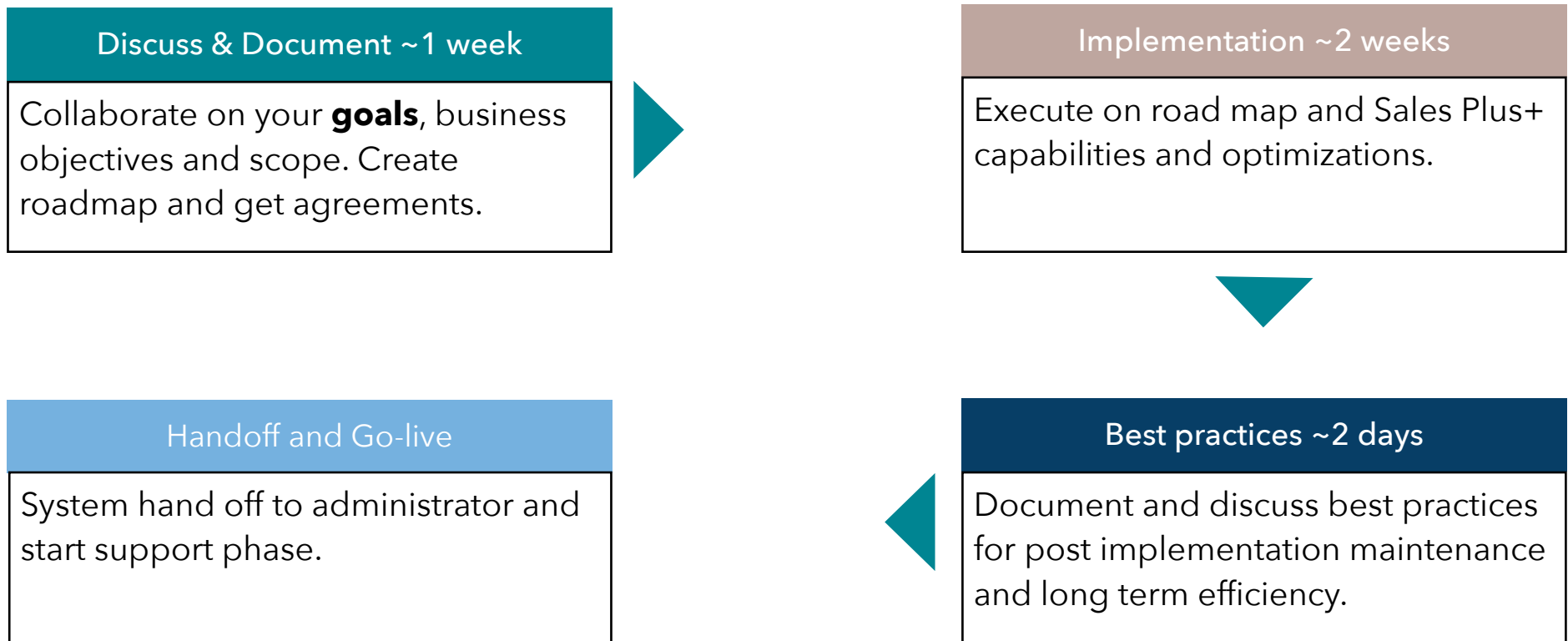


- ✓ Reduce IT costs with optimized sales process.
- ✓ Save time with fast data access.
- ✓ Productivity with well designed Lightning pages.
- ✓ Potential revenue boost with Lead assignments.
- ✓ Increased flexibility with integrations and customizations.



# **Sales Plus+** **Implementation and Support**

# Implementation Timeline



The timeline shown above is an estimate and can change based on requirements and other factors



# Sales Plus+ Support

One month of post implementation support included

## Severity 1

Business stopping and critical errors will be addressed in **8-24hours**

## Severity 2

Minor errors, performance problems, changes within scope of project  
**48 hours**

## Changes & Enhancements

Out of scope changes and enhancements to be discussed as new project.



# Sales Plus+ Pricing

## SalesPlus+ Pricing

### Higher value with cost effective pricing

The prices shown for Sales process implementation is specially priced for small business only.

#### SalesPlus+ Sales Process Package

Salesforce Sales Cloud plus optimizations

**\$3000.00** (fixed, one time)

Refer to SalesPlus+ capabilities page to see list of features

#### SalesPlus+ Add-ons Packages

Each individual package work

**\$110/hr**

Refer to SalesPlus+ add-ons page to see list of add-ons

**About**

**unifICIENT**

## Our Mission

Empower businesses to scale seamlessly with higher levels of efficiency.

## Our values

Trust is our #1 value. Business with integrity, and innovation and the drive for customer success are our core values.

## Expertise

Worked as a Salesforce employee, helped various complex customer implementations to achieve scale and efficiency.

Over two decades in tech industry helping with enterprise efficiency.

## 1% pledge

We are excited to be part of the 1% pledge and give our time and resources in serving the community.

**Unificent is a Salesforce consulting partner**





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