



***Prolifics***®

# First Call Deck

September 2023

CONFIDENTIAL

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- Customer Success and Case Studies
- Next Steps

# Enable Consulting Leadership Team



**Joe Cellucci**, CEO

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**Ed Camarota**, COO

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**Sherry French**, Chief  
Architect / EVP Delivery

[LinkedIn](#)



**Matt Wallock**, CRO

[LinkedIn](#)

# Enable Consulting Overview

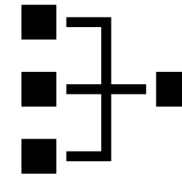
*A Systems Engineering Consultancy that Specializes in CRM*



**Customer  
Relationship  
Management**



**Digital  
Transformation**



**Systems  
Engineering**



# What We Do

***Boutique consulting with proven experience in the Salesforce and Microsoft ecosystems, in addition to custom solutions***

## CRM

- Product Implementations
- Lead-to-Cash Processes
  - ❑ Marketing
  - ❑ Sales & Maps
  - ❑ CPQ
- Service Transformation
  - ❑ Service
  - ❑ Contact/Call Centers
  - ❑ Field Service
  - ❑ RMA
- CRM as a Platform
- eCommerce
- Analytics and AI

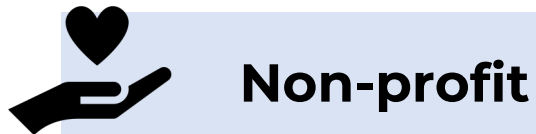
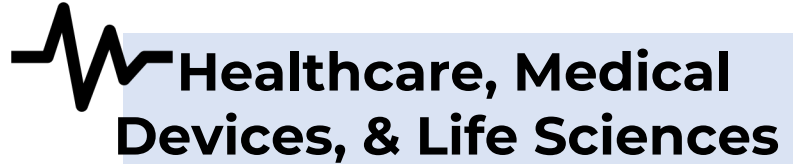
## Consulting

- Enterprise Architecture
- Systems Analysis
- Quick Starts and Assessments
- Business Requirements
- Program/Project Management
- Project Delivery
- System Integration
- Competency Enrichment
- Change Management
- Training

## System Engineering

- Architecture and Design
- Development – Web & Mobile
- Cloud Platforms
- Platform and App Integration
- Reporting and Analytics,
- Migrations and Data Conversion
- Support and Maintenance Services

# Industry Experience and Focus



# Salesforce Consulting Practice

***Building Cost Effective, High-Quality Solutions, Tailored to your Business***

## **Local consulting with global reach and access as a Prolifics Company**

- 20 years of experience
- 120-person team global team with a focus in North America and offshore offices in India
- 1,000+ overall projects
- 200+ Salesforce implementations
- 50+ certifications
- Experts in complex system integration

**No project too small or too large for our team**

## **Expert focus on complex solutions and integration**

- Lead-to-Cash
- CPQ
- Field Service
- RMA

## **Strong industry experience**

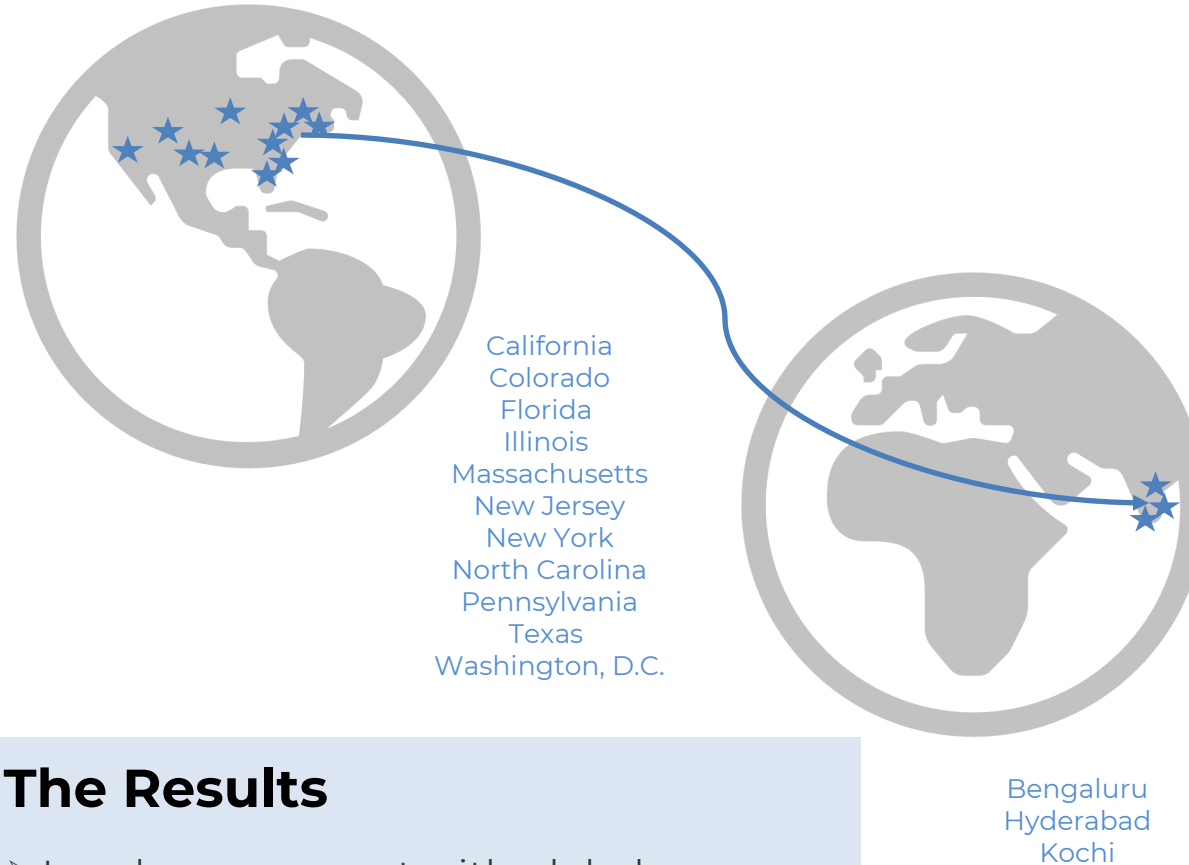
- Healthcare & Life Sciences
- Manufacturing
- Non-profit
- Energy & Utilities
- Financial Services

# People and Locations

## *Solutions Delivered by Hybrid Teams*

### Local Consulting. Global Delivery.

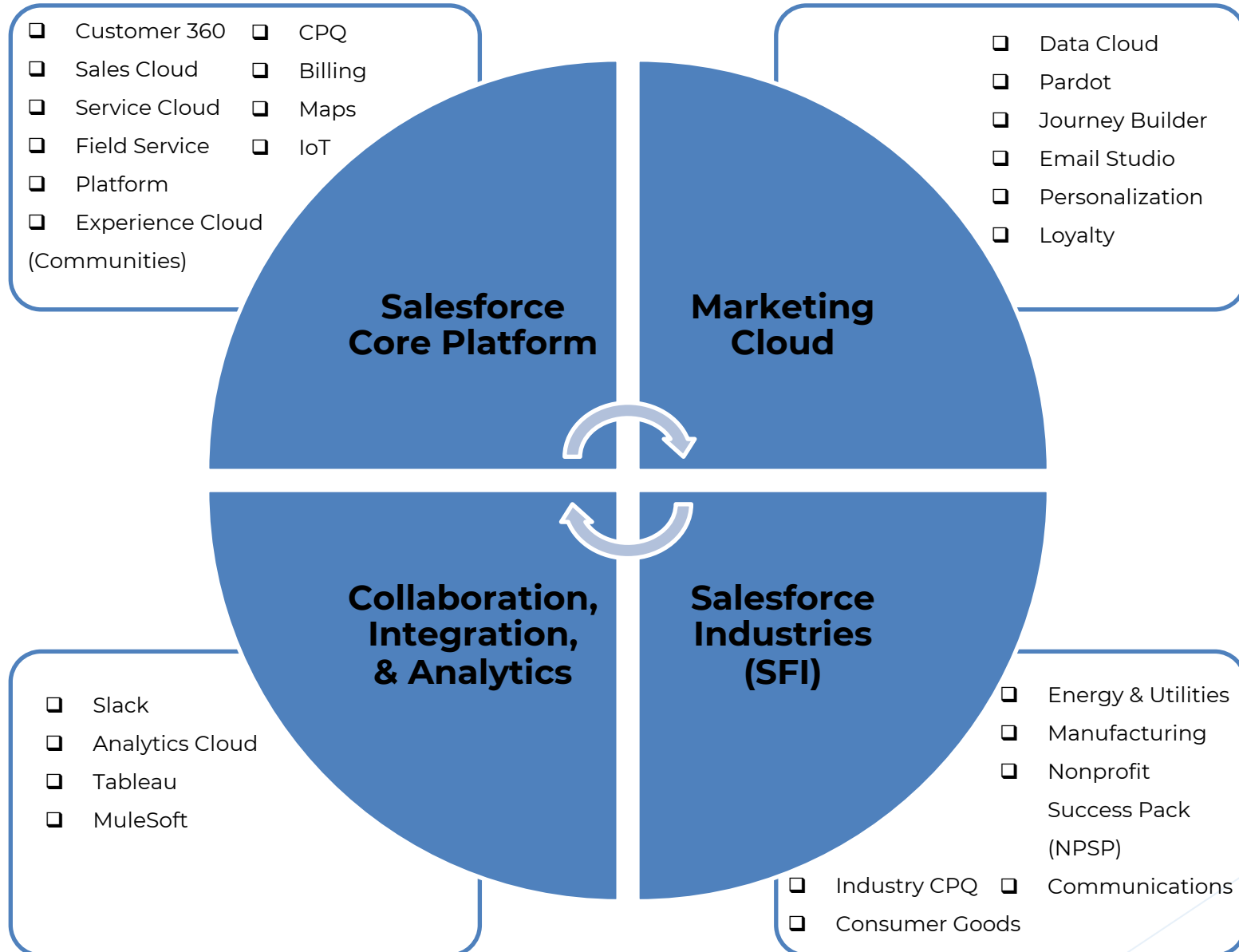
- Projects led by US-based, client facing onshore team
- Our offshore team's experience and capacity allows us to meet project demands
- High-quality solutions resulting from leadership and experience
- Flexible delivery model
  - Agile, Hybrid Agile, and Waterfall

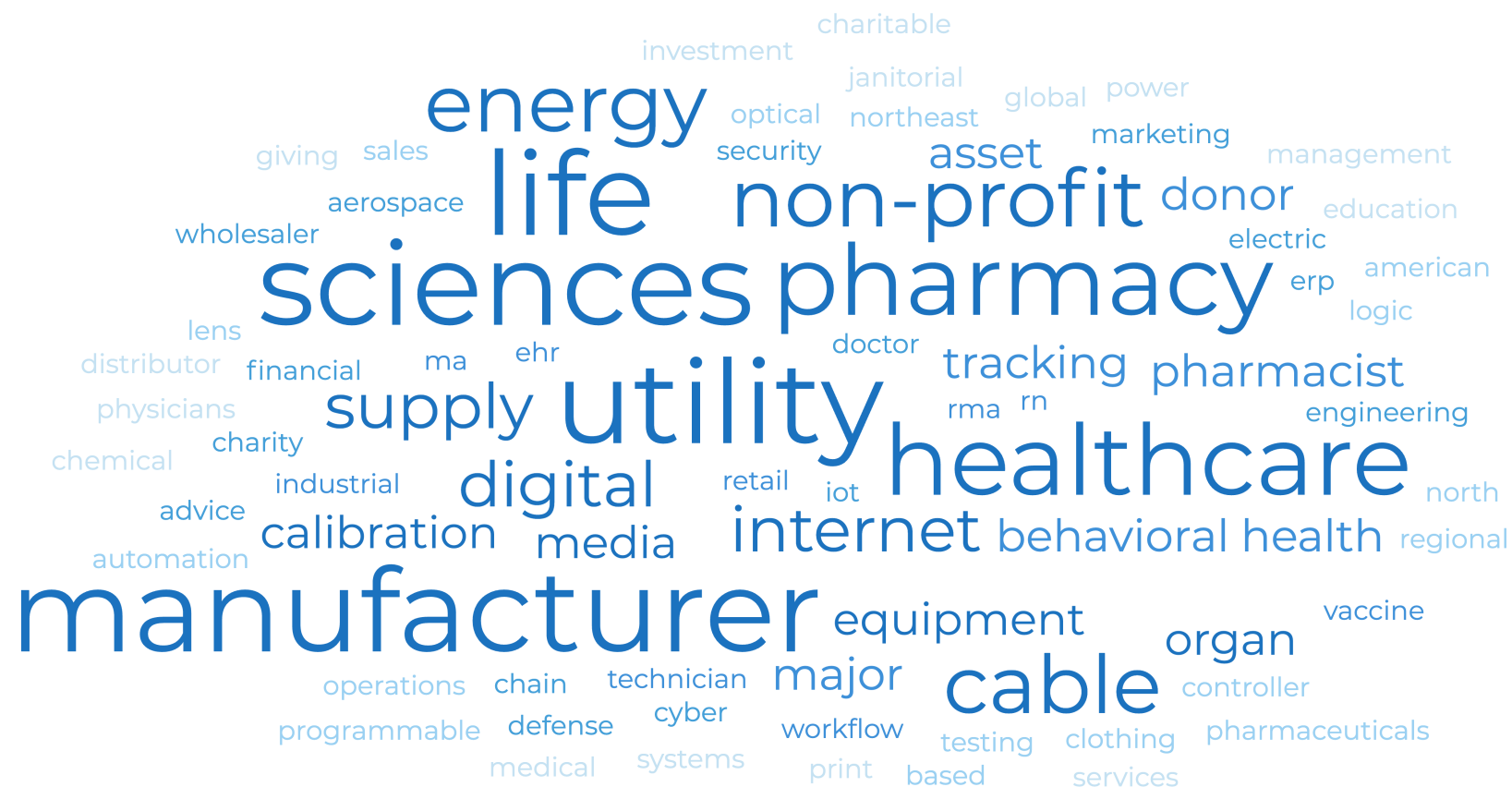


### The Results

- Local engagement with global delivery
- Offshore delivery with a cost efficient, time sensitive approach
- Unwavering attention to quality

# Salesforce Clouds





# The Enable Consulting Advantage

