



**DTC +  
Salesforce =**

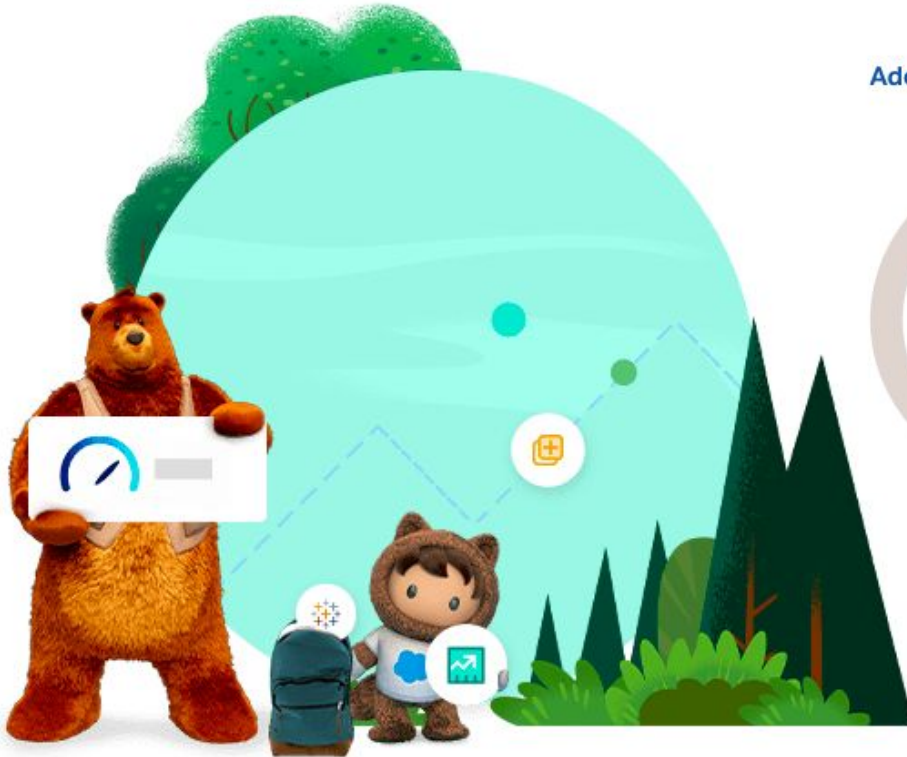
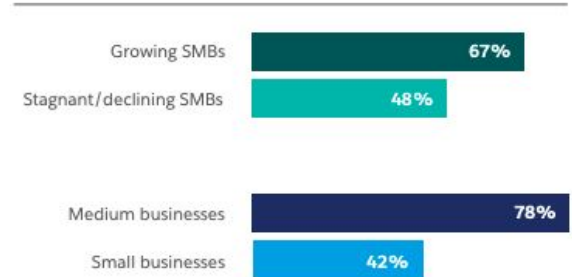
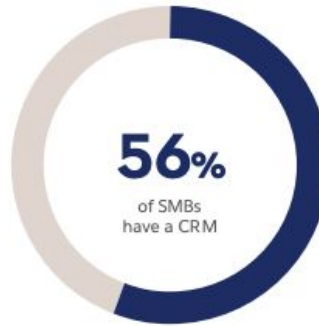
**Ensuring Your  
Success**



# Salesforce for Small & Medium Business



Adoption of CRM Systems by SMBs

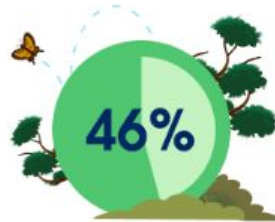


# Does my Small Business Need a CRM?



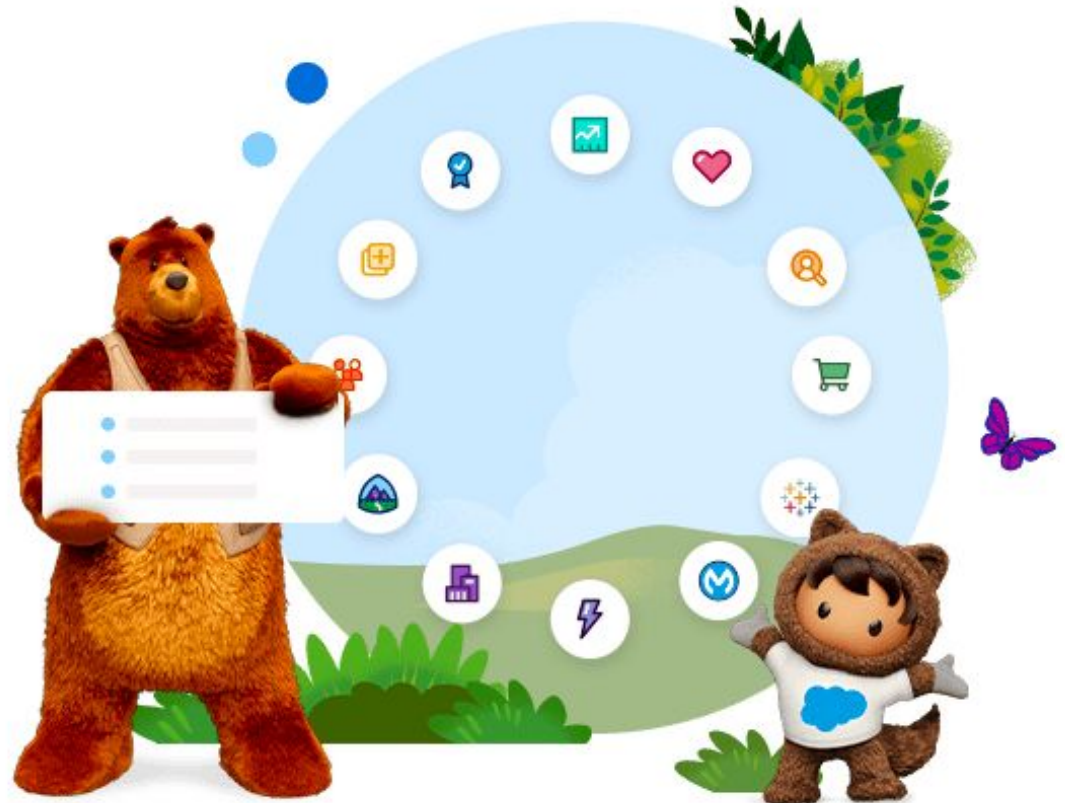
63% of SMB leaders who use a CRM system say the number one benefit of a CRM is that it helps them provide better or faster customer service.

- ❖ You need a better way to track prospects & Customers
- ❖ Your prospects and customers have multiple point of contacts
- ❖ You have a long or complex Sales Cycle
- ❖ You want to improve your Sales, Marketing and Customer Service ROI
- ❖ You want access to more usable business data
- ❖ Your goal is to grow your Business
- ❖ You're ready to leverage Automation



According to the fourth edition of Salesforce's Small & Medium Business Trends Report, 46% of SMB owners and leaders rate automation capabilities as extremely or very important.

At DigiTools  
Consulting,  
we Help YOU  
use  
Salesforce  
CRM for  
Your Small  
Business!





salesforce



# QUICK START

\$ 1999



## Salesforce Implementation



### Project Initiation

- Discovery
- Business Process Review
- Planning



### Data Migration

- One time migration of Account, Contacts, Leads, and Opportunities data



### Training

- End User Training (1hr)



### Customization

- Custom Fields (up to 20/org)
- Page Layout (1/object)
- Custom Reports (up to 2)
- Custom View (1)



### Support

- Implementation Assessment (30 min; after 2 weeks of operation)



### Core Implementation

- Core Sales Cloud Functionalities for Leads, Accounts, Contacts, Opportunities, and Activities



## Industries we serve



Manufacturing Industry



Non-Profit Organizations



# DTC's Service Support Plan



	<b>Bronze</b>	<b>Silver</b>	<b>Gold</b>	<b>Platinum</b>
<b>Paid</b>	<b>10 hours</b>	<b>20 hours</b>	<b>40 hours</b>	<b>80 hours</b>
<b>Monthly</b>	\$600	\$1,000	\$2,000	\$4,000
<b>3 Months</b>	\$1,800	\$2,500	\$5,500	\$11,500
<b>6 Months</b>	\$3,300	\$5,200	\$11,000	\$21,500
<b>12 Months</b>	\$6,200	\$10,500	\$21,500	\$44,500

- ★ Special price will be offered for exceeding 80 hours per month.
- ★ Additional hours will be charged at rate of \$50/hour.
- ★ The support provided shall be Off- Site.



# Thank you. Let's Connect!



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