

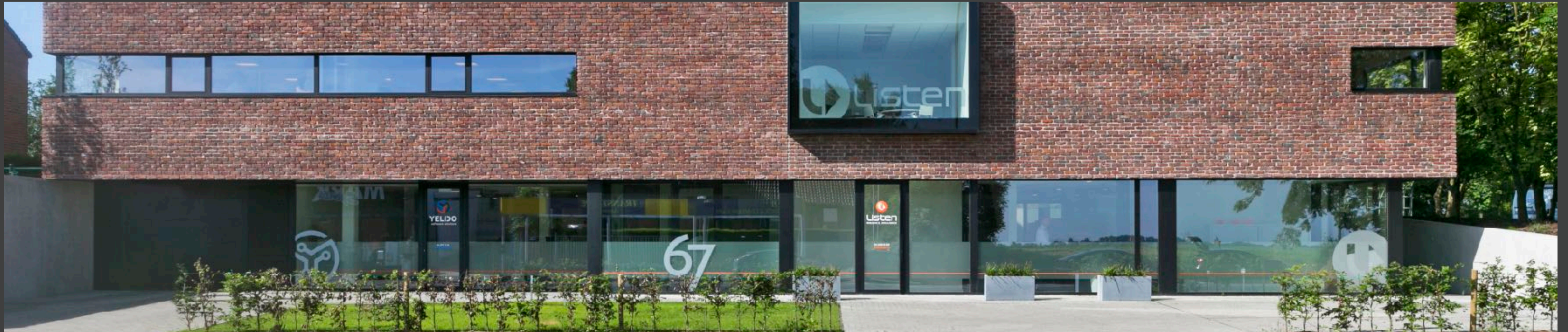
YELIDO

PARTNER PRESENTATION





About us



Yelido is a software company specialized in **digital transformation** located in Belgium (**Liège** area).

We believe on **customers potential** and we want to help them growing by **facilitating** their process through digitalization



Our values



CONTRIBUTION

Evolve ethically and **sustainably**
Contribute to the deployment of our world in a respectful
and future proof manner

COLLEGIALITY

Work together to achieve our goals in a climate that
promotes **trust**, teamwork and mutual aid

INSPIRATION

Be curious and passionate about **innovation**
Be a source of inspiration to provide **customer success**

Yelido's Salesforce journey

Partners



registered
consulting partner

registered ISV
partner



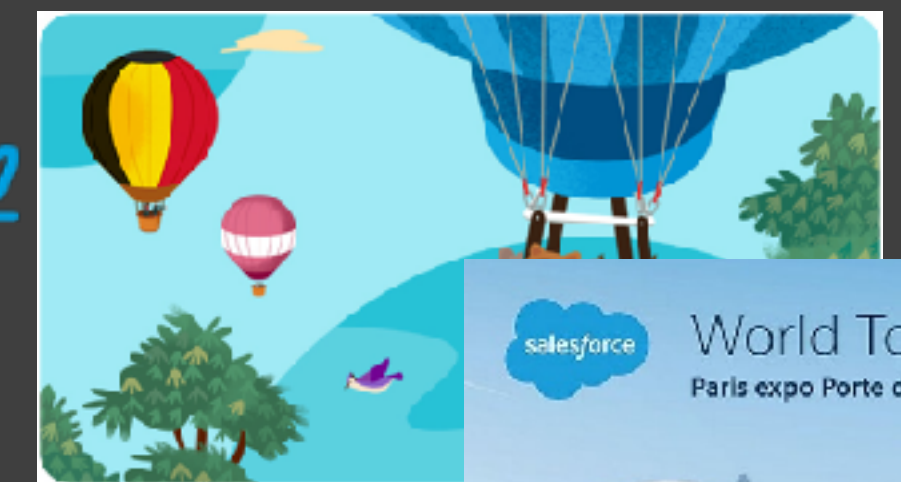
Yelido's Salesforce journey

Certifications



Our team is **motivated**, highly **qualified**, **certified** and **committed** by **customer success**

& fun/ experiences



Salesforce @ Yelido

Our areas



Cloud

Sales Cloud
Service Cloud
Experience Cloud (Customer/Partner)
Platform



Needs

Integrations
Automations
Lead to Order
Order to Cash



Markets

Belgium / Luxembourg / France
50 - 250 employees
Customer Proximity



Think Different

High development skills
Long term partner for growth
Architecture and guidance
SME Accelerator (Orchestra)

Salesforce @ Yelido

Our approach



Functional analysis

Translate the needs in a Salesforce environment based on the defined scope.



Development

Develop the solution in an iterative way (AGILE).



Support

Provide Evolutive maintenance and support



Definition of requirement

Various workshops with the necessary key-players to analyze needs and list-up desired features.



Architectural design

Think and design the best technical solution for the application.



Go Live

Release the solution in the Salesforce production organisation.



Why Yelido?

Yelido goes beyond a classical CRM implementation, we lead towards a global reflection on the business processes in an efficient manner

Proximity

Way of working
Customer intimacy (+ feedback of current customer)
Long term relationship

Efficient

Agile in order to have the max ROI on customization and development
Adaptable in order to max leads conversion (+ custom dev capabilities)

Professional

Customer care support
Multi-skills
Sustainability, transparency, trust

"It was great experience working with you and your team. The automation was perfect to get us through the growth phase."