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GREENER PASTURES CONSULTING - GreenSaaS

Greener Pastures Consulting is dedicated to helping customers succeed with Software-as-a-Service (SaaS) offerings. Our flagship brand (GreenSaaS) is built up around a core competency in the Force.com platform, part of the Salesforce.com umbrella. Our certified consultants will help you get the most out of your existing or planned investment in the platform and surrounding software landscape.



...You Are

You've tried to make change happen from within and it's either taken too long, cost too much or it got messy fast. You have budget and the desire to live in a simpler software environment - we're willing to help you create a vision and make it real. You are... a business ranging in size from 10-person start-up to 1000-employee mid-sized enterprises. You're somewhere along the spectrum of building everything in Salesforce as the Sales lead to farming out all development to internal sophisticated IT teams - we'll dove-tail into either environment if your business is committed to getting better. Through experience we've learned: companies that value operational simplicity are willing to pay for it; and that, conversely, those that value complexity and bureaucracy are paying for it every day.

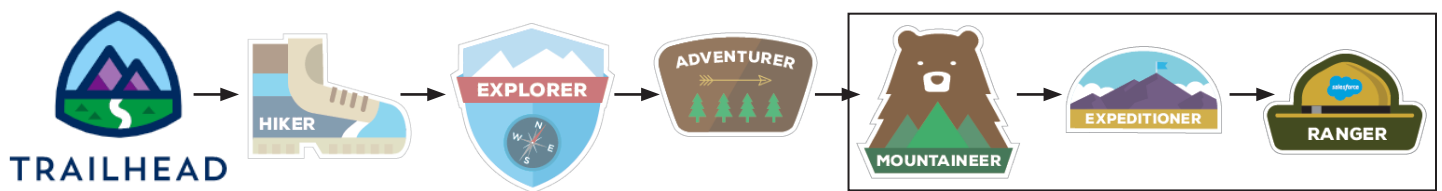


Say no to red tape.



...We Are

You have options. Salesforce has high quality partners who use their "tried and true" approach to all projects - standard estimating models and requirements templates, a cascading waterfall of handoffs from Sales to Business Analyst to Lead Developer to you, good for all but great for none. On the other end of the spectrum, you've got a friend who's got a brother whose sister is great at Salesforce but... you've brought them in, and you just don't get the sense they've delivered anything as complex as your need. We have a track record and our handoffs are minimal - your Solution Developer is your single contact throughout the engagement. Our core values of Patience, Agility and Rapport (PAR) were forged in the crucible that is Enterprise Application Development in Corporate America - replete with all the goodness of highly successful project launches and colossal corporate failures. We're committed to helping you shift the balance in favor of a higher proportion of successful software solutions and our understanding of potential pitfalls is the recipe for success.



PATIENCE

Mantras: “Wait and See”, “Crawl/ Walk/Run”. We think of how you enable your teams with a similar progression: Enablement → Compliance Reporting → Guardrails. First - allow people to do the right thing, without much in the way of constraints. Second, establish data controls around certain fields and write reports that yield up Compliance errors. Finally, employ Operations Science discipline (pareto, high-bar removal) and effect Guardrails. If you rush in to constrain behaviors before you understand them fully, you’ll build a rigid and unusable system... that costs a lot to change.

AGILITY

We can get in quickly and deliver value measured in weeks and months, not years. We use industry leading tools to model and manage software change and we love to move fast. If you don’t have software tools in house, we’ll use ours. Our typical sprint is 2-3 weeks long and is punctuated with a professional demo. We know that operational adoption of features is the limiting factor in managing change and we know that the greatest measure of progress in a Software project is WORKING CODE DELIVERED TO PRODUCTION.

RAPPORT

We want you to trust us so we’re bringing our best communicators to the table. If we don’t know you already, we want to start small and earn that trust and (ultimately) become your go-to solution. If you already know us, you know that we want to understand your business deeply. We’ll probably spend a bit more time than other consultants with questions about your Go-to-Market strategy and we know that this results in a more robust solution than just listing out all the data you want to “hoard”.

Key Services



Greener Pastures Consulting’s **Fresh Eyes** service provides consultants whose strong suit is understanding your business and questioning why complexity exists in the software tools that support the business. These consultants have seen what good looks like in other companies similar to yours and are armed with a body of *best practices* as well as *pitfalls*. Avoiding pitfalls before your business is victim to them saves time and money and allows you to focus on acquiring and servicing your customer base.



Greener Pastures’ **Starting Block** service gets your business up and running in a fraction of the time and cost than getting started on your own. What makes the service unique is extended post-implementation support plans that other implementation firms leave out. This strategy helps remove fears surrounding incomplete support for operations and allows you to get to market sooner with your new operational processes



Bottle Lightning by moving your team to the new SFDC User Experience, Lightning. Your sales and support teams will be faster with Lightning Actions replacing javascript buttons and triggers, with process builder replacing older forms of workflow rules and with enhanced User Interfaces using Lightning Record Pages and Lightning Dashboards