

We are not a software development company

We unlock the value of low/no-code platforms

We don't make software - we help our customers maximise value out of Salesforce. The Salesforce platform offers you freedom to create and grow. We design services and business technology with you, so you can take ownership of your future.

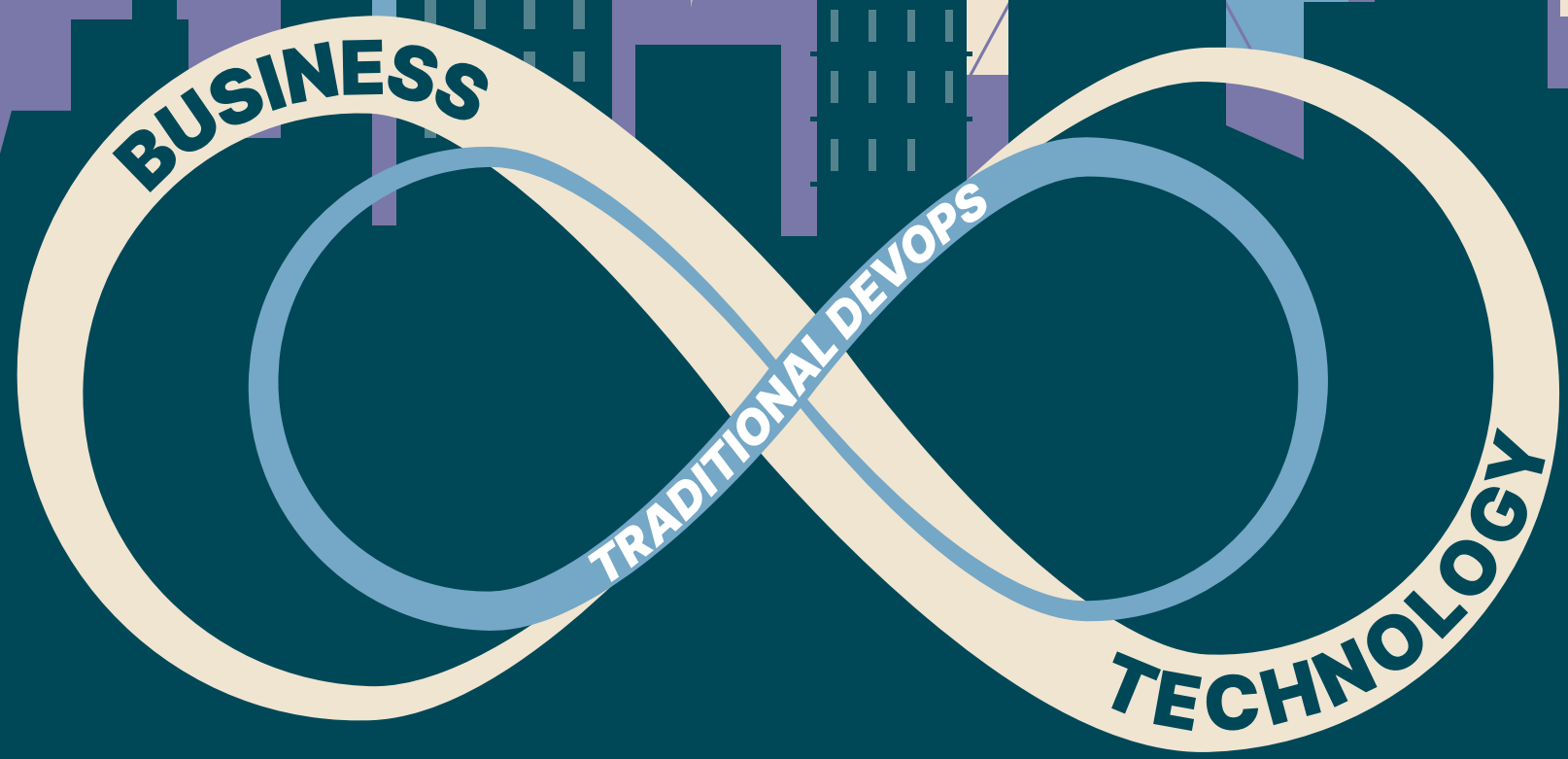
250+
Salesforce mainline certifications

4.8/5.0
Customer satisfaction rating



Data-powered customer experience with Salesforce

Becoming the most transformative Salesforce partner in the market.



Business design

Includes capabilities to support design and development of business & technology operating models.

Empowers business users and leaders to articulate business needs in a technical context using AI and take ownership of the development journey.

Rollout and technology management

Includes capabilities to support process optimisation, Management of development releases, integrations and platform upgrades.

Low/no-code & AI platforms

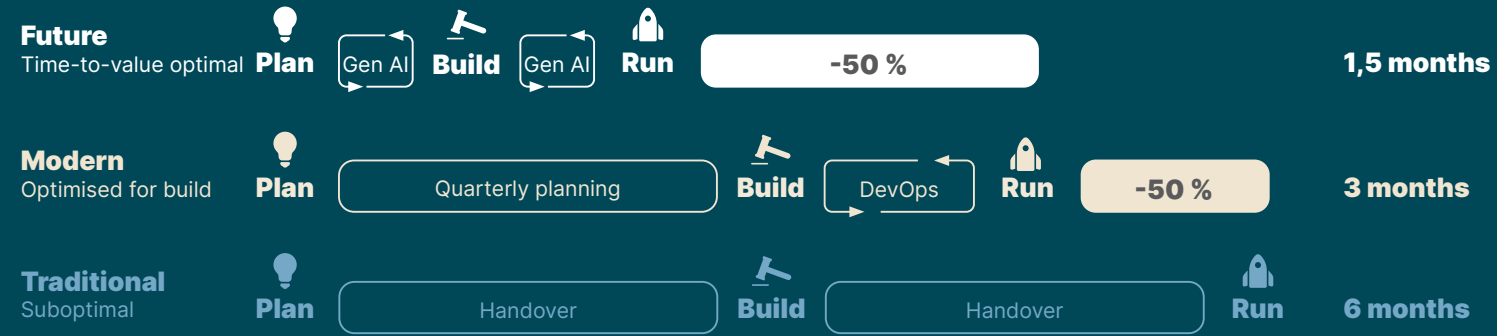
Use of low/no-code & AI powered platforms to accelerate the planning cycle time from 3 months to 3 weeks.

Manages technical debt and enables easier maintenance of enterprise applications.

Sofigate supports customers in creating a data-powered customer experience with Salesforce, designing services, and business technology and taking ownership of their future.

We combine transformative business perspective with the latest technology knowledge to help organisations to make better use of Salesforce, customer data, and generative AI.

We are more business-minded than the typical technology partner - best alternative for those who find their current Salesforce development too technology-focused - moving customers from heavy-to-implement systems to modern business platforms that are quick to set up, easy to modify, and inclusive by nature.



Maximize your business platform value

We are the best alternative for those who find their current Salesforce development too technology-focused. We ensure you get priority, proactivity, innovation and respect from us - the basis of our work has always been co-creation with our customers.

We're also a unique partner for those that have both Salesforce and ServiceNow as strategic platforms.

- ✓ **Human-Centred business design and capability Planning**
- ✓ **Salesforce Innovation Workshops**
- ✓ **Concept-based delivery**
- ✓ **Data leadership and governance**
- ✓ **Proven industry solutions on Salesforce**
- ✓ **DevOps teams and Customer Care**

Our Agile and transformative Salesforce teams in Finland, Sweden and Poland provide excellent service with cost efficient scalability.



Our service strategy

Transformation

Capability to transform operations to become digitalized and automated. Focus is on people.

+

Solution

Capability to understand diversity of operations and develop best fit solution based on industry best practices.

+

Platform

Capability to operate and maintain Salesforce platform cost efficiency and ensure good support and fast response to change requests.

Sofigate Bridges Business and Technology

Focus on Business Outcomes

Data Driven Decision Making

Cross-Functional Collaboration with Common Operating Model

Agile and Adaptive Development

Co-creative business technology operating model for accelerated time-to-value

People-centric transformations powered with AI and operating model

Building a transformation capability

Leading transformation journeys

Full service digitalization with unique planning & execution

Data-powered customer experience with Salesforce

Human-centered service automation with ServiceNow

AI-ready enterprise SaaS platforms

Here's what you get when you choose to work with us

Leading transformation capabilities

Better human experience

Data driven decision making

Low code / no code solutions

Salesforce is More than a Sales and Marketing Automation Solution

Salesforce is a platform to build customer experience and a culture to capture highly valuable information. Sofigate combines its transformative business perspective with the latest technology knowledge to enable organisations to make better use of Salesforce and their customer data. Sofigate are committed to taking the digital leap with customers, enabling new business models and improving the human experience for the whole enterprise. We want to be the most transformative Salesforce partner in the market.



Sofigate's "Super powers" enables us to focus on:

- Leading edge transformation capability
- More business minded than a typical technology company
- Unique partner for enterprises using both Salesforce and ServiceNow
- Focus on industry vertical solutions; Non-profit solutions, Public Sector Solutions, Energy & Utilities cloud and concept-based high value solutions: CPQ, Customer Service, Marketing Automation and Commerce

Sofigate is a compelling partner

We are the best alternative for customers who find their current Salesforce development too technology focused or do not get the required priority, proactivity, innovation or respect from their current partner.

A The public sector is investing heavily in customer service to enhance customer experience while reducing costs

B Midsized enterprises view Salesforce as a strategic platform for business development and digital transformation

C Business leaders in large enterprises are seeking a transformative partner that can provide faster time-to-value

Time-To-Value Optimized Operating Model Essentials

Reason for low-/no-code platform	Customer's way of working	Traditional Suboptimal	Modern Optimised for build	Future Time-to-value optimal
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Strategic
Business transformation



Business value focused sourcing with preference for strategic supplier relationships. **Business has key role in partner selection.**



Tactical
Development platform



Competence and cost balanced sourcing with preference for local presence. **Business complains if value expectations are not met.**



Operational
Point-solution



Cost-focused sourcing favouring offshore, **business is not engaged in vendor selection.**



Office locations

