



MANUFACTURING CLOUD JUMPSTART

salesforce

a Turnberry Salesforce solution

TIME FRAME: 8-10 weeks

TEAM: Experienced Manufacturing Cloud Consultants

designed to deliver the jumpstart **YOUR SALES TEAM NEEDS**

Everything you need to stand up your Manufacturing Cloud instance in 8 to 10 weeks

- Increase accuracy in account forecasting
- Improve transparency of account performance with sales agreements
- See account-related special pricing agreement insights
- Uncover a historical view of customer sales agreements and pricing history
- Increase productivity with account manager targets
- Provide visibility into key sales metrics & KPIs

WHAT'S INCLUDED

1 Discovery + Exploration

- Discovery sessions to gather information around order transaction types and pricing approval scenarios based on customer engagement models
- Identification of ideal special pricing agreement scenarios
- Understand key sales metrics and KPIs
- Summarize findings and learnings through Business Requirements documentation

3 Training

- Conduct training sessions for super users and trainers so they are prepared to conduct end user training
- Create and share training material related to the Manufacturing Cloud jumpstart configuration

2 "The Jumpstart"

- Configure Manufacturing Cloud to align with your desired sales processes by using sales agreements and special pricing agreements
- Connect sales agreements to orders and opportunities
- Configure approval process in Salesforce for special pricing agreements
- Configure user accounts, security, and sharing capabilities
- Create relevant dashboards and reports that align with your sales goals and KPIs

4 Readiness and Support

- Support user acceptance testing (UAT)
- Conduct and support the production go-live
- Support the team post go-live

WHY TURNBERRY?



Manufacturing Cloud

The nation's leading companies partner with Turnberry for our holistic approach to Salesforce solutions, flexible engagement model, and top Salesforce talent of all levels. Turnberry's Salesforce capabilities combine all the perks you get from a large-scale system integrator, like national reach and breadth of expertise, with all the benefits of a boutique player, including flexible engagements and exceptional talent.

You can rely on our team's deep expertise in the manufacturing, legal, healthcare, and life sciences industries, and our proven track record helping clients realize the value of their Salesforce investments.

Already using Manufacturing Cloud? Turnberry offers a variety of packages to evaluate and optimize your existing Salesforce products. Reach out to info@turnberrysolutions.com to learn more.