

GET TO KNOW CLOUD GIANTS



What does a successful Salesforce partnership look like? With over 2,000 Salesforce consultants offering to help “Drive Transformational Experiences,” “Innovate at Scale,” and even “Dream Bigger,” you’re blessed with options. So how do you know a particular partner will be the *best* one for your team and business?

On paper, most Salesforce consultants look very similar in terms of what they provide. But just as important as “what” a partner delivers is “how” they deliver. At Cloud Giants, our “how” is evident in our core values of People First, Continuous Curiosity, Keep it Simple, Be Thankful, The Right Solution, and Have Fun.

I INVITE YOU to get in touch to learn more about what that means, and see if we’d be a good fit for your team.



KELLY FROMMER
Founder & CEO

OUR APPROACH

Cloud Giants is the trusted Salesforce partner for a wide range of industry-leading corporations and non-profit organizations including Grifols, SolarWinds, Circle K, Rapid7, and Habitat for Humanity. Our approach is shaped by our core values, and characterized by collaboration & co-development, communication, and simplicity.

Collaboration & Co-Development

Cloud Giants emphasizes coaching and mentoring the teams we work with, teaching best practices and sharing the knowledge that we have gained over hundreds of engagements. We know that when our client partners are engaged and expanding their skills, great outcomes follow.

“We want to be equipped to do as much as we can, and [our Admin] has learned a lot from your team. We have ownership over our system, but we also have a good partner when we need complex solutioning, or have questions about doing something in the best way possible.”

– EMMA JONES | EXECUTIVE VP, CREDO

Communication

With Cloud Giants, you’ll always know where things stand. Documentation is never an afterthought, because it’s critical to scalability and long-term success. We’ll always give it to you straight, and obsess about getting to the right solution, together.

“What stands out about Cloud Giants is how they deliver information. Their documentation is exceptional, and they have a very diplomatic and tactful way of presenting the pros and cons of various options. Cloud Giants helps us make educated decisions quickly and determine the best path forward.”

– CANDICE GERVAISE | SALESFORCE TEAM MANAGER, RALEIGH-DURHAM BASED TECHNOLOGY COMPANY

Simplicity

Cloud Giants doesn’t overbuild or add complexity for complexity’s sake, and we minimize custom development to ensure your solution is scalable and extensible. We talk in simple, common language and avoid jargon to ensure everyone is on the same page.

“Simplicity has been at the core of our engagement and every solution that’s been developed for us. Distilling complexity—not only of technical solutions, but business processes as well—has been critical.”

– AMANDA GUNTER | SENIOR DIRECTOR, DIGITAL LEARNING AND CULTURE, PAEA

OUR FOCUS

Everything we do starts with an understanding of your quantifiable business goals, and designing the end-user experience that will enable the desired results.

That focus has helped our clients achieve:

42%

decrease in
quoting mistakes

100%

decrease
in support calls

200%

reduction in time to
create a new opportunity

Already Using Salesforce?

For companies who want to get more out of their existing Salesforce investment, Cloud Giants offers Expert as a Service, a team-based approach to delivering impactful, iterative Salesforce breakthroughs while providing coaching and training for admin teams.

From reducing clicks to fully automating processes, Cloud Giants can help identify opportunities to improve the seller experience, reduce customer effort, and minimize technical debt.

New to Salesforce? Or exploring a new Salesforce Solution?

For companies who are new to Salesforce or plan to adopt a new Salesforce product, Cloud Giants supports product selection, business process modeling, requirements gathering & definition, configuration & custom development execution, user adoption & training, and post go-live support.

From improving your Quote to Cash processes leveraging Configure, Price, Quote (CPQ), to better engaging customers and partners through Experience Cloud, Cloud Giants supports a broad range of business objectives.

ABOUT

Cloud Giants provides consulting services to midsize B2B organizations in the Salesforce ecosystem looking to accelerate revenue operations.

Through a unique blend of Salesforce expertise, technical proficiency and business acumen, we drive results and influence meaningful KPIs aligned to your business objectives.

Cloud Giants specializes in:

- » Increasing the velocity of revenue operations
- » Reducing friction in the selling process
- » Providing process transparency to all teams involved in the revenue lifecycle
- » Simplifying and automating business processes
- » Enhancing and streamlining the buyer experience
- » Minimizing technical debt and delivering quicker time to value

Our expertise includes Revenue Cloud/CPQ, Sales Cloud, and Experience Cloud solutions.

CURIOS?

Contact us to learn more about how we can work together.

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