



Partnering with companies to drive stage-appropriate growth.

STRATEGY CONSULTING - A DIFFERENT APPROACH



Hands on builders

We are not consultants interested in telling you what you should do. We are operators at heart. We are a part of your team, building together, and testing what we built to make sure it works.

Founder's experience

As founders ourselves, we are deeply familiar with the unique challenges of a new company or a new organization. We balance long term vision with the importance of meeting interim milestones in hyper constrained environments.

Cross-functional collective

We believe that functions within a company are more like systems of a body than independent departments. We use cross-functional teams and collective wisdom to create lasting solutions.

UNIQUE GO-TO-MARKET EXPERIENCE

Lay the foundation required to ensure your Go-To-Market function is set up for success from day 1

Create predictive models that ensure you're staffed appropriately and do not over or under-hire

Roll-up our sleeves and do the work instead of sitting back and telling you what you should do

Create and implement processes and materials for teams to onboard, ramp, and exceed goals

Access to a team of proven rockstars of Sales Representatives, Account Executives, Customer Success Representatives, Solution Engineers, Revenue Operations, Marketing, and more

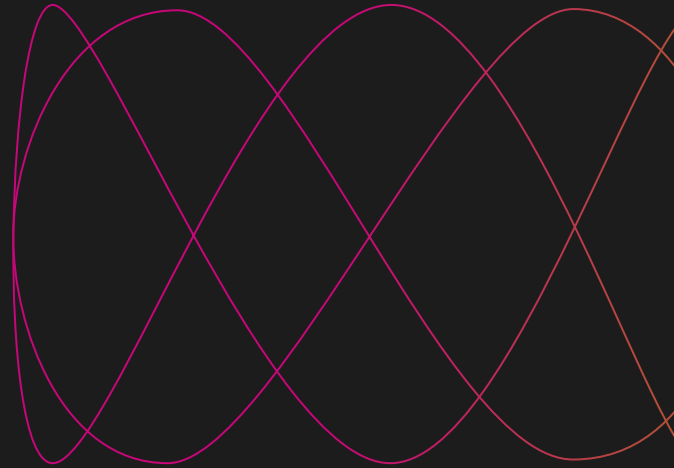
Create playbooks that incorporate the entire customer journey, not just the initial sale

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The Salesforce partner intertwined with your client's success



SALESFORCE PARTNER SERVICES

Always best practices of Salesforce development and configuration at the heart of our delivery and customer success

- Salesforce integrations
- QuickStart implementations
- HLX accelerators
- Health checks
- AppExchange app development
- Custom development
- Tableau analytics
- Mulesoft
- CPQ Experts



SALESFORCE MANAGED SERVICES

Increase adoption

We get the most out of your Salesforce platform while you deal with bigger issues

Service desk utilizes the full Salesforce platform

Proactive regression testing pre- & post-tri-annual updates

Avoid compatibility issues & resolve any potential threats

Daily support

We keep your solution running while you work on your roadmap and planning

Day-to-day Salesforce support and Salesforce related incidents

Change requests and release management processes

All administrative tasks on the platform

Continuous evolution

We manage user requests and enhancements preparing you for the future

Rapid user request resolution and small enhancements

Expert advice to continuously develop platform

On demand specialists available for targeted development

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