

Salesforce SalesCloud QuickStart

Getting the customer up and running with maximum impact

Client example



Product Salesforce QuickStart

Term 10 weeks

Contract Fixed term

Pricing Fixed

Description

SF implementation should be speedy, meet core business requirements and be a strong foundation for further development in the future

Total cost to client

£9,500 + VAT (+ extra Tech Stack integrations £750)

Components Salesforce Implementation

10 weeks

Requirements Workshops x 3 (90 minutes each) - Process Documentation to RevOps best practice

Fully Documented Requirements - Prioritisation & Design Recommendations

UX/UI

1. Page Layouts
2. Homepage
3. Company Branding

Objects to be configured

1. Leads
2. Accounts
3. Contacts
4. Opportunities - up to 3 record types / Sales Process Custom Fields to support a process such as MEDDIC)
5. Product Line Items
6. Quote & Quote Line Items
7. Products & Pricebooks
8. Role Hierarchy

Automations included

1. Lead & Opportunity assignment rules
2. Automated renewal opportunity creation

Integrations

1. Integration with current Marketing Automation System i.e. HubSpot included
2. Tech Stack Alignment - i.e. Teams or Slack integration; Gong, Outreach, LinkedIn etc. (additional £750 per integration)

Full documentation of configuration work provided

Total cost = £9,500 + VAT (+ additional £750 per Tech Stack integration)

Fixed pricing