Revenue Cloud QuickStart
Accelerate Impact, Amplify ROI

Get Started

Girikon › Salesforce › Salesforce Revenue Cloud QuickStart

Revenue Cloud QuickStart

Experience the rapid impact of Revenue Cloud with our fast & seamless implementation that will get you up and running in just a few weeks.

Our Revenue Cloud QuickStart package offers a complete solution to accelerate your Salesforce Revenue Cloud adoption and unlock its full potential. Salesforce Revenue Cloud unites multiple existing products in the Salesforce ecosystem, most notably Salesforce CPQ & Billing, to support and enable a more robust sales engine for subscription products, recurring revenue and consumption-based business models. This package is perfect for businesses aiming to rapidly upgrade their technology infrastructure and implement industry best practices for swift digital transformation. .

Revenue Cloud QuickStart

Key Benefits

- **Rapid Deployment:** Get operational in weeks, not months.

- **Expert Guidance:** Benefit from industry best practices and tailored goal alignment.

- **Clear Scope and Budget:** Ensure a defined project scope with fixed budgets and timelines.

- **Effective Training:** Drive user adoption with comprehensive training sessions.

- **Flexible Engagement:** Choose from time and materials options to suit your needs.

Consultation & Discovery

- Gather business requirements and understand business goals
- Discuss roadmap to success

Salesforce Configurations

- CPQ and Billing baseline implementation
- Product, Product Bundles, Pricebook, Quote
- Contract, Order, Amendments, Renewals
- Custom Branded Quote Document
- Price rules, 5 product rules, discount schedules
- Billing Rules, Tax Rules, General Ledger Rules, Revenue Recognition Rules, Legal Entities
- Invoice Document using Conga
- Supported Payment Gateway and Tax Package integration
- Contract management process
- Invoices Emailing
- Dunning Notice configuration
- Integration to ERP/Financials System of Record

Data Import

- Data migration

Resources

- Access to Senior Business Analyst/Project Manager, Solutions Architect, Salesforce Developer.
- User training. and enablement sessions

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STANDARD	PREMIUM
$11.25K to $12.75K 5-7 weeks	**$14K to $20K+** 8-10 weeks

STANDARD

CPQ Scope

- **1 Currency, 2 Pricebooks**

- **1 Output Quote document in English**
  - Standard CPQ quote document output or Conga CPQ Quote Document
  - Not to exceed 5 pages

- **Product Data-load (Up to 400 products)**

- **Up to 10 product bundles**
  - Up to 10 price rules , Up to 10 product rules
  - Up to 5 discount schedules

- **Enable contracts, orders, Amendments & renewals**

- **Up to 15 custom fields - limited to:**
  - Product, Quote, Quote lines
  -
- **Up to 3 User Profiles**

Billing Scope

- Up to four Billing Rules
- Up to four Tax Rules
- Up to four General Ledger Rules
- Up to four Revenue Recognition Rules
- Up to two Legal Entities
- One Invoice Document using Conga
- One supported Payment Gateway integration
- One contract management process that allows for amending and renewing of contracts.
- One workflow process for emailing Invoices to the Billing Contact
- Dunning Notice configuration
- Integration: one data flow to ERP/Financials System of Record

Assumptions

- Client has cleansed their data ahead of time.
- Refreshed copy of Sandbox to work in.
- Requirements shared with GIRIKON prior to project kickoff
- SME available to work with GIRIKON Architect.
- End-user Training will be conducted by the client.
- Up to a 5-hr knowledge transfer / Train the Trainer session.

Out of Scope

Custom objects , Integrations, Translations, Data Cleansing, Approvals/ Flows

PREMIUM

CPQ Scope

- **2 Currency, 2 Pricebook**

- **2 Output Quote document in English**
  - Standard CPQ quote document output or Conga CPQ Quote Document
  - Not to exceed 5 pages

- **Product Data-load (Up to 500 products)**

- **Up to 20 product bundles**
  - Up to 10 price rules , Up to 10 product rules
  - Up to 5 discount schedules

- **Enable contracts, orders, Amendments & renewals**

- **Up to 20 custom fields - limited to:**
  - Product, Quote, Quote lines

- **Up to 5 User Profiles**

Billing Scope

- Up to four Billing Rules
- Up to four Tax Rules
- Up to four General Ledger Rules
- Up to four Revenue Recognition Rules
- Up to two Legal Entities
- One Invoice Document using Conga
- One supported Payment Gateway integration
- One supported Tax Package integration
- One contract management process that allows for amending and renewing of contracts.
- One workflow process for emailing Invoices to the Billing Contact
- Dunning Notice configuration
- Integration: two data flows to ERP/Financials System of Record

Assumptions

- Client has cleansed their data ahead of time.
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Out of Scope

Custom objects , Integrations, Translations, Data Cleansing, Approvals/ Flows

Ready to leverage the full potential of Revenue Cloud? Contact us now and start today!

Contact Us

How it works / Our Approach

• Discovery Workshop(s)

Our Salesforce experts will partner with you to:

- **Understand Your Business:** Analyze your unique processes and identify opportunities for improvement.
- **Define Your Vision:** Explore your long-term goals and aspirations for Salesforce.
- **Recommend Tailored Strategies:** Leverage our extensive experience to provide expert guidance.

• Delivery

- **Understand the Fit:** Explore how Salesforce can enhance your business, aligning Revenue Cloud with your model.
- **Configure Your Process:** Set up your business process within the Salesforce platform.
- **Hands-On Demonstration:** Experience realistic data entry for practical understanding.
- **Platform Familiarization:** Learn about the relationship between your quote-to-cash process & revenue cloud objects for effective customization.
- **User Creation and Data Migration:** Set up users and transfer data.
- **Next Steps Preparation:** Get ready for the next phase of your Salesforce journey.

• Key Outcome

- **Rapid Automation:** Streamline your business process on Salesforce.
- **Remote Access:** Empower your team to work from anywhere.
- **Data Consolidation:** Break down data silos and centralize customer information on Salesforce.
- **Next-Level Readiness:** Prepare for advanced automation with our training and support.

Additional Support

After project delivery (as per the opted package) is complete, Girikon will provide the following support for additional four weeks:

- Email based support
- Minor tweaks to your implementation
- Up to 2 hours of additional training time for better concept/ technology/roadmap understanding

This ensures that you find us by your side when you need. As your organization grows and evolves, your Revenue Cloud CRM implementation will need to keep pace too. It will always be easy to re-initiate enhancements by partnering with someone who already has the background knowledge, context & shares the vision. Feel free to reach out anytime!

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Partners & Certifications