



Unmatched expertise in Salesforce-powered HLS solutions that drive innovation, efficiency, and growth

Offering Overview

One Platform, One Industry, One Goal—Excellence.

At **WilcoSource**, we specialize **exclusively in Salesforce for Healthcare & Life Sciences**, leveraging Life Sciences Cloud, Health Cloud, Data Cloud, MuleSoft, Einstein AI, and Agentforce, along with Marketing Cloud, Service Cloud, and Revenue Cloud, to drive innovation and efficiency. Our singular focus and deep domain expertise ensures HLS organizations maximize the full potential of Salesforce—right from the start and every time.

Pharmaceuticals

Enhancing patient access, therapy distribution, and drug safety through innovative Salesforce solutions.

Our Focus

- Patient Services
- Insurance Verification & Authorization
- Drug Safety
- Patient Assistance Programs and Copay
- Patient Adherence
- Medical Information and Adverse Events
- Provider & Patient Portals

Medical Technology Expertise

Streamlining billing, quoting, and order fulfillment to drive efficiency and compliance.

Our Focus

- Lead to Cash
- Contract Monitoring and Performance
- Quoting of Service Contracts
- Service Contracts Management
- Order Management
- ERP Integrations with Salesforce
- Asset & Inventory Management

Healthcare Provider Expertise

Improving patient journeys and care coordination with advanced digital health strategies.

Our Focus

- Patient & Physician Engagement
- Revenue Cycle Management
- Interoperability & Automation
- Patient Education & Clinical Support
- Digital Health Transformation
- Hybrid Cloud Strategy & Migration
- Next-gen Solution Design and Engineering

Payers

Optimizing claims processing and management for a seamless provider and member experience.

Our Focus

- Marketing & Sales
- Enrollment and Administration
- Member Services
- Medical Management
- Network Management
- Benefits and Products
- Employee Engagement

WilcoSource: Only Salesforce, Only HLS.

100+

Transformation
Projects

100+

Consulting
Engagements

600+

Implementation
Experts

120+

Hub services
Experts

4.9

Star customer
satisfaction rating

10+

Years of
Salesforce HLS

Customer Success



Move from data chaos to data clarity by streamlining patient enrollment for leading US based pharmaceuticals.



From enrollment to insights with real-time trend tracking with MuleSoft for leading pharmaceutical distributor.



Turbocharging support with speed by reducing order update time from 8 hours to 15 minutes using MuleSoft



From legacy to leading-edge; Salesforce migration for better lead management, opportunities and campaigns.



Integrating patient intake and claims management to save \$2M annually, and 15% workforce productivity.



Revolutionizing sales strategy, and automating process for a biomedical company with multi-national sales team.



Streamline Q2C with automation reducing quoting process times for leading healthcare diagnostics company.



Rewrite medical CPQ playbook for leading molecular diagnostics company bringing automation & efficiency to quoting.



Closed-Loop, Efficient Sales Cycle for a leading cancer diagnostics company ensuring accurate pricing across continents.

