

# EDUCATION AT-A-GLANCE

YOUR CONSULTING  
PARTNER

## WHO WE ARE

Sikich is a Gold level Salesforce.com Consulting and Implementation Partner headquartered in Naperville, IL with 19 offices through out the United States. Sikich completes over 250,000 consulting hours per year and has served over 7,900 clients over the past 32 years. At Sikich, we believe collaboration and communication are key to a successful Salesforce project. Our consultants are not only highly trained Salesforce experts, they are excellent business consultants facilitating open communication and incorporating feedback from everyone involved in the business. We know every project is unique, and we pride ourselves in the individual attention we give to our clients.



## WHAT WE DO

We create enterprise value across your entire organization by providing end-to-end solutions focused on improving business performance. Ultimately, the combination of Salesforce expertise and collaboration results in a successful customized solution to address any business challenge.

- Over 450 Salesforce implementations for RIAs
- We build a long-term strategy/Salesforce roadmap for our clients
- Build two Insurance Agency Apps on Salesforce Platform
- Providing expertise and best practices in the Financial Services market
- Built a cost-effective Core Banking batch Integration engine
- Significant experience in deploying the Financial Services Cloud



## WHY SIKICH?

- Sikich has over 12 years of Salesforce consulting and implementation experience spanning across several industries from manufacturing to financial services (Wealth Management, Banking, Insurance, Private Equity, Investment Banking) to technology.
- Beyond the typical Technology firm, Sikich offers a diverse portfolio of professional services (including accounting, audit and assurance, tax and advisory) uniquely designed to address your business's challenges and opportunities.
- With 35 years in business and 20 offices across the United States, we have a team of over 750 people that have helped thousands of clients meet every need that arises in their business.
- When you work with Sikich you not only get a seasoned Salesforce implementer, you get the strategic edge with access to end to end business and technology consulting experts.
- Sikich goes into every implementation with an approach centered around your needs, budget and goals.
- We don't just do Salesforce, we have experience integrating Salesforce with Microsoft Dynamics & Oracle NetSuite ERP solutions
- We incorporate your people, your processes, reduce risk and help you put together a successful strategic plan for digital transformation
- We are a Salesforce Gold Partner.
- With more than 2,750 projects under our belt, we've helped over 1,000 Salesforce clients transform their business, and we can help you too!



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## KEY PRODUCT & INDUSTRY SUCCESS

### UNIVERSITY OF MISSISSIPPI "OLE MISS"

#### Education Data Architecture (EDA)

**Solution:** Database build out for freshmen enrollment with accurate and historical data input, standardization of a student engagement process and more effective reporting capabilities for tracking new student and marketing activities.

**Outcome:** Created operational efficiencies, ability to manage activities and track incoming freshmen with an efficient and easy way to analyze recruitment related information. Also, provided opportunity to grow recruiting efforts, increase effectiveness around marketing outreach to constituents and streamlined internal processes for collaboration.

### BUTLER UNIVERSITY

#### Education Data Architecture (EDA), Service Cloud, Communities

**Solution:** Technological consolidation which involved collapsing multiple Salesforce environments into one global environment while migrating all users into a newly defined Salesforce Org.

**Outcome:** Gained an efficient, measureable and insightful way to understand ongoing interactions, data and processes with the various contacts and individuals supported by each department/business group with increased administration effectiveness to operate more efficiently under one global environment.

### MIAMI UNIVERSITY

#### Standard Sales Cloud

**Solution:** Enhancement to existing Salesforce environment which supports the Farmer's School of Business with enablement and updates to accounts, contacts, opportunities, reports, dashboards and meetings (activities).

**Outcome:** Ability to provide hands on learning and development to business students by utilizing the Salesforce platform which provides them the experience to place this on their resumes and to acquire Salesforce related jobs upon graduation.

### KENNESAW STATE UNIVERSITY

#### Education Data Architecture (EDA)

**Solution:** Developed a robust, and scalable system, for tracking leads, prospects and contact and with our multiple intake channels with a 360 view of the student journey. Provided the ability to capture data and could generate reporting or analytics to easily understand what efforts were working effectively.

**Outcome:** A tailored solution with an efficient and easy way to analyze student information gathered with the ability to improve branding, the ability to grow intake channels, measure success/failures and to fully understand the ROI of our marketing campaigns.

**SALESFORCE  
CERTIFIED**

ADMINISTRATOR

ADVANCED  
ADMINISTRATOR

APPLICATION ARCHITECT

COMMUNITY CLOUD  
CONSULTANT

DATA ARCHITECTURE AND  
MANAGEMENT DESIGNER

DEVELOPMENT LIFECYCLE  
AND DEPLOYMENT  
DESIGNER

EDUCATION

NONPROFIT CLOUD  
CONSULTANT

PARDOT CONSULTANT

PARDOT SPECIALIST

PLATFORM APP BUILDER

PLATFORM DEVELOPER I

SALES CLOUD CONSULTANT

SERVICE CLOUD  
CONSULTANT

SHARING AND  
VISIBILITY DESIGNER

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