

TECHNOLOGY SERVICES

MANUFACTURING CLOUD QUICKSTART

THE QUICKEST ROUTE TO SALESFORCE SUCCESS FOR MANUFACTURERS

With thousands of manufacturing clients, Sikich has a deep understanding of the many challenges they face.

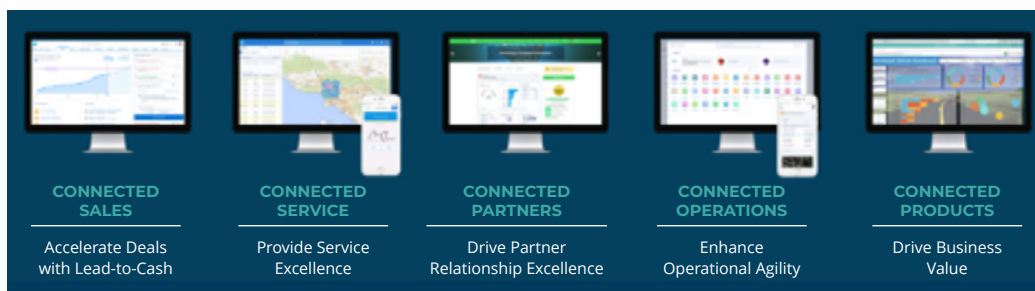
Sikich can leverage the experience gained to provide a more efficient process to implement Salesforce for your manufacturing organization. As the pace of change in business accelerates, companies are struggling to keep up. As they strive to improve business performance, they are struggling with the following:

COMMON CHALLENGES SALESFORCE MANUFACTURING CLOUD SOLVES

- Rising expectations from customers
- Inaccurate forecasts
- Manual processes that cannot scale
- Disconnected customer, sales and operations
- Lack of visibility around Customer, Product, Territory and Channel Performance
- Data without insights
- Inability to quickly deploy new business models

BENEFITS OF SALESFORCE MANUFACTURING CLOUD

- Drive account transparency with sales agreements
- Ability to review contract performance
- Capture order information from ERP to monitor agreement compliance and renewals.
- Quickly identify under-performing accounts
- Capture an accurate forecast with predicted volumes and revenue streams across your run-rate business.
- Extend Manufacturing Cloud to your channel partners to allow quick collaboration around agreements, leads and opportunities with an out of box template.
- Provide key manufacturing data including account health, product performance, demand metrics and more.



SIKICH SALESFORCE MANUFACTURING CLOUD QUICKSTART OFFERING

You see the value of manufacturing cloud and you don't want to waste any time launching the plan to fuel your growth and success. Whether you already have Salesforce or are brand new to Salesforce, we have an option to accelerate your success.

Ready to get started? Contact Sikich today to discuss your needs and goals. Reach us at 877.279.1900, email us at info@sikich.com, or visit www.sikich.com/technology to get started.

SIKICH SALESFORCE EXPERTS WILL:

- Provide standard configuration of Manufacturing Cloud functionality to include:
 - Sales Agreements for insight into account products, prices, discounts and product quantities.
- Account Forecasting for new and existing products based on a standard fiscal year for at least one of the following:
 - Orders
 - Opportunities
 - Sales Agreements – Set up Manufacturing Cloud Home Page with Revenue Realization Dashboards (Beta)
- View planned and actuals on your Manufacturing Cloud Home page dashboard*
- Provide standard configuration of Sales Cloud functionality to include:
 - Orders
 - Quotes
 - Opportunities
 - Products
 - Price Books
- Set up Lightning flow automation
- Execute data migration related to the standard object configurations
- Training and support to your team

**Requires the use of Sales Agreements*

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