

# keste



## SALESFORCE COMMUNITY CLOUD FOR PARTNERS

Update and improve your partner experience with Lightning, CPQ, and solutions just for High Tech and cloud-first industries

PARTNERS ARE CRITICAL TO YOUR PIPELINE - WHICH MEANS YOUR PARTNER PORTAL NEEDS TO BE SECOND TO NONE. WITHOUT A SUPERIOR QUOTING AND SELLING EXPERIENCE, CAN YOU ATTRACT AND RETAIN THE PARTNERS WHO MAKE OR BREAK YOUR BUSINESS?

Your partners can sell more, faster, with easy and efficient access to the tools and information they need. But updating your legacy partner portal – or creating one from scratch – can drain valuable time, budget, and resources while your partners remain underpowered.

KESTE CHANGES THAT. WITH KESTE, YOU WILL:

- **Get up and running in weeks – not months.** Keste's pre-built asset library means that it's fast and easy to launch a modern, omni-channel partner portal.
- **Customize your Cloud for your partner ecosystem.** Personalize each community for specific partners, with unique features, workflows, UI, branding, and more.
- **Benefit from proven best practices and 10 years+ experience.** We've been building partner portals for over a decade, with particular expertise in transforming legacy portals into cutting-edge communities.



Keste is a Recognized  
Leader in Cloud  
Applications and  
Integration

## BUILD A BETTER PARTNER COMMUNITY WITH KEY INTEGRATIONS AND PREMIUM UX

Keste makes it simple to implement a partner community that's both elegant and effective. Back-end integrations with CPQ and ERP systems add powerful functionality, while our laser focus on user-centric digital experiences ensures that your partners have the tools they need, at their fingertips.

### With a CPQ-integrated partner community from Keste, you get:

- Effortless customization and branding. Customize sites for each partner with easy-to-configure branding components, personalized dashboards, and individual management of images, avatars, discussion boards, and more.
- Marketing and content management. Support partner marketing efforts with event planning, fund management, territory management and lead routing, deal registration and tagging, and easy-to-manage partner tier programs.
- Opportunity management. Leverage collaborative CRM functions like pricing, sales playbooks and strategies, and collaborative forecasting to manage your pipeline more effectively.
- CPQ and order management. Provide your partners with a guided selling tool to generate quotes on the spot for customers. Integrate with inventory systems to understand what's in stock and where it's located. Run configuration management, pricing, RMA management, reverse logistics and more for complex products and services.
- Service collaboration. Access installation and product service & support resources like manuals, bulletins, product supersession, and warranty policies. Route service cases appropriately and manage manufacturer defect return, replacement, and reimbursement.
- Onboarding and training. Get new partners up to speed fast with onboarding and training processes, then keep partners in-the-know with sales and technician training materials, certifications, communications, knowledge bases, and social groups.

## CHOOSE FROM 3 QUICKSTART PACKAGES TO IMPLEMENT YOUR PARTNER COMMUNITY, FAST

We're dedicated to helping you implement the best partner portal for your business, from strategic consulting to professional services to ongoing managed services offerings.

## READY TO SEE HOW KESTE CAN ACCELERATE YOUR PARTNER PORTAL PROJECT?

Get in touch to learn how to get more from your Community Cloud investment.

solutions@Keste.com | 877-537-8360



### CASE STUDY



## SYMANTEC MIGRATES 140,000+ USER PARTNER PORTAL TO THE CLOUD

With Keste, Symantec transformed an outdated partner portal into a modern partner community, complete with seamless self-registration for 140k users, an intuitive user interface, and a business-centric governance framework for sharing content quickly and efficiently. Results included:

- Dramatically improved communication with the partner ecosystem
- Superior training for partners, leading to greater knowledge and sales ability
- A streamlined, user-first UX/UI for increased adoption
- Accelerated product releases due to more efficient product training
- Greater partner loyalty and productivity

"Our Partner Communities portal went live over the weekend. It wouldn't have been possible without each and every one of your team. Your knowledge, technical ability, quick grasp of the functional capabilities, dedication, and drive made it possible. There were many long days, nights, and weekends, yet you strived and selflessly persevered. You made the effort your own and brought it to success. A huge thank you!"

Symantec

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see our entire solutions portfolio at:  
[www.keste.com](http://www.keste.com)