

YOU'VE INSTALLED SALES CLOUD, BUT IS IT BEING USED?

Are you getting maximum value from your Salesforce Sales Cloud investment? Sales Cloud serves as the most effective tool for managing sales. But if you are still losing deals to the competition OR the system is not being used OR its cost is being questioned, now is the time to assess to see if you are getting the most from your investment.

HealthCheck Overview and Deliverables

Keste's Sales Cloud HealthCheck is an economical way to maximize the return from your Sales Cloud implementation. Our experts will review your business processes, utilizing our proven **3-D METHODOLOGY**, to:

1. Develop an understanding of your business and IT objectives and how they could be maximized via the Sales Cloud implementation.
2. Analyze the sales process and solution implementation for user adoption, security, data quality, integrity and governance issues.
3. Provide a detailed action plan (with specific recommendations) along with proposed next steps.



WORK PACKAGE	DELIVERABLE
Interview Sessions	Document objectives Document & deliver all the meeting notes
Process Review	Lead generation Account & contact management Lead to opportunities conversion Opportunity lifecycle management Forecast management Executive reporting & dashboard Sales reporting & dashboard Chatter usage Sales Cloud usage
Salesforce Review	Salesforce security model Data quality and data integrity check Check integration to 3rd party applications Click solution review
User Adoption	Review user adoption
Share Finding & Next Steps	Prepare findings report & strategic roadmap Schedule meeting review



HIGHLIGHTS

KESTE OFFERING

Salesforce Sales Cloud HealthCheck

WHAT

Fast, easy, economical way to achieve optimal value from the #1 cloud-based CRM solution

WHY?

Increase usage and win rates that lead to:

- Greater lead conversion rates.
- Higher closing rates.
- Improved individual rep performance.
- Improved forecasting accuracy.

Contact SFDC@Keste.com to learn more.

