

## DATA SHEET

# Quick Start Implementation



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## Program Overview

THE QUICK START SALESFORCE.COM IMPLEMENTATION from Business Endurance Solutions offers all of the benefits of a standard implementation for a fraction of the cost and time. The Quick Start program is perfect for customers that require a basic implementation for up to 50 users. Most Business Endurance Solutions' Quick Start implementations are delivered in a 1-3 week time span. The Quick Start Programs cover up to one or more of the following Salesforce.com applications:

- **SFA (SALES FORCE AUTOMATION)** Lead Management, Accounts and Contact Management, Opportunity Management and Activity Management.
- **SERVICE & SUPPORT** Accounts and Contact Management, Activity Management, and Case Management (Includes web-to-case, email to case, and knowledge base configuration).
- **CUSTOMER PORTAL** Standard Customer Portal with Custom Object configuration.

## Benefits

- **FASTER ROI** through a proven rapid deployment methodology.
- **GAIN A HIGHER RATE OF ADOPTION** and make more use of your Salesforce.com investment.
- **LAY THE GROUNDWORK** for managing and automating other aspects of your business.

## Program Deliverables

The following deliverables are included with every Quick Start implementation:

- **BUSINESS PROCESS REVIEW (BPR)** During this review we will map out the business processes that we're automating in Salesforce. Detailed process maps will be provided.
- **APPLICATION DESIGN REQUIREMENTS (ADR)** After reviewing the business environment, we'll work with organizations to identify the features required to support their processes. This includes defining requirements around custom fields, page layouts and other Salesforce.com features.
- **SETUP & CONFIGURATION** After completing the BPR and ADR sessions, we will build out Salesforce.com to support the desired business environment.
- **DATA MIGRATION** Quick Start implementations include a basic data migration of Accounts and Contacts\*\*.
- **TRAINING & GOLIVE** We will train your users on the processes and application functionality defined during the Quick Start implementation.

The Quick Start program offers build in flexibility. Consulting hours can be applied across deliverables in anyway necessary to ensure all your business requirements are addressed.

## Pricing

The fees for Quick Start implementations are as follows:

- **SALESFORCE.COM PROFESSIONAL EDITION CUSTOMERS** \$5,500 includes up to 30 hours delivered over 1-3 weeks.
- **SALESFORCE.COM ENTERPRISE EDITION CUSTOMER** \$8,500 includes up to 45 hours delivered over 1-3 weeks.

\*Onsite services performed only in the New York Metro Area. Travel related fees may apply.

\*\*Data migration Services only included in SFA & Service & Support Applications, up to 1 import file is included.