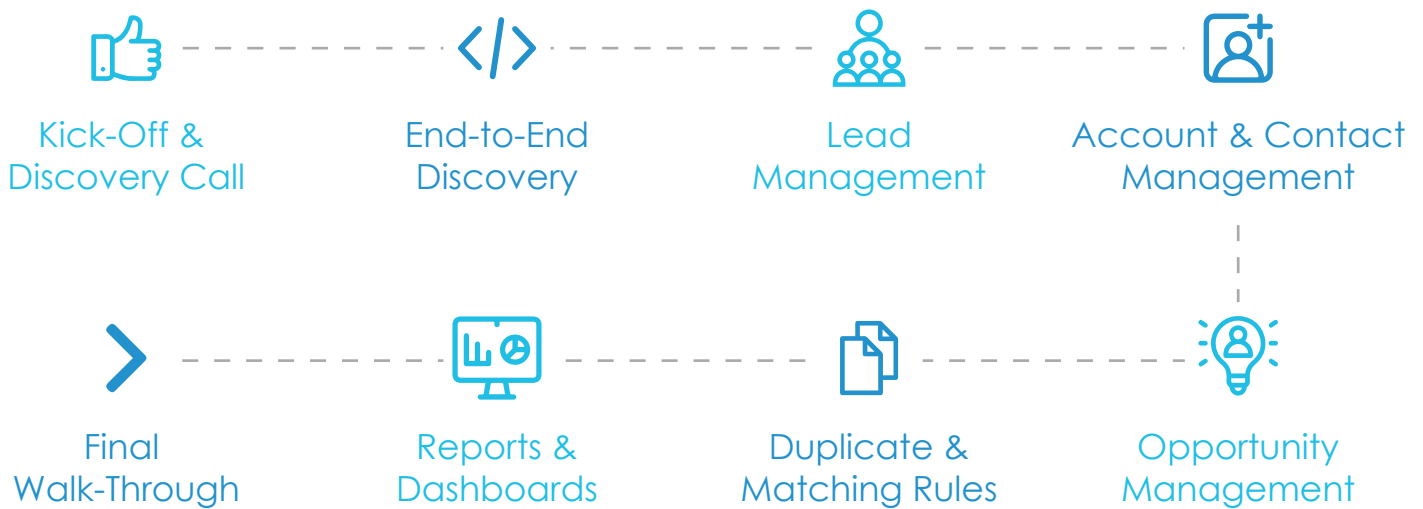# INFOGLEN

Digitalization, Delivered.

SALES CLOUD

Sell faster & smarter with timely insights into the most qualified leads, and plan your move one step ahead.

SALES CLOUD QUICKSTART PACKAGE

Sales Cloud allows you to manage leads more effectively, monitor pipelines more accurately, automate administrative tasks and close more deals faster.

Kick-Off & Discovery Call

End-to-End Discovery

Lead Management

Account & Contact Management

Final Walk-Through

Reports & Dashboards

Duplicate & Matching Rules

Opportunity Management

PRICE
$5,000

DURATION
2-WEEKS

PREREQUISITES

- Org login access
- Business overview and configuration understanding

Two Weeks Project Duration Components	
Discovery & Solution Designing	Requirement gathering and comprehensive solution design
Implementation	Features to help you start your cloud flow
User Acceptance Testing	Functionalities approvals
Deployment	Deploy the functionality to the production environment
Training & Documentation	One complimentary remote training session with documentation
Post Deployment Support	Post go-live support

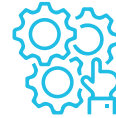| What's Included? |
| --- |
| Configured Sales Cloud environment |
| Setup of profiles & users |
| Configure lead-to-opportunity business process

• Lead management
    - Web-to-lead
    - Campaign member setup
    - Lead assignment setup & auto response
    - 5 list views
    - Lead conversion setup
    - 5 validation rules

• Account & contact management
    - Page layouts and fields setup
    - Account teams

• Opportunity management
    - Page layouts and fields setup
    - Opportunity stages setup
    - Opportunity contact roles setup |
| Configure 5 email templates |
| Limited custom fields creation |
| Enable Lightning features
• Home page
• Workspace
• Path
• Record detail page (Flexi Page)
• Guidance for success
• Kanban |
| Basic setup for products and price book objects configuration |
| Create 5 reports & dashboards |
| Standard duplicate & matching rules |
| Advise on standard out-the-of-box products, data import, or extra time on in-scope items |

ADDITIONAL ITEMS

Data
Migration

Process Automation
(Approvals, Workflows, etc.)

Integrations

Advanced Features
(Quote to Cash)

Custom Code
(Apex Triggers & Code,
Custom Components)

Sales Cloud Einstein
Activity Capture &
Lightning Sync