

Salesforce: Your Secret Weapon to Closing More Deals



Is your team managing customer service efforts through their inbox? Are you tired of “sales silos” and struggling with managing multiple systems that handle different issues across your business? Are you looking to upgrade your approach to sales and leverage your sales cloud?

Look no further! Let Apps Associates be your Salesforce implementation and managed services partner. Together, we will make sure you obtain maximum business value from your Salesforce environment. We will also ensure you're taking advantage of the very latest tools that Salesforce has to offer – including using Einstein AI to eliminate wasted time, Salesforce Lightning for access to enhanced reports and CPQ tools to configure, price and quote.

At Apps Associates, we have the size, strength and breadth of services required to create a prescriptive partnership – a personalized approach that fits your specific business requirements. We bring the experience, skills and certifications required to consistently deliver excellence to our customers. You can count on us to deliver on time and on budget, always helping you find the most cost-effective and impactful solution.

Here's How It Works

We'll evaluate your company's business processes, from sales to customer acquisition, customer management and even forecasting. From there, we'll build a roadmap that gives your sales reps the ability to access, view and manage their customers, contacts, ongoing deals, and sales goals all in one connected and easy to navigate environment. Through it all, we'll ensure that your organization is aligned around a common Salesforce language and is able to communicate effectively.

IMPLEMENTATION & OPTIMIZATION

Need a large data migration from outside of Salesforce? We have the data migration expertise you need. Dedicated data migration specialists will be onsite with you every step of the way.

If you're looking to upgrade from Salesforce Classic to Lightning for increased flexibility, we'll handle that too. Work with our Lightning Experience Migration Assistant to guide you through the switch.

CONFIGURE, PRICE, AND QUOTE

Are you still using word processing software and spreadsheets to manage pricing and create quotes? It's time to upgrade to a CPQ tool.

We will help you move through the process from opportunity through a realized order and proposal, all in one system.

TABLEAU CRM

Apps Associates helps you capitalize on the power of AI and realize these top 5 benefits:

Increased Visibility: Say goodbye to massive amounts of data that may or may not be valuable. Einstein Discovery extracts and groups billions of useful data points in clear dashboards that allow you to compare/ contrast key metrics, evaluate higher order analyses such as trends, historical pipeline information and newly emerging key performance indicators (KPIs) to drive business – on any device.

Better Predictive Accuracy: Use automated machine learning to forecast intuitive insights behind a prediction. Tableau CRM will dynamically integrate known and emerging factors to grow your business.

Business Efficiency: Leverage AI to eliminate wasted time and expenses, as well as improve service and productivity.

The Need for Speed: AI and machine learning increase the speed at which statisticians, scientists and business executives can perform research – by up to 40%. Faster calculations, screening, process optimization, eliminating human error, and emerging computational technologies are but a handful of ways Einstein AI makes work easier and faster.

Value Creator: Musicians use AI to push through writer's block. Scientists benefit from novel connections revealed by AI and machine learning. Businesses that don't harness the power of AI risk being out-competed by competitors armed with better tools. It's time to put AI to work to drive your revenue engine.



The Expertise You Need

Stop handling sales cycle and customer service issues with email, support issues with a ticketing system and keeping track of voicemails with a notepad. Let us provide you a one-stop-shop where you can manage all of your service cases – across all channels.

Apps Associates will design, architect, implement, administer and manage your Salesforce Org. We will partner with you 1:1 to create best practices and establish a governance process to cost-effectively, efficiently and securely meet your business needs.

- ✓ Salesforce Consulting Partner since 2006
- ✓ 40+ expert consultants
- ✓ CPQ Certified
- ✓ Sales and Service Cloud Certified
- ✓ Marketing Cloud & Pardot Certified
- ✓ Einstein Certified
- ✓ Lightning Accredited Partner and Field Service Lightning Expertise

Ready to learn more? Visit us online [here](#), or call +1.855.466.5066.

Our Strategic Partners



About Apps Associates

Apps Associates is an enterprise application services leader with a customer-first focus.

Apps Associates has more than two decades of experience helping organizations innovate through digital transformation initiatives. Customers such as Brooks Automation, Hologic Inc., Edwards Vacuum, and Take Two Interactive Software turn to Apps Associates for strategic counsel, system integration and the services required to solve their most complex business challenges - utilizing experience in analytics, application modernization, process automation, digital systems, technology and operations.

To learn more about how Apps Associates can help you align your business with the right technology, visit: www.appsassociates.com, or follow Apps Associates on social media on [Twitter](#) and [LinkedIn](#).

