

SalesHub.Info

Software as a Service company ...

We deliver innovative cloud solutions and Salesforce consulting services



We Deliver Innovative Cloud Solutions And **Salesforce** Consulting Services



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1.833.733.2468

saleshub.info



Passion - At SalesHub, a Software as a Service company, we are passionate about making your customers love you. And we believe in challenging the status quo in everything we do to achieve that goal.



Innovation- Our focus is innovation. We work with the world's leading solutions to streamline your growth and to help you deliver the best customer experience.



Customer-Centricity - Customers always come first, ours and yours. We help you discover your ideal customers, know them well, and amuse them in every interaction.

Marketing Strategy

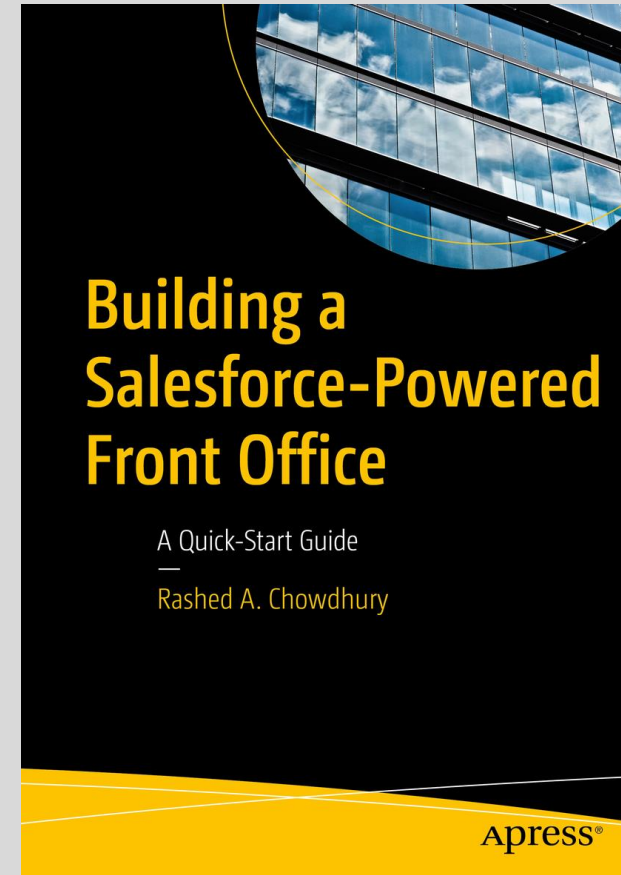
Optimization

Research

Planning

Segmentation

Personalization



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Our Approach

To Deliver an Exceptional
Salesforce User
Experience



Understand current business process, supporting people and technology



Document current state, future state and produce enterprise architecture



Outlined multiple solution approaches and make recommendation based on pros and cons for each alternatives



Design, develop and implement agreed solution. Provide pre and post go live support

Front Office (Sales, Service, Marketing and Operation) Core Competencies – SalesHub Practice Areas



- ▶ **Front Office Business Processes:** Deep understanding of Sales, Marketing and Service cloud Operation and related business processes including Marketing Agreement, Marketing Program (Coop, Royalty, Partnership Growth Program, SPIFF: Sales Rep Reward Program) and offering, Account Management, Multi-Channel sales & marketing strategy to drive brand adoption. During technical implementations of Salesforce.com solution, we provide architecture specifications, and create & manage designs as they relate to customization and integration of Salesforce.com.
- ▶ **SFDC Core Product:** Marketing, Amp Script, Sales, Customer Service, Pardot Marketing, Salesforce Engage and Partner/Employee Community, Customer Service Portal, Chatter, Scan-E (tradeshaw business card scanner), Touch Mobile Development, Radian 6 and Buddy Media, Configure, Price Quote (Order to Cash) development.
- ▶ **Miller Heiman Sales Methodology:** Account Planning (Gold Sheet – LAMP), Conceptual Selling (Blue Sheet – Opportunity), Strategic Selling (Green Sheet – Activity), Funnel Score Card and Sales Process development.
- ▶ **SaaS Product:** DB Amp (ForceAmp.com), DocuSign, EchoSign, SpringCM, CLIQ View, Dup Catcher and Zuora Billing System, D&B Hoovers Sales Prospecting database, Ideal Customer Profile, Dynamic Marketing List, Amazon Web Services (AWS), Microsoft Azure, Einstein Artificial Intelligence, Qvidian Proposal Automation, Scan App (Tradeshaw lead scan).
- ▶ **Integration:** Informatica Cloud, ETL & Data Management, Dataloader.io, Jitterbit and APEX Data Loader (native SFDC data loader), Informatica Cloud Real-time (ICRT) and Guide.
- ▶ **Data as a Service (DaaS):** Master Data Management (MDM) solution and Cloud Service Development. Data Quality (Address, Phone and Email): cleanse, enrich, enhance and standardize reference data model. Duplicate Management (Cloud Customer 360), strategy, matching algorithm development, multi-dimensional hierarchy development.
- ▶ **Program Management:** Multi ORG consolidation, Launch new product from conception to go live and then provide Run & Maintain support, Business Systems and Portfolio management, Account management, SLA development and maintenance

SalesPlan



Opportunity Score Card



Meeting Plan



Win Plan



Top Line Revenue

APPEXCHANGE



2019
PARTNER



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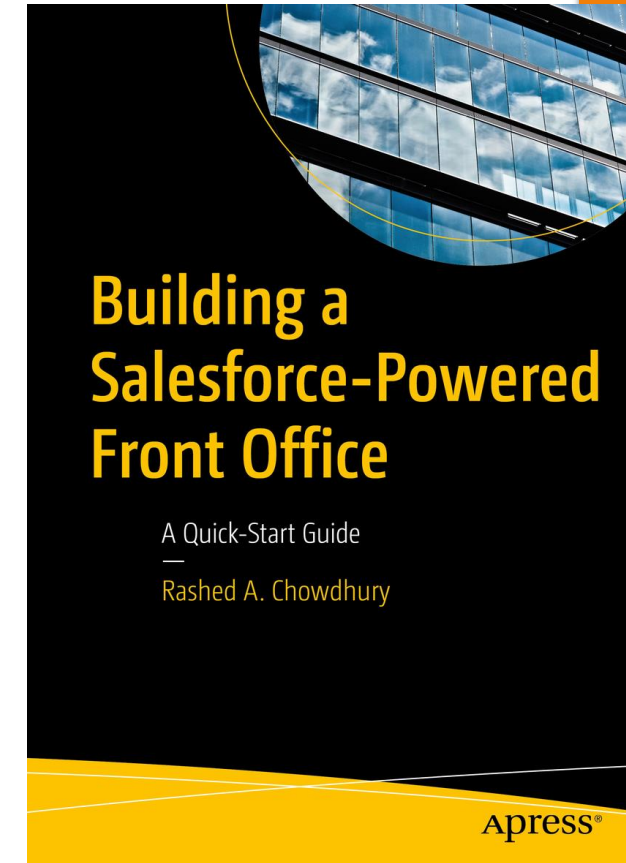
Front Office Program Development

Marketing Programs: Coop, Partnership Growth Program (PGP), Coupon processing, Rebate and much more

Gamification: Referral Programs, Electronic Gift Card integration, Project Management Office (PMO)

Corporate HR Programs: Sales Employee Incentive Program, Spiff, Sales Employee Bonus & Commission

Customer Service Programs: SLA Management, Customer Support Systems, Call Routing





Our founders are former executives from Crawford and Koch Industries who were sick of doing it “the old way.” We intimately know the ins and outs of these systems and we knew there had to be a better way – so we built it!



Up and running in days, not weeks or months. We turn IT departments into company Heroes who can deliver Salesforce information in real-time.



We are committed to our customers' success. We don't walk away. We offer full support for our solution, including the use of our delivery resources or our certified partners for future development.

EXPERTISE 100%

LIGHTNING-FAST INTEGRATION 100%

DATA & PROCESS 100%

Why SalesHub?



Free 1 Day Consultation

- Design your CRM ORG with applications that matches your business process
- Find app that function flawlessly within their environment
- Create a safe and connected CRM
- Discuss integrating your home-grown app
- Optimize your front and back office
- Help to make your customer experience easy to implement
- Discuss ways to create a reliable and consistent front office (Sales, Service, Marketing and Operation)

THANK YOU!

CALL US TODAY TO BOOK YOUR APPOINTMENT ...

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