



MONDAYCALL

QUICKFACTS

- Certified, experienced Salesforce.com consultants
- Best practice Salesforce.com implementations from start to finish
- Over 500 leading edge customers from over 20 industries
- Full range of Salesforce.com services for new and experienced customers



BENEFITS OF CONSULTING

- Done right the first time
- Rapid time to value
- Utilize best practices from over 1,700+ projects
- Deliver scalable solutions to meet future needs
- Get more from your technology investment

PARTNER RELATIONSHIP MANAGEMENT WITH SALESFORCE COMMUNITIES

The Salesforce Sales Cloud Partner Relationship Management (PRM) product enables organizations to engage with and empower their partners. Salesforce PRM extends Salesforce to the partner network so the channel can sell more, faster as well as support customers better.

A partner community enables your partner users to log in to Salesforce through a separate website and access data you've made available only to them. In a partner community, you can:

- Extend Salesforce to securely make accessible CRM data with partners
- Recruit, onboard, and educate partners (training and certifications)
- Manage your channel sales with programs, tiers, business plans, and partner scorecards
- Manage lead distribution, deal registration, and quoting for channel sales
- Streamline channel marketing with marketing development funds (MDF), marketing campaigns, and co-branded email communications
- Provide a rich, personalized and mobile-ready experience to drive partner productivity
- Manage, track, and forecast partner sales alongside your direct sales in your Salesforce org



Partner Management on the Salesforce Platform

All of these capabilities fit seamlessly with the Salesforce Sales Cloud, Service Cloud, Marketing Cloud and Platform capabilities so that for example:

- forecasts give you the whole picture so that you get a 360-view of your customers, including partner-sourced customers
- partners can have a full self-service capability, empowering them to not only be successful, but also get personalized help when they need it

WHY MONDAYCALL

- **Experience:**
Deployed over 1,700 Salesforce and Salesforce PRM projects across 500+ customers
- **Expertise:**
Certified and experienced MondayCall consultants and developers including Salesforce MVP's and leaders of Salesforce user groups
- **Methodology:**
Quickstart and Optimization projects utilize proven best practices to ensure success, on-time and on-budget
- **Coverage:**
MondayCall provides a full range of consulting and development services across the Salesforce platform and ecosystem ensuring that you have a total best of breed solution every step of the way

- partners can be supported throughout the sales process from recruitment to deal support to customer service in an efficient and scalable manner
- systems can be fully integrated from data integrations to Single Sign On so that applications can work seamlessly together
- pages can be customized to match the look and feel of the company website and/or application

Using a Salesforce Partner

Salesforce is a flexible but highly sophisticated platform of tools with a wide ecosystem of AppExchange products to support a full business process. MondayCall has deep best practices experience having worked with over 500 leading companies to get the most from their Salesforce investment. We help ensure that the system and architecture is done right the first time and matches your current and future business needs. We optimize your time to value significantly while ensuring that you have a solution that is effective and scalable, leveraging the experience of over 1700 projects.

How is MondayCall Different?

With over 1,700 projects delivered across 20 industries, our team of Salesforce professionals bring depth and breadth to your business. Our projects are led by Salesforce MVPs, Architects and experienced certified consultants who ensure that best practices are leveraged from design through delivery.

With a 9.6 CSAT rating and 5-star rating on AppExchange, our 500+ customers say it best with their successful projects.



MONDAYCALL

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OVER **500**
CUSTOMERS



9.6/10
CSAT (CUSTOMER
SATISFACTION)



5-STAR
AVG RATING ON
APPEXCHANGE

Get Started Today!

Learn more about how MondayCall can help you make the most of your Salesforce.com investment. Please contact your MondayCall Account Manager or contact us directly at sales@mondaycall.com for more information.