Get the most out of the most powerful CRM in the world.

Access to the right information at the right time improves your ability to make better business decisions. Integrating Salesforce with other enterprise systems provides your teams with a 360-degree view of your customer, leading to an ability to make better decisions. This Accelerator provides the CIO, CTO, Chief Architect, and/or Enterprise Architects with insights into Salesforce integration capabilities, patterns, and best practices.

What it can do for you

• Improve productivity
• Increase quality and value of Salesforce solutions
• Align releases better to business requirements
• Increase speed to market
• Make business decisions faster

How it works

Certified Specialists will guide you through the process over a predetermined time frame (typically 3-4 weeks):

Discovery
• Review customer-supplied use case and challenges

Analysis
• Salesforce integration capabilities overview
• Salesforce integration patterns overview
• Integration capabilities/patterns options and best practices
• Common integration use cases
• Selection of pattern (based on customer supplied use case)

Outcomes
• Clarify options and concerns
• Review initial achievement against success criteria

ADDITIONAL INFORMATION

GOAL
Achieve faster ROI

INTENDED USER
IT leadership working to understand Salesforce integration capabilities and integration patterns.

PREREQUISITES
• Business fits one of the following descriptions: large CBU, strategic investment customer, midsize/ small customer
• Customers starting to invest in Salesforce or planning to expand their footprint
• Key IT leaders identified and scheduled for the Accelerator sessions (CIO/CTO/Chief Architect/Enterprise Architects)
• Integration architect engaged (if customer has this role)

Contact your account executive or success team today. Learn how we can help you accelerate your CRM success.