

# ADVANCED: SALES CLOUD:

## Adoption Assessment

### Drive Sales Cloud adoption and reach sales goals.

Help your sales team reach their sales goals faster and get the most out of Sales Cloud. This Accelerator teams you with experts who share strategies and best practices to help you drive long-term adoption, analyze how you currently use Sales Cloud, and provide recommendations for increasing sales rep productivity and effectiveness.

#### What it can do for you.

- Increase sales rep productivity
- Help sales reps reach their goals faster
- Decrease in administrative tasks
- Improve end-user login and Sales Cloud usage

#### How It Works

A Certified Specialist will guide you through the process via four calls totaling 8 hours over 3 weeks.

##### Discovery

- Review Accelerator details and engage Accelerator team
- Understand current adoption challenges
- Agree on quantifiable success criteria

##### Analysis

- Review key adoption strategies and best practices
- Assess existing sales processes and current Sales Cloud usage around 4 key objects (Opportunities, Accounts, Contacts, and 1 other)
- Review specific sales rep usage

##### Outcomes

- Recommendations and strategies for improving sales user adoption
- Determine features and functionality most relevant to sales process
- Scorecard summary of findings

#### ADDITIONAL INFORMATION

##### Signature

Time you will spend on this Accelerator: 7.5 hours

##### GOAL

Minimize operating costs.

##### INTENDED USER

You are looking to improve sales user adoption by increasing productivity and driving sales effectiveness.

##### PREREQUISITES

- Must have Signature Success Plan attached to licenses from Sales Cloud
- Sales Cloud, implemented with at least one record type/ sales process
- Sales sponsor engaged in the process and committed to improving sales user adoption
- A champion sales rep that can walk through a day in the life to understand app usage.

To schedule your 1-on-1 Accelerator, [visit our Help Portal](#), or contact your account executive or success team today!

##### Corporate Headquarters

The Landmark @ One Market Street  
Suite 300  
San Francisco, CA 94105  
United States  
1-800-NO-SOFTWARE  
[www.salesforce.com/services-training  
/add-ons/accelerators](http://www.salesforce.com/services-training/add-ons/accelerators)

##### Global Offices

Latin America	+1-415-536-4606
Japan	+81-3-5785-8201
Asia / Pacific	+65-6302-5700
EMEA	+4121-6953700

