HOW TO: DATA:

Set up Data.com Clean

Power sales, marketing, and operations with clean customer data.

Start using Data.com Clean to keep your customer data current and correct. A Salesforce expert will help you set up Data.com Clean to update your data. You’ll get the information you need to improve sales, marketing, and operations.

What it can do for you

• Increase data quality
• Increase lead quality and scoring
• Increase sales rep efficiency

How it works

A Certified Specialist will guide you through the process via one call totaling 4 hours over 1 week.

Discovery

• Overview of Data.com (Clean & Prospector), technical survey
• Data Assessment overview and discovery sessions

Onboarding

• Data.com installed and configured in sandbox
• Reports and dashboard package installed

Outcomes

• Clean deep dive (matching, D&B, clean jobs history, DUNSright)
• Data.com configuration set up and tested in sandbox environment
• Reports and dashboards package installed
• Clean enabled in sandbox or production and jobs scheduled

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 4 hours

GOAL

Achieve faster ROI.

INTENDED USER

Sales, marketing, and operations leadership teams looking to assess current data and receive recommendations to improve data quality.

PREREQUISITES

• Must have Premier or Signature Success Plan
• Salesforce Administrator with access to Data.com
• Administration Setup in a full sandbox or production environment
• Internal approval to make changes to relevant page layouts
• Customer has not yet enabled Data.com Clean jobs
• Customer: Less than 3M account records

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