

HOW TO: SALES CLOUD:

Improve Adoption

Help your sales team reach their business goals faster with Sales Cloud.

This Accelerator teams you with Salesforce experts to help you get more out of Sales Cloud. We'll assess your current sales processes and the way your team uses Opportunities and Leads. You'll learn best practices for increasing your team's adoption and strategies for using Sales Cloud to its full potential.

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 5-6 hours over 2 to 3 weeks.

Discovery

- Review Accelerator details and engage Accelerator team
- Understand current adoption challenges
- Agree on quantifiable success criteria
- Provide guidance and best practices on rollout and advance features

Analysis

- Review key adoption strategies and best practices
- Assess existing sales processes and current Sales Cloud usage around 2 key objects (Opportunities and Leads)
- Review specific sales rep usage

Outcomes

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

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 5-6 hours

GOAL

Achieve Faster ROI

INTENDED USER

You want to increase adoption and ROI by using Sales Cloud more effectively.

PREREQUISITES

- Must have Premier or Signature Success Plan.
- Sales Cloud, implemented with at least one record type/sales process
- Intended for those looking to improve adoption. Not intended for new Sales Cloud customers.
- 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!

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