

Turbo boost your sales!

Take control of your sales productivity by shifting gears and tuning your organization to create real customer value. Transform your sales into an efficient, accurate, and well-oiled machine.

Supercharge your business. With CGI and Salesforce you will get everything you need at your fingertips.

Challenge

These days it is more challenging than ever to create real customer value in a highly competitive environment. To create customer value and become a customer company you will need to have an effective and efficient sales process. Each step in that process influences the final outcome: sales. The missing link is often a tailored CRM system that would provide you with all the tools to manage your sales process, in a timely manner. The lack of such a system results in lost opportunities, untrustworthy forecasts and a frustrated sales organization.

What we do

CGI can help you develop and implement Salesforce to optimize your sales productivity by utilizing every sales reps' full potential. They will give you a competitive advantage by creating real customer value through an efficient sales process.

Our approach:

- Gain a full understanding of the challenges you are experiencing, as well as the context in which you are operating
- Establish a project foundation
- Executive level & User agreement on proposed solution
- Iterative design & Build
- Quality assurance
- Go-Live presentation & Training
- Application deployment & Closure
- Maintenance & Evaluation follow-up



BENEFITS AND BUSINESS EFFECTS

CGI can help you deliver great customer value through the Salesforce sales console.

- Effective account management
- Deeper client relationships
- Customer retention increase
- Ability to analyze processes
- Align sales reps
- Efficient opportunity & sales management
- Automate processes
- Boost sales opportunities
- Higher accuracy of hit rate
- Revenue increase
- Collaborative account management
- Really align sales & marketing
- Lead conversion increase
- Real-time analytics
- Reliable forecasting
- Strategic sales decision making
- Sustainable and predictable business



CLOUD ALLIANCE
PARTNER

SALESFORCE SALES CLOUD IMPLEMENTATION

- **Contact Management**

Keep a single shared customer profile, company-wide. Trust that you are looking at the same up-to-date contact as service and marketing. Gain insight through social media, such as LinkedIn, Facebook, and Twitter — right within Salesforce.

- **Opportunity Management**

Get all the details on all your team's deals — stage, products, competition, quotes, and more. See where leads come from and stay connected to the people and information you need to close every sale.

- **Forecasting, Reports, and Dashboards**

Gain insight by analyzing real-time, reliable information and generating dynamic reports. Create powerful, visual dashboards to share your results. Ensure accurate forecasting.

- **Chatter**

The leading enterprise social network. Instantly tap into your team's collective knowledge and quickly get access to the information you need to collaboratively sell faster and smarter.

- **Salesforce1**

Log calls, respond to hot leads, work with opportunities, or check dashboards no matter where you are. Collaborate with your team, the customer, or any other group you work with from anywhere, on any device.

- **Email Integration**

Stay productive by working with the email applications you use every day, like Gmail or Outlook. All your emails, meetings, contacts, and tasks stay synced to Salesforce.

- **Data.com**

Your single source of Dun & Bradstreet company data and millions of complete, accurate contacts to grow your sales.

- **Work.com**

Performance management through products like *Align*, *Motivate*, and *Perform*.

WHY CGI

Founded in 1976, CGI is a global IT and business process services provider with 69,000 professionals delivering high-quality business consulting, systems integration and outsourcing services.

- High-end IT and business solutions
- Covering all IT and business consulting areas
- Deep industry knowledge
- Local presence with 35 offices in Sweden
- Global reach with 400 offices in 40 countries
- Certified, experienced and dedicated Salesforce consultants committed to deliver excellence
- Focused on your growth and value creation

For more information about CGI, visit www.cgi.se

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