



Hunley Booster Plan

Salesforce Intro Section




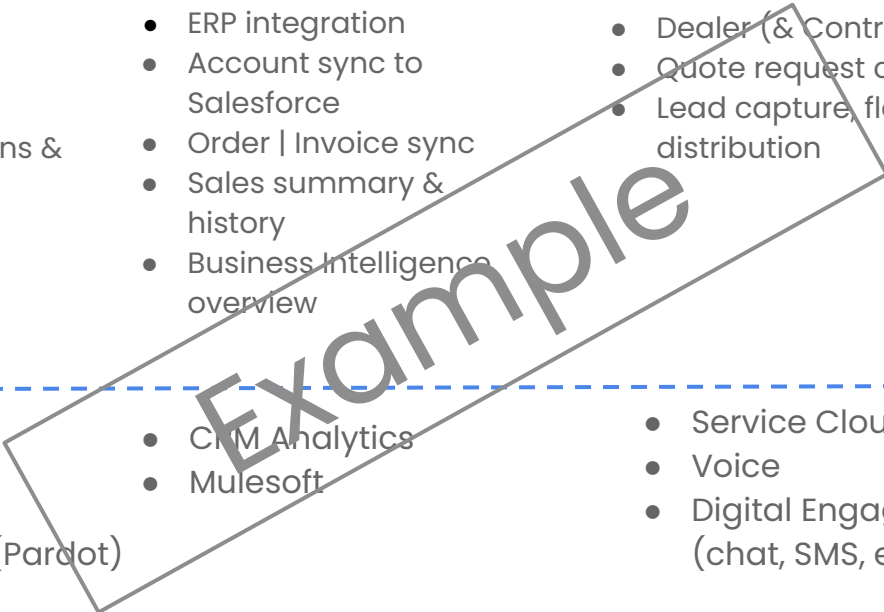
Benefits of Sharing Hunley Booster Plans with Your Customers



Boost Adoption: Encourage more extensive use of Salesforce, resulting in higher Customer Satisfaction (CSat) and reducing attrition risk.

Foster Success: Establish a comprehensive, longer-term plan for success, setting the stage for continuous Salesforce growth.

Enable Expansion: Design a strategic roadmap to fulfill Annual Contract Value (ACV) quota and grow Average Order Value (AOV).

1a – Sales Effectiveness	2 – Sales Data Visibility	3a – Demand Generation	4 – Customer Engagement
<ul style="list-style-type: none"> • Targeting & segmentation • Relationship management • Account planning • Pipeline management - conversions & share • Loyalty programs 	<ul style="list-style-type: none"> • ERP integration • Account sync to Salesforce • Order Invoice sync • Sales summary & history • Business Intelligence overview 	<ul style="list-style-type: none"> • Dealer (& Contractor?) locator • Quote request capture • Lead capture, flow, & distribution 	<ul style="list-style-type: none"> • Dealer & Contractor portals • Dealer & Contractor Mobile apps • eCommerce
 <ul style="list-style-type: none"> • Manufacturing Cloud • Inbox • Maps • Account Engagement (Pardot) 	 <ul style="list-style-type: none"> • CRM Analytics • Mulesoft 	<ul style="list-style-type: none"> • Service Cloud • Voice • Digital Engagement (chat, SMS, etc.) 	<ul style="list-style-type: none"> • Customer Community • Mobile Publisher • B2B Commerce

How Hunley Booster Plans Can Empower Your Customers

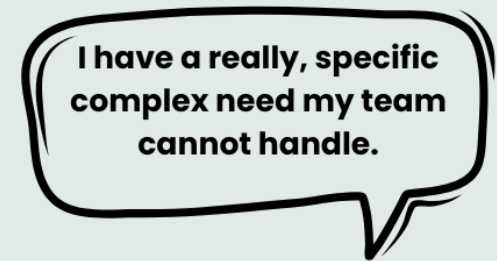
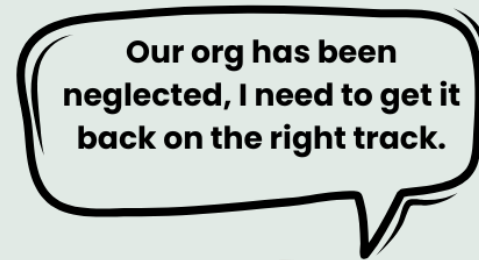
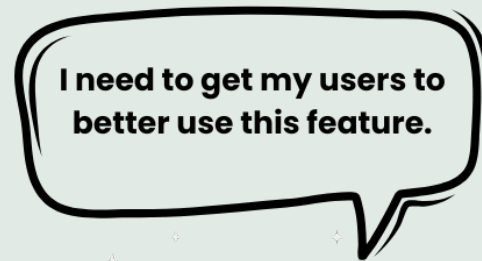
Fix Implementations: Correct previously flawed implementations for improved performance.

Best Practice Delivery: Bring industry-leading practices to life in generic implementations.

Feature Adoption: Encourage the adoption of specific features like Maps, Inbox, Quip, and CRMA.

Technical Resolutions: Address complex technical issues affecting optimal Salesforce utilization.

Advanced Enhancements: Improve existing implementations with advanced customizations for better functionality.



Hunley Booster Plans Don't Cover:

1. Full implementations
2. Detailed scoping for complex architecture
3. Large scale integration projects
4. Thorough and comprehensive discovery process



Hunley is happy to discuss these aspects under a different model and pricing. We align to your needs and tailor our approach to deliver the most valuable Salesforce solutions.



Hunley Booster Plan

For Customers in Need of Salesforce Org Revitalization

Booster Plans to Revitalize Existing Salesforce Implementations

Free Audit: Discover opportunities to enhance your Salesforce system efficiency.

Preliminary Consultation: Begin with an introductory call providing org access, ensuring a detailed understanding of your business context.

Best Practice Comparison: We conduct an assessment of your existing Salesforce system against industry best practices.

Comprehensive Success Plan: Craft a custom roadmap outlining strategic enhancements to drive your business forward.

Success Plan Delivery: Present a readout and conduct a planning session.

* Monthly contract. May be canceled at any time

Enrich Your Engagement with Our Iterative Approach

Engagement

Execute:

We take the helm to execute your personalized Success Plans*, targeting maximum ROI.

Monthly Check-ins:

Regular catch-ups with stakeholders and Salesforce Team to assess progress and strategize next steps.

Progress Evaluation:

We measure roadmap results and provide key insights to your team.

Forward

Planning: Upon roadmap completion, we delve into future phases and future opportunities for Salesforce optimization.

* Monthly contract. May be canceled at any time

Maintaining Momentum: Customizable Monthly Plans

Build Success Momentum: We devise a monthly plan ensuring steady and incremental progress.

Expert Execution: We efficiently execute the plan, adhering to the agreed level of effort.

Bespoke Approach: We tailor the plan to your needs, adjusting to your team's capabilities and business objectives.

Month 1 Goal	
Goal	Cost to Implement
Create Month 2 Success Plan: Review maps and productivity tool usage	\$1485
Execute Month 1 Success Plan: Focus on the user experience for the opportunity object. Reduce clutter on the page layout, ensure users can find their information quickly, adjust quick actions, remove legacy information.	\$4935
	Total \$6420

Specific Tasks		
Reduce Opportunity Clutter	Hunley	Client
Perform Field Audit	Provide field fill rates, field dependencies, recommend which fields could be eliminated or consolidated	Review and signoff on plan
Reorganize page layouts <input type="checkbox"/>	Review current page layout, provide a simplified mobile friendly recommendation	Test, ensure data makes sense from your perspective
Item 3		
Item 4		
Item 5		
Focus Area 2	Hunley	Client
Item 1		
Item 2		
Item 3		



Cost-Effective and Rapid ROI

Timeline

One to Six Months, tailored to the complexity of your needs.

Rapid Value

Experience measurable results within the first month.

Affordable Investment

\$5,000 - \$37,500; a worthwhile investment for significant Salesforce performance enhancement.



Reach the Next Level of Salesforce Performance

Interested in learning more or
starting your Salesforce
revitalization journey?

Reach out to
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