



FULL LIFE CYCLE APPROACH

UNDERSTANDING YOUR BUSINESS NEEDS

Evaluating Your Current CRM (If Applicable)

Building a “Road Map”

From analyzing business processes to user training and adoption, J.T.F. Consulting puts Salesforce.com (SFDC) to work for you. Each department is integrated in SFDC, allowing you to follow your customer from “first contact” to “deal closed”, while seeing the details along the way.

Building a road map of your organization ensures that we do not miss any points of contact along the way, including sales, finance, HR, and marketing.

DEVELOPMENT & INTEGRATION

Automation of Manual Processes

Apex & Visualforce / Customized Coding

From initial licensing to building your SFDC solution, J.T.F. Consulting designs and delivers a “cloud” platform that is centered around automated processes. We help you to identify and then eliminate daily, repetitive tasks through automation. This allows you to focus on building relationships and generating sales.

Utilizing Apex and Visualforce, we offer customized coding. We identify scenarios when out-of-the-box functionality should be preserved and when a 100% custom solution should be applied.

TRAINING & ADOPTION

Benefits of CRM

Understanding What, Why, and How

You get the greatest ROI when your team understands the benefits of CRM. Implementation of a strong, up-to-date CRM training program can be a challenge. However, the effort is rewarded through tremendous results.

We offer training and assistance with SFDC adoption, helping your entire team understand what they are doing, why are they doing it, and how to do it. Ultimately, understanding the benefits of the platform through comprehensive training leads to adoption success!

ADMINISTRATION & SUPPORT

Monitoring & Making Improvements/Changes

24/7 Support (On-site or Remote)

To meet your organization’s current needs and future growth, J.T.F. Consulting serves as your Salesforce.com administrator and works with you on monitoring and improving your platform.

Due to the SFDC being a “cloud” platform, the J.T.F. consulting team can assist you either on-site or remotely, regardless of your business location.

J.T.F. Consulting Group
www.jtfconsultinggroup.com
