

# WHAT NEXT?

## Your Salesforce project is live.



When companies focus more on project go-live than on constructing a holistic roadmap, including post-implementation scope, the tech projects fail to deliver the desired business value. The most common challenges that the leaders face during this phase are:

- ▶ Managing New Salesforce Releases and Updates
- ▶ Keeping Up With Organizational Change
- ▶ Meeting Customers' Ever-Changing Expectations
- ▶ Adding and Retaining Quality Resources



## Managed Services

With a team that knows the complexity and subtleties of a multi-cloud, tightly integrated ecosystem like Salesforce, NavYaan offers outcome-driven Managed Services that will produce concrete results while **Maximizing ROI.**

### Client Story

#### Scenario

The sales team of a leading HDPE conduits manufacturer could not respond to prospects the same day as their custom SAP-Salesforce integration solution ran overnight batches, resulting in lost B2B opportunities and poor customer experience.

#### Problem

NavYaan validated the requirements and discovered that the solution didn't account for the data changes in the third-party system, resulting in data inconsistency. Also, the solution lacked scalable architecture for innovations and new business lines.

#### Result

- ▶ Within a week, the integration ran in real-time
- ▶ Reduced the lead response time to under 2 hours
- ▶ The client started to gain many lost opportunities
- ▶ Eventually, quarterly revenue increased by more than 30%, making the SAP-Salesforce integration a worthwhile investment

### Product Expertise



Salesforce Sales Cloud



Salesforce Configure, Price, Quote (CPQ)



Salesforce Service Cloud



Salesforce Field Service Lightning



Salesforce Lightning Platform



Salesforce Experience Cloud



Salesforce Commerce Cloud



Salesforce Marketing Cloud (B2C Marketing)



Salesforce Pardot (B2B Marketing)



Data Analytics & Tableau CRM

salesforce

Strategic Advisors

Architects

Program Managers

Consultants

Developers

Admin

# About Us

NavYaan is a **US-based Salesforce Consulting partner** accelerating digital transformation for enterprises globally with its expertise in **advisory, implementation, and managed services**.

**We Build Innovative Solutions to Attain Maximum ROI.**



**DISCOVER**  
Growth Opportunities



**BUILD**  
Innovative Solutions



**LOVE**  
the Unlocked Experiences

**70+**

Certified Salesforce Experts

**200+**

Yrs. of Combined Global Salesforce Implementation Experience

**50+**

Delighted Customers

★ ★ ★ ★ ★

App Exchange Rating

## The NavYaan Advantage



### Deep Expertise

Our seasoned experts are core team-ready, minimizing onboarding time for you



### Big-Picture Perspective

Our CRM know-how fits right into your enterprise-wide strategic roadmap



### Budget-Friendly

Cost-effectively advance your Salesforce infrastructure with our experts.



### Scale as Needed

Hire talent that you choose to scale or downsize, exactly when you need it



### Flexible Engagements

Hourly, part-time, or full-time — we work for you in an incredibly flexible capacity



### Support

An entire team of specialists to help you find peace of mind, 24X7, 365 days a year

### Other Services

- ▶ Salesforce Advisory Services
- ▶ Digital Sales Transformation
- ▶ Digital Service Transformation
- ▶ Digital Marketing
- ▶ Salesforce Project Implementation
- ▶ Salesforce Staffing
- ▶ Data & Integration Services
- ▶ Org Health Check
- ▶ DevOps
- ▶ Change management & it's Adoption



salesforce

available on  
AppExchange

