

Bluewolf Beyond for Salesforce

Get the Most from Your Investment

It is a mistake to manage Salesforce with an old-world mindset, focusing on the initial implementation and sitting idle until business demands an upgrade. Driving innovation post-implementation represents an equal, if not greater, opportunity to create meaningful business impact.

Without a strategy for managing Salesforce after go-live, organizations struggle with:

New Salesforce Clouds & Releases

Salesforce is updated at a regular, almost blinding, pace. Staying on top of acquisitions and updates requires continuous evaluation and training so your company can continue to reap the benefits.

The Pace of Organizational Change

No company can remain static. Even if a company were to try and remain unchanged, its employees, partners, and business environment are constantly shifting. There is a now a hard business and opportunity cost to not evolving.

Changing Customer Expectations

Customers, and their expectations, are changing too. To remain relevant, companies must continuously innovate to deliver an exceptional customer experience. Customers no longer take what they can get, they expect a seamless, relevant experience.

Enter Bluewolf Beyond

Bluewolf Beyond is a consulting practice dedicated to helping clients manage live environments of Salesforce. We provide a complete consulting solution for ongoing innovation, with access to all the resources and experts your company needs to stay ahead of the competition. Salesforce is our core competency. We work with hundreds of global clients, helping them add value and innovate, react to market changes quickly, and establish Salesforce as a solution that will help them engage customers, and stay ahead of the competition.

An Annual Relationship

Bluewolf Beyond works closely with clients to ensure that Salesforce is customized for your specific business. Your business tools should be a competitive advantage, and Beyond is ready and equipped to help you achieve that goal.



Bluewolf Beyond provided our team with insights about our internal processes and truly impacted our business.

-Aaron Gette
CIO, The Bay Club



1200+ Salesforce Certifications

34 Global Studios



Beyond is flexible and aligns easily to organizations with the following challenges:

- Not enough resources
- Only using a fraction of Salesforce functionality
- Unable to capitalize on new release functionality
- IT lacks the bandwidth to execute against requests
- Salesforce org can't move as fast as the business needs

A Range of Skill Sets

Through Bluewolf Beyond, you get on demand access to a complete team with a diverse skill set. Led by one point of contact, your Engagement Manager, Beyond gives you access to our global, experienced consultants who can help you quickly plan and complete innovative projects.

Our experts bring deep technical knowledge helping ensure Salesforce is optimized. We focus specifically on data quality, business process and configuration, custom development (including mobile), employee engagement strategies, and organizational change management. Additionally our deep subject matter expertise help bring ongoing innovation to the entire customer lifecycle, including:

Marketing

- Designing, implementing, and updating lead scoring programs
- Planning and executing nurture campaigns
- Scoping and fulfilling data quality improvement initiatives
- Building reports and dashboards for greater visibility into the lead funnel

Sales

- Scoping and fulfilling data quality improvement initiatives
- Designing and implementing security specifications
- Creating custom triggers based on field values or activities
- Building reports and dashboards that help manage revenue

Service

- Developing and building a knowledge delivery system
- Developing a case management system
- Integrating customer data into one system

About Bluewolf

Bluewolf, an IBM Company, is a global consulting agency that builds digital solutions designed to create results. Now.

We're the longest-standing Salesforce partner for a reason—our technology-driven method combines our deep expertise with vetted accelerators and solutions to create measurable results for our clients. We serve a community of future-focused industry leaders like Vodafone, Stanley Black & Decker, and Sapa Building Systems, who are dedicated to building the next generation of customer and employee experiences. The way we see it, when business is done in real time on the cutting edge, it's always now.