



# SALESFORCE ROADMAP IMPLEMENTATION

Welcome to **Championsys**! In this document, we present our strategic approach for a successful Salesforce implementation in your organization. Our goal is to provide you with a clear and concise guide on how to approach this process to maximize the benefits and return on investment that Salesforce can offer.



Official Salesforce  
Consulting Partner



## Table of Contents::

1. [Why Choose Salesforce?](#)
2. [How Much Does Salesforce Implementation Cost?](#)
3. [Do I Need a Consultant or Can I Implement Salesforce on My Own?](#)
4. [How Long Does a Salesforce Implementation Project Take?](#)
5. [What Are the Basic Steps of the Project?](#)
6. [What Happens Next? Maintenance Costs, Adoption, and Training.](#)
7. [Post-Implementation Planning: Integrations and Customization.](#)
8. [Successful Implementation Checklist.](#)
9. [Why Championsys is the Ideal Salesforce Consulting Partner for Your Company?](#)
10. [Additional Resources.](#)

## Introduction:

Companies worldwide consider Salesforce as the number one CRM for a good reason: it is a powerful and scalable solution that can revolutionize your sales, marketing, and customer service processes. However, choosing Salesforce can also be complicated, as its ecosystem and wide range of products can be overwhelming for beginners. This is where Championsys comes into play to be your guide and ensure that your Salesforce implementation is a successful project, rather than a waste of time, money, and resources.

## 1. Why Choose Salesforce?

Salesforce stands out for its scalability and customization capabilities. With over 500 standard objects and the ability to create custom objects, you can tailor Salesforce to your specific needs. Additionally, it features a full-scale programming layer that allows you to develop any application you require for your business. This ensures that Salesforce fits perfectly with your requirements and enables sustainable growth.

**150.000**

Salesforce clients worldwide

**70%**

of Salesforce customers saw a faster ROI.

**35%**

Increase in customer satisfaction after companies switch to Salesforce.

Data: Salesforce, Statista

Furthermore, Salesforce is a cloud-based solution, which means you don't need costly server infrastructure to use it. You can access the platform from anywhere, at any time, through its mobile app. Additionally, Salesforce offers a wide variety of licenses with flexible permission management options, allowing you to tailor the platform to any size and goals of your company.

## 2. How much does it cost to implement Salesforce?

The budget for a Salesforce implementation project generally consists of two parts: Salesforce licenses and implementation services.

Salesforce licenses include Sales Cloud and Service Cloud editions, which cost \$75/month per Professional Edition and \$150/month per Enterprise Edition, billed annually per user. Although Salesforce licenses may be more expensive than other solutions, it is essential to consider the impact of the CRM project on your business and the return on investment you will gain in the long run.

Regarding implementation services, costs may vary based on the project scope and your company's objectives. It is advisable to work with an experienced Salesforce Consulting Partner who can provide you with an accurate estimate and guide you on how to save costs on Salesforce licenses.

### 3. Do I need a consultant, or can I implement Salesforce on my own?

While it is possible to implement Salesforce on your own, you will face challenges if you are not familiar with the platform. Data migration, integrations, and customizations require a high level of knowledge and experience. Conducting research and training without expert support can take more time and risk unsatisfactory results that may not fully leverage Salesforce's potential.

A Certified and experienced Salesforce Consulting Partner can guide you through the entire implementation process, providing optimal solutions tailored to your specific needs. Moreover, a consultant will help you avoid common mistakes and build a solution that your team will genuinely use and appreciate.

### 4. How long does a Salesforce implementation project take?

The duration of a Salesforce implementation project depends on the project scope and the features you plan to implement. A phased implementation approach is recommended, allowing each phase to add value and be independently deployed for smoother user adoption.

For instance, the initial implementation of Salesforce Sales Cloud or Service Cloud typically lasts between 4 and 6 months. If you also want to implement Salesforce Community Cloud, you may need an additional 1 to 2 months for customization based on your needs.

It's essential to have a Salesforce Consulting Partner provide you with a more precise estimation and recommendations for achieving a successful implementation in the shortest possible time.

### 5. What are the basic steps of the project?

A Salesforce implementation project is generally divided into several stages:

1. **Discovery and scope definition stage:** In this stage, project goals are defined, and business requirements are gathered to determine the implementation scope.

2. **Solution design and planning:** A detailed plan is created, including the technical and functional design of the solution, as well as resource planning and timelines.
3. **Business analysis and technical specifications:** Current business processes are analyzed, and technical specifications are created for the configuration and customization of Salesforce.
4. **Change management planning:** Potential project impacts on employees are identified, and a plan is created to manage the change effectively.
5. **Technical implementation:** Salesforce configuration and customization are carried out according to the previously defined technical specifications.
6. **Testing and User Acceptance Testing (UAT) stage:** Thorough testing is conducted to ensure Salesforce functions as intended, and end users are involved to validate and approve the solution.
7. **Training:** End users are provided with training to effectively use Salesforce and make the most of its features.
8. **Launch:** The solution is deployed in production, and daily adoption and usage of Salesforce begin within the organization.
9. **Monitoring and adjustments:** Continuous monitoring is done to ensure Salesforce operates optimally, and adjustments are made based on changing business needs.

## 6. What happens next? Maintenance costs, adoption, and training

Once Salesforce is implemented, it's essential to consider maintenance costs to ensure the platform operates optimally. Salesforce updates its solutions three times a year for free, and their support team handles cloud infrastructure, saving costs on local servers.

Additionally, adoption and training are key to ongoing success. Success with Salesforce depends not only on technology but also on user adoption and engagement. Involving users at every stage of the project and providing continuous training and support are essential for successful adoption.

## 7. Post-Implementation Planning: Integrations and Customization

After the initial implementation, you may want to further customize Salesforce to meet your specific business needs. This may include integrations with other platforms, such as accounting or marketing systems, and the creation of custom solutions to optimize your workflows.

You can choose to install existing applications or create custom integrations based on your requirements. An experienced Salesforce Consulting Partner in architecture can help you determine the best options for integrating your systems efficiently and ensure that your solution is stable and scalable.

## 8. Checklist for a Successful Implementation

To ensure the success of your Salesforce implementation, consider these key points:

- Establish clear and well-defined goals from the beginning.
- Prioritize business outcomes over just focusing on tools.
- Involve users at every stage of the project.
- Gain alignment and participation from all stakeholders within your company.
- Consider the integrity of existing data and analyze data sources to avoid discrepancies.
- Implement the project in stages to facilitate user adoption.
- Customize Salesforce to fit your specific business processes.
- Provide adequate training and post-launch support to ensure successful adoption.

## 9. Why is Championsys the Ideal Salesforce Consulting Partner for Your Company?

At Championsys, our commitment goes beyond being a mere service provider. We are your strategic ally in the journey towards a successful Salesforce implementation and the continuous growth of your business. Here are some reasons why we are the ideal Salesforce Consulting Partner for your company:

- **Experience and Expertise:** Our team is composed of certified Salesforce experts with extensive experience in consulting, implementation, and customization of Salesforce solutions. We have worked with companies of various sizes and industries, providing us with a deep understanding of best practices and industry-specific solutions.
- **Customer-Centric Approach:** We understand that each company is unique and has its own goals and challenges. That's why we dedicate ourselves to thoroughly understanding your business needs and objectives, offering personalized and result-oriented solutions that drive long-term success.
- **Commitment to Quality:** At Championsys, quality is a priority at every stage of the project. We strive to deliver solutions and services of the highest quality, ensuring that every aspect of the Salesforce implementation meets your expectations and requirements.
- **Continuous Support:** Our commitment doesn't end with the completion of the implementation. We are here to provide support and guidance throughout your journey with Salesforce. Whether you need assistance with maintenance, additional training, or integration solutions, we will be available to help you.
- **Comprehensive Approach:** Our comprehensive approach covers everything from initial planning to team training and beyond. We work collaboratively with you to ensure you get the maximum value from Salesforce and that your investment has a positive impact on all aspects of your business.
- **Customer Service Excellence:** Customer satisfaction is our top priority. We take pride in providing exceptional customer service and establishing trustful, long-term relationships with our clients.

Trust Championsys as your strategic Salesforce Consulting Partner and let us be the driving force behind your success with Salesforce. Together, we will transform your company and help you surpass your business goals efficiently and effectively.

Contact us today to schedule a free diagnostic session and discover how Championsys can make a significant difference in your Salesforce implementation and the future of your business.

Join Championsys' community of success, and let's embark together on the journey towards growth and excellence with Salesforce!

## 10. Additional Resources

For more information on how to make the most of Salesforce and how you can customize it to meet your business needs, we invite you to explore our additional resources:

- Subscribe to our [blog](#) to discover success stories, implementation stories, and best practices for increasing the return on investment in Salesforce.
- Watch our free webinar "Maximizing Salesforce for Your Business" and uncover how to tailor Salesforce to your business requirements to develop a relevant implementation strategy.
- Follow our [YouTube](#) channel for explanatory videos, advice, webinars, and tutorials.
- Explore more testimonials from our clients on [Clutch](#) and learn how Championsys has provided effective and lasting solutions to various companies.

At Championsys, we are here to be your strategic partner in a successful Salesforce implementation! If you have any questions or wish to start your project with us, don't hesitate to contact us. We are eager to assist you in achieving your business goals with Salesforce.