

# Salesforce@Work

*The difference between a subscription and success*

Net@Work



For nearly 20 years Net@Work has been helping companies reach their business goals through the effective use of technology. We partner with you to grow your business by concentrating on the best use of the Salesforce customer success platform to get the job done. Our extensive work with hundreds of implementations of CRM over the years has helped us form many different approaches that make clients successful.



## CRM@Work

We like to call our methodology and mindset in consulting **CRM@Work**. For us it simply means being the CRM experts that can wade through all the options, adapt technology to different size companies and different types of industries and translate that into success. For you it means that you have a partner with extensive experience in design, implementation, workflow, integration, and change management.


You have many choices when it comes to choosing an implementation partner or going at it alone. While we understand that CRM concepts are simple the application of those concepts is not always easy. If you take a CRM@Work approach with us you will reach your goals with the right level of assistance and the appropriate level of investment to maximize your Salesforce deployment.

**Contact us today to get started with your CRM needs.**

Net@Work

 [www.netatwork.com/CRM](http://www.netatwork.com/CRM)

 [CRM@netatwork.com](mailto:CRM@netatwork.com)

 1-800-719-3307

## CRM@Work Programs

**CRM Forensics** – Every week we hear from people that are stuck or having challenges getting people to adopt CRM. Because we understand so many types of custom and name brand solutions we just say “point us to the body and we will evaluate the condition and tell you what to do next.”

**CRM Rescue** – When you get the prognosis from a CRM Forensics the problem may be people, process, or technology. With experienced consultants, analysts, and developers we take many challenged customers and get them off and running without switching platforms.

**Lightning Launch** – While we know that some of today’s CRM tools can be really straight forward to use we don’t see too many organizations get where they want to go without a little advice. So we developed a program to get you either trained to understand how to configure tools or streamline a quick training program for users that last one or two days.

**CRM Quick Start** – This is by far our most popular program where we have a CRM implementation in a box with included customizations and training for administration and end use. While it’s a little more than a Lightning Launch it can give you a highly personalized system (often integrated with ERP) in just a couple of weeks.

**CRM Concierge** – SMB organizations don’t have huge budgets for consulting yet many of them can’t get along without some advice. So we started offering Advice & Admin as our basic consulting subscription and Customization and Reporting as our Concierge Plus subscription. Clients love having the ability to call when they need some help without ringing up additional charges.

**Custom Apps** – Finally, almost every CRM that evolves over time has some type of decent custom application or function and we build and deliver quickly with an Agile methodology. Customers get exactly what they want in the time frame they want it.