Getting the most out of Salesforce starts with the right implementation partner. With Quantica Technologies, you get a team of experienced consultants and developers to support and guide you to the results you are looking for.

We start with a discovery and learning-focused approach to understand your current business needs and processes, then help you translate them into business processes software functionality, and an implementation strategy for a fully integrated solution to get the most out of your Salesforce investment.

Discovery Process

We guide your key stakeholders through in depth discovery meetings to analyze current operational processes and challenges, we help you to determine what you are looking to accomplish with a Salesforce solution, so we can develop requirements that will specifically address those needs. This includes collaborative onsite or remote sessions to identify key points in your current solution, technology, business process, and existing gaps.

Business Process Review

We help our customers and partners leverage Salesforce to automate outdated or repetitive processes, to better access data, and to drive business process improvement. We analyze your current environment and processes to identify critical issues and recommend solutions for enhancing business performance. Reviews are delivered either virtually or on-site with your team and include:

- Business process summary and scope review
- Current processes and system findings
- Recommendations and solution roadmap including process simplification and automation
- Review of internal, legacy, or other third-party applications that need to be integrated with the Salesforce platform
- Deployment plan and cost-benefit analysis

Implementation

We implement enterprise level Salesforce solutions that can dynamically adapt to your evolving needs and business processes.

- System architecture: Definition and implementation of the architecture that aligns with your business needs. This includes both user processes and automatic processes within Salesforce, as other applications that will need to be integrated with the Salesforce platform.
- Configuration and workflow: Configuration of standard and custom Salesforce objects to best support the user process and capture data specific to your needs, facilitate workflows, and enable more detailed reporting.
- Analytics and reporting: Configuration of template reports and dashboards. Common reports may include transactional, historical, forecasting, key performance indicator (KPI) metrics, and hybrid reports that include data from other non-Salesforce applications.

Application Integration

A successful integration strategy is critical in a highly distributed environment where Salesforce needs to connect with legacy systems, cloud, and other SaaS applications. Quantica Technologies integration experts will work with you to automate your business processes and enable secure sharing of data across these applications.

Middleware technologies eliminate a major chunk of the complexities and pain of integration. Through the use of the Informatica's data integration platform, which we are a proud licensed partner of; we provide the availability of middleware technologies software and an instant integration for our clients, who won't be charged extra for the software's cost- we got you covered. Middleware technology addresses critical data integration initiatives for our clients, including business intelligence, data warehousing, data migration, data cleansing, master data management and cloud application integration.
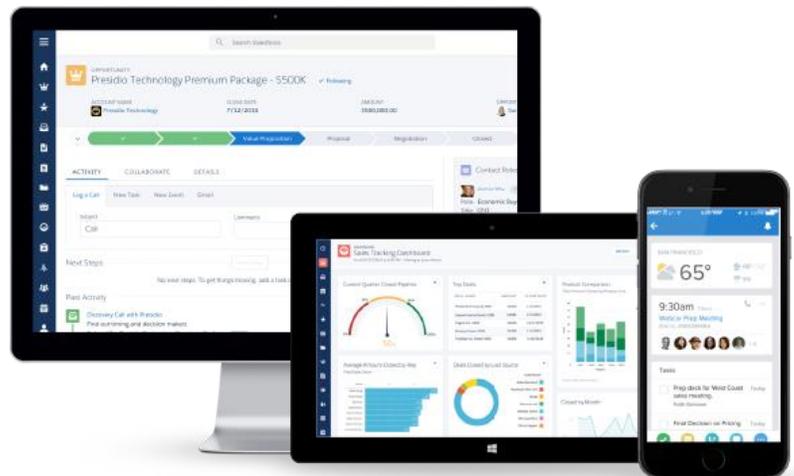
We can also develop connectors on Salesforce.com platform, to simplify and fully automate integrations across. We won't just stop there; we setup, host and manage integrations for them, under a setup and maintenance fee. Therefore, we help reduce cost and effort for our customers to migrate data to or integrate Salesforce data with other on-premise and cloud-based applications. We also lower implementation risk and free up customer's resources.

Custom and Mobile Application and Development

If you need more than out-of-the-box Salesforce functionality, our Salesforce Certified Developers can extend your Salesforce functionality with Visualforce and Apex.

We develop web and mobile applications (on IOS and Android) and components for our customers either embedded on the Salesforce platform, on the App Exchange, or extending and integrating Salesforce functionality into other custom solutions or alternative platforms such as Amazon Web Services (AWS), for example, focusing on delivering value and business transformation while respecting your platform's architecture, with minimal interference to existing operations. These apps and connectors are made to address, securely and at scale, common pain points or requirements the Salesforce platform may not meet in usability, functionality or integration, for example.

Ongoing Services and Support

Our team provides ongoing services and support, both onshore and offshore, to optimize your investment in Salesforce and maximize business results following the initial implementation.

- Administration and maintenance: We offer support on all aspects of the solution—including user management, security policies, data quality and configuration changes.
- Support and training: We help you to drive user adoption and ensure your users have access to customer service and support, including integrations with other systems.
- Ongoing customization: This can include support for your latest campaign, development of complex business process rules, and third-party application integration. Our team can continually customize and adapt the platform to meet your changing business requirements.

Salesforce Technologies

As an implementation partner of Salesforce, we're committed to enhancing your organization's Salesforce.com CRM effectiveness by offering certified consultants on a full array of implementation solutions including:

- Sales Cloud
- Service Cloud
- Collaboration Cloud
- Marketing Cloud
- Salesforce Communities (Customer and Partner)
- Data Migration and Integration
- Lighting and Force.com
- Custom Web and Mobile Application Development

About Quantica Technologies

Quantica Technologies provides innovative enterprise-level software solutions, consulting and outsourcing services. Our main focus is the design and implementation of enterprise-level Salesforce solutions that can dynamically adapt to clients' evolving needs and business processes. Our services range from requirements and business process reviews to implementation and adoption, as well as fully managed integration services as a seamless and cost-effective integration of Salesforce with third party applications.

Our overarching effort is to further technology adoption, implementation, and integration within the enterprise. Quantica Technologies is known for creating high-performing but flexible web and mobile custom solutions that enhance and extend the capabilities and integration scope of the most robust and complex enterprise-level software available in the market on content management, business processes, workflow automation, enterprise resource planning, eCommerce, CRM and business intelligence.

Clients

Contact Us

To learn how we can accelerate your Salesforce implementation success contact us at:

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