

Top Salesforce Development and
Certified Consulting Partner



READY FOR SUCCESS



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<https://www.linkedin.com/company/variance-infotech/>



<https://twitter.com/varianceinfo>



From startups to **Enterprises**

we help organizations make more out of their Salesforce CRM. We are end-to-end Salesforce development experts. And yes, we will redefine how you use Salesforce®, forever

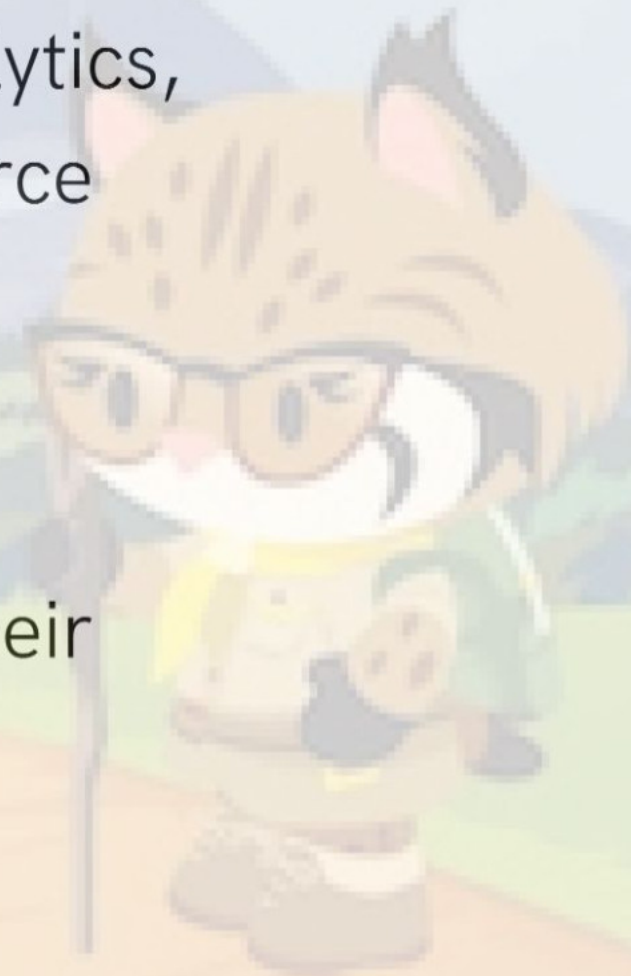


Know More About **Salesforce Development** Services

With more than 7+ years of CRM expertise in Salesforce Development & Salesforce Consulting, We address the needs of businesses in retail, manufacturing, healthcare, professional services, telecoms, banking, financial sector, and other industries.

Salesforce Sales Cloud®, Marketing Cloud, Service Cloud®, Salesforce Einstein Analytics, Pardot, CPQ, Chatter, Cloud Communities, Salesforce1™ Mobile application, Salesforce Platform Application, Lightning Experience or Salesforce AppExchange® Apps.

We help organizations in planning, designing, and implementing complete Salesforce® based solution. We transform the way businesses interact and manage their customers, products, partners, and employees.



Salesforce Experience Overview

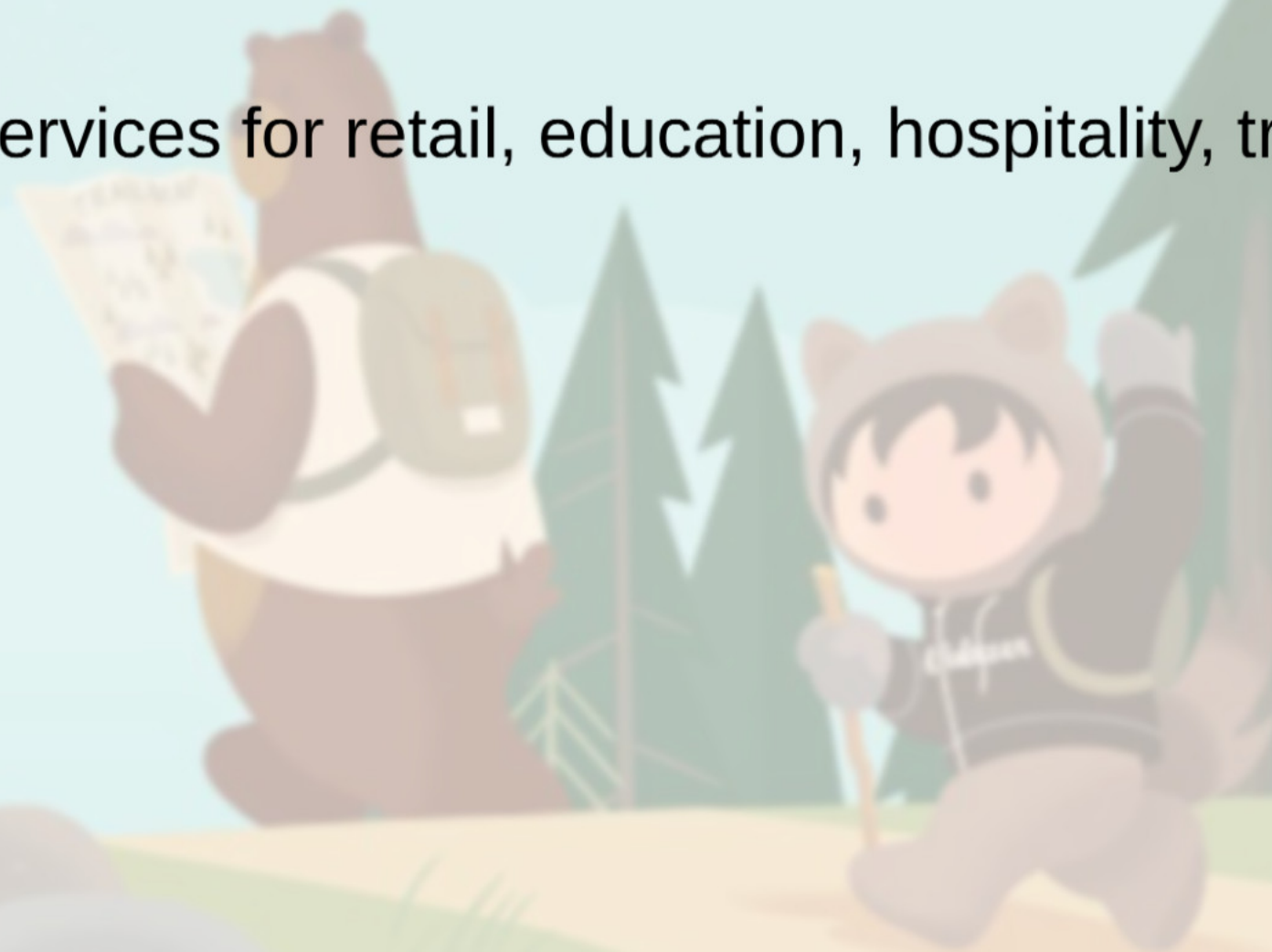


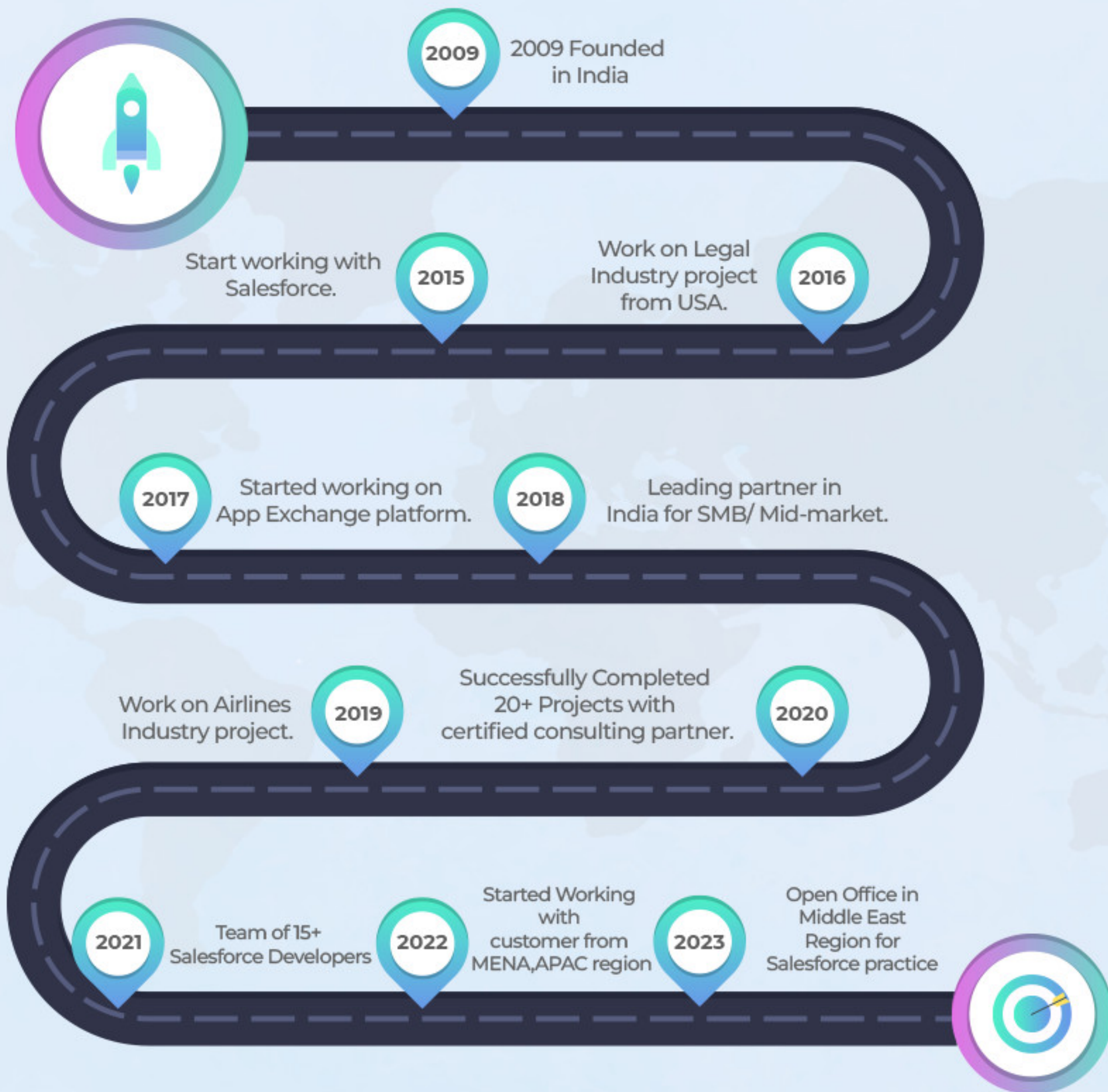
Leading Salesforce consulting partner with offices in India, USA and Australia

Business Automation and Productivity solutions on world leading CRM Platform.

We cover many industries like Manufacturing, Healthcare, Hi-tech, Financial Services, Real Estate, Airline and other industry verticals.

Ready to implement our services for retail, education, hospitality, travel and non-profit.

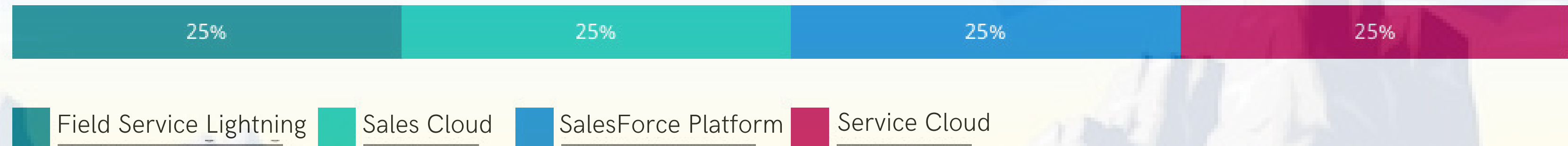




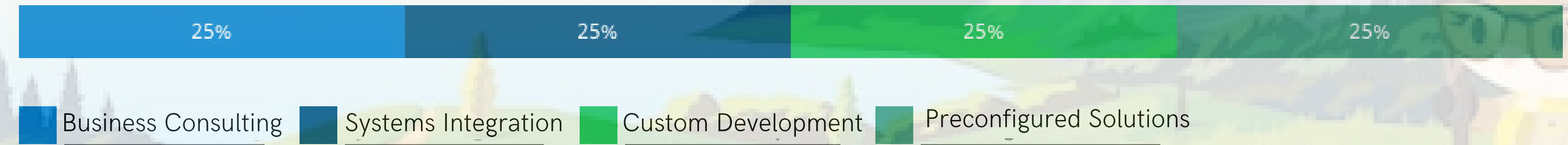
Focus Area



Service lines

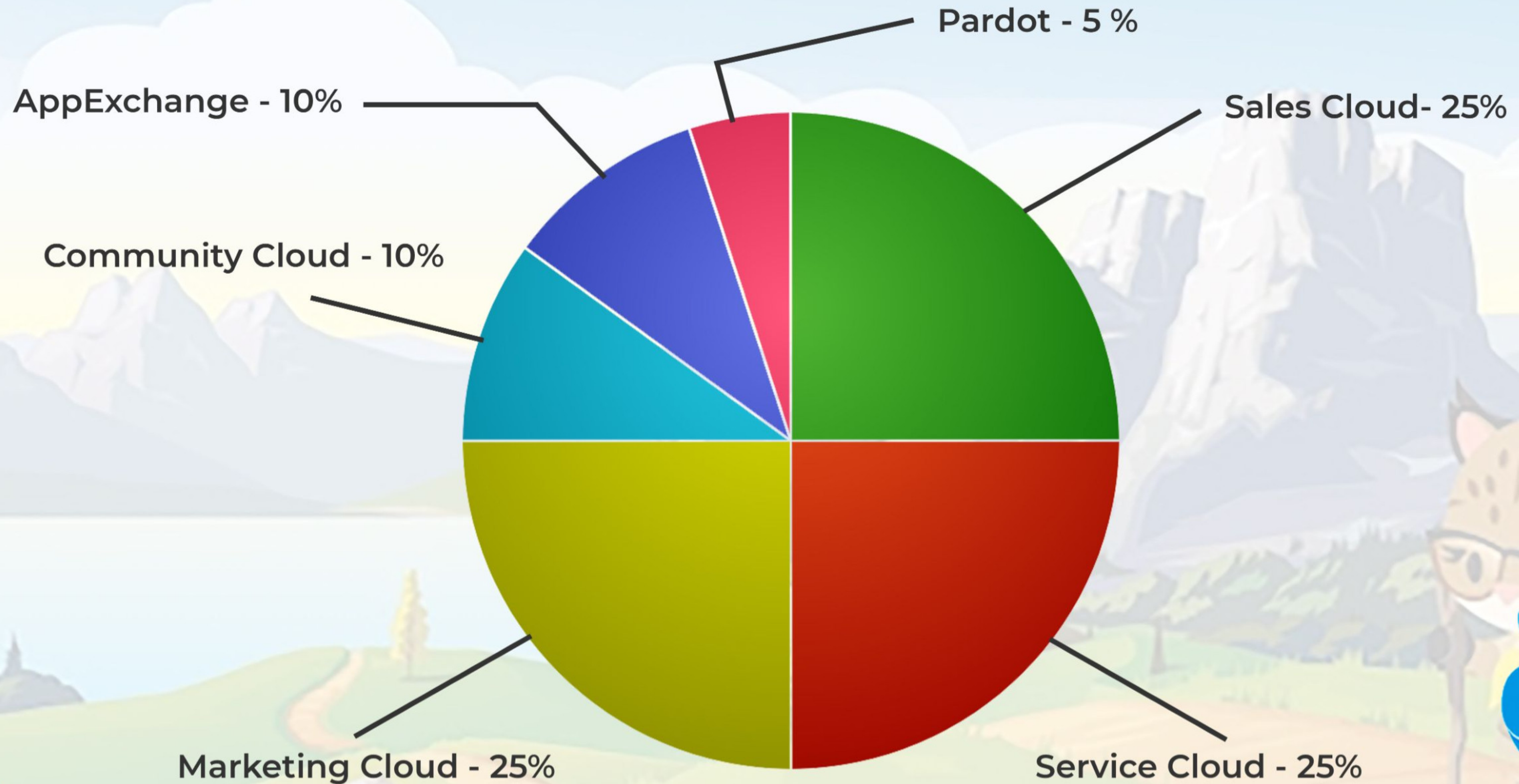


Salesforce Expertise



Platform Experience

salesforce partner



Our Strength

salesforce



Best Expert Advice on Cloud based Projects



Team of Certified Salesforce Consultants



20+ Salesforce Project Delivered



8+ Years of Experience



10+ Industry verticals served



Certified Professional Project Manager



20+ Countries served



Consulting for Salesforce



- Utilize Power of Salesforce® with Dedicated Salesforce® Development Team. Unleash Power of 3D Solutions on Salesforce® Consulting Services.

Salesforce® Implementation



- We help organization plan and strategies the best way to implement Salesforce.com products in their business processes. We employ our decade-long experience for you in finding the right Salesforce.com product, the right feature set, and the right customization.

Salesforce® Integration



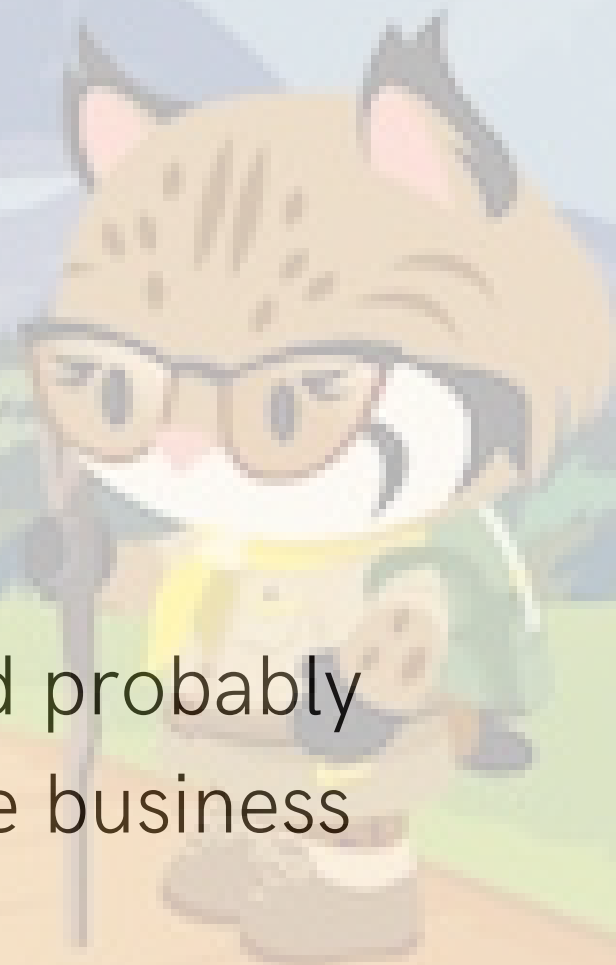
- We help these organizations connect to the third-party software with their Salesforce solution so that they can work more efficiently and smartly.



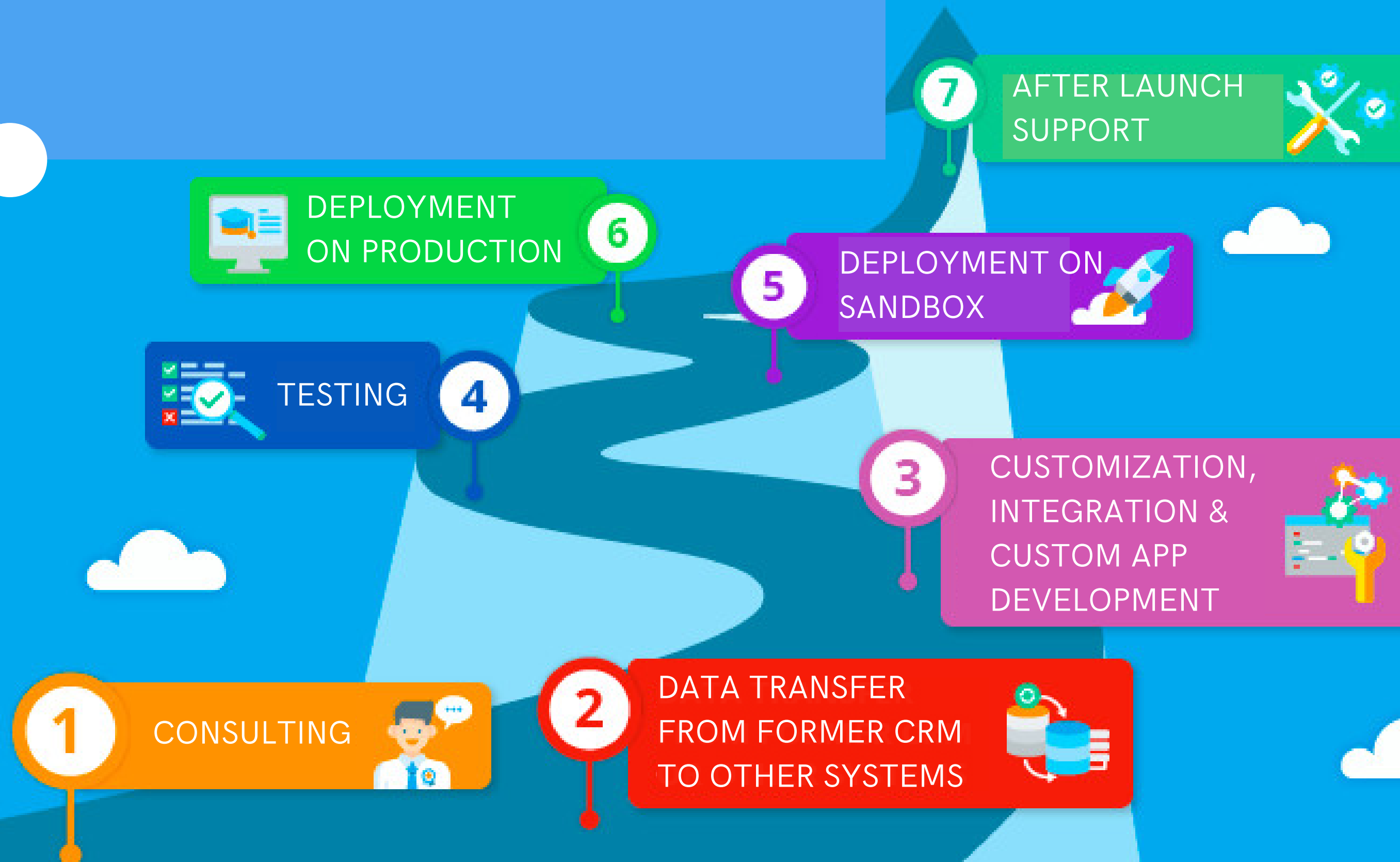
Salesforce® AppExchange



- Have a great idea for an app that you feel can change the world? You should probably be translating that into reality and getting the app listed on AppExchange – the business app store from Salesforce®.



Our Salesforce **Implementation** Process



Certified Expert Team



Rahul Patel
CEO



Chirag Darji
CTO



Urvi Solanki
Salesforce Marketing Head



Dharmesh Vithalani
Salesforce Practice Head



Bhavin Shah
Salesforce Architect

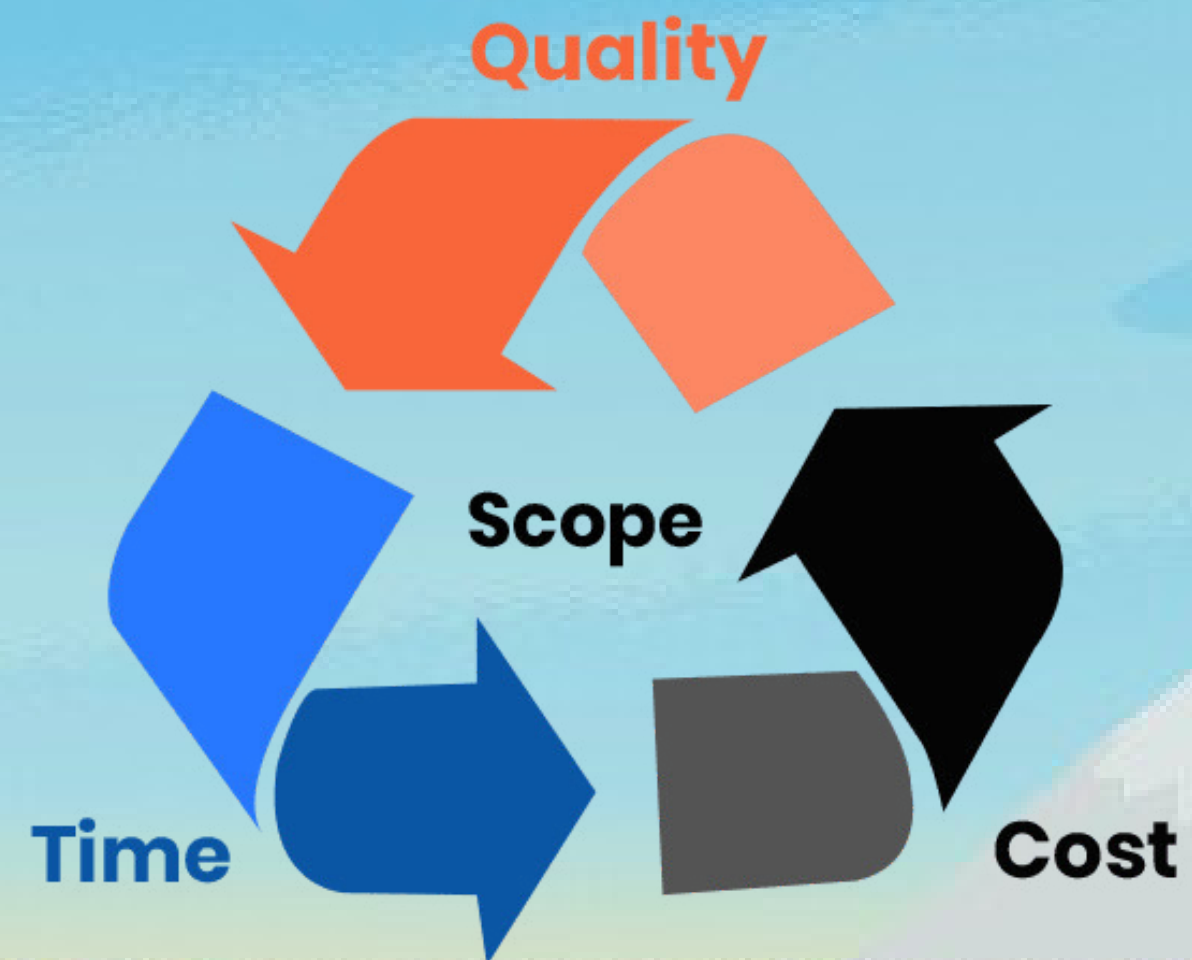


Ankit Solanki
Salesforce Delivery Head

15+ Certified Expert Salesforce team

Our Engagement Models

salesforce partner



I- Fixed Price Model (FPM)



II- Time and Material Model



III- Dedicated Resources model



Our work



1

Salesforce® for manufacturing company

NEW
BUSINESS

Account



LEAD



OPPORTUNITY

Forecast



QUOTE



ORDER

Actuals



SHIP & INVOICE

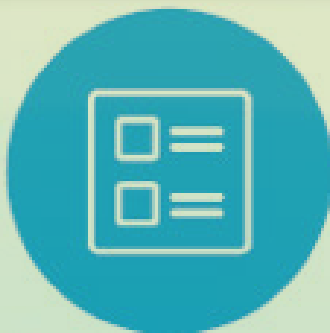


SALESFORCE

ERP

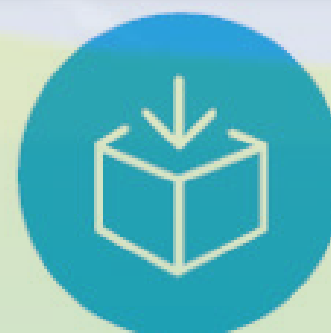
RUN RATE
BUSINESS
(EXISTING
RELATION
SHIP)

Renewing
Agreement
or New RFP



SALES AGREEMENT

Forecast



ORDER

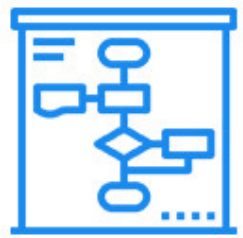
Actuals



SHIP & INVOICE



This is how we helped manufacturing company in implementing Salesforce.



Our consulting team understood and analysed client business process and practices to build automation in Salesforce that will make their routine more productive!



We started with various lead sources and integrated with Salesforce to capture leads including the website and social accounts.



We started with Sales-cloud to set the "lead to opportunity" flow connected with price book object managed with multiple currencies.



First phase of implementation was completed with dynamic dashboards and reports for sales and management users.



What's the problem?

Customer was the clinics to offer healthcare service in USA, They were facing plenty of issues because of their process were not well-organized like,

- Customer is maintaining patient's record on Spreadsheet and old windows based system
- Clinician unable to found correct history of cases and treatment done in past by Doctors.
- No integration with Dentrix System to capture all dentrix data
- Automated messaging for appointments, feedback system not established to connect with customers

What we did?

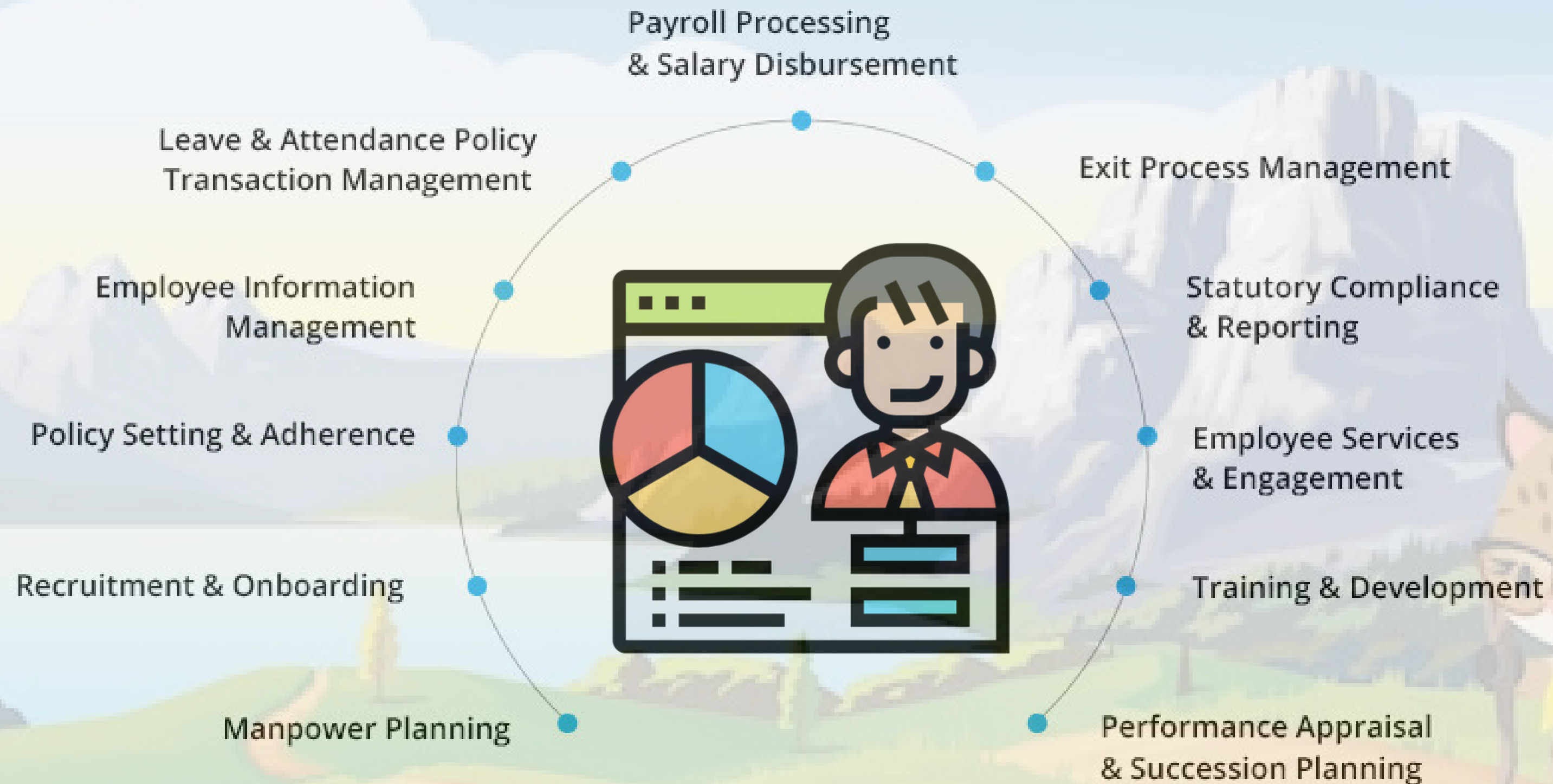
We customised Salesforce CRM to create a pre consultation and repeat consultation visual force pages with the client to deliver a solution using Sales and Marketing Cloud

- Delivery of a configured Salesforce for Healthcare clinic.
- Migration from a legacy windows application data to Salesforce
- Integration with Marketing Cloud
- Automated lead nurture journeys, via Journey Builder and web-to-lead
- Integration of EHR system with Salesforce
- Integration to Facebook lead forms, via Lead Capture for Salesforce
- Appointment and Scheduling

3

Salesforce® Implementation for HRMS

salesforce partner



What's the problem?

Client using Salesforce for their Sales and marketing process. Client was using other system to manage their Recruitment, HR and other process.

- It was cumbersome for the customer to use multiple system to manage their business
- Integration of their Sales and Support team with employees of the company
- Looking to see 360 degree Appraisal flow inside Salesforce

What we did?

We customised Salesforce CRM for match company's Requirement and HR requirement.

- Implementation of Hiring Candidate flow with various Approval Stage
- Management of Document process of Employees
- Streamline Hiring process through Salesforce system
- Intuitive Admin dashboard for company to see overall progress of Candidate Hiring
- Setup Conversion of Candidate to Employee once candidate hired.

4

Salesforce CRM implementation for Jewellery Store

salesforce partner

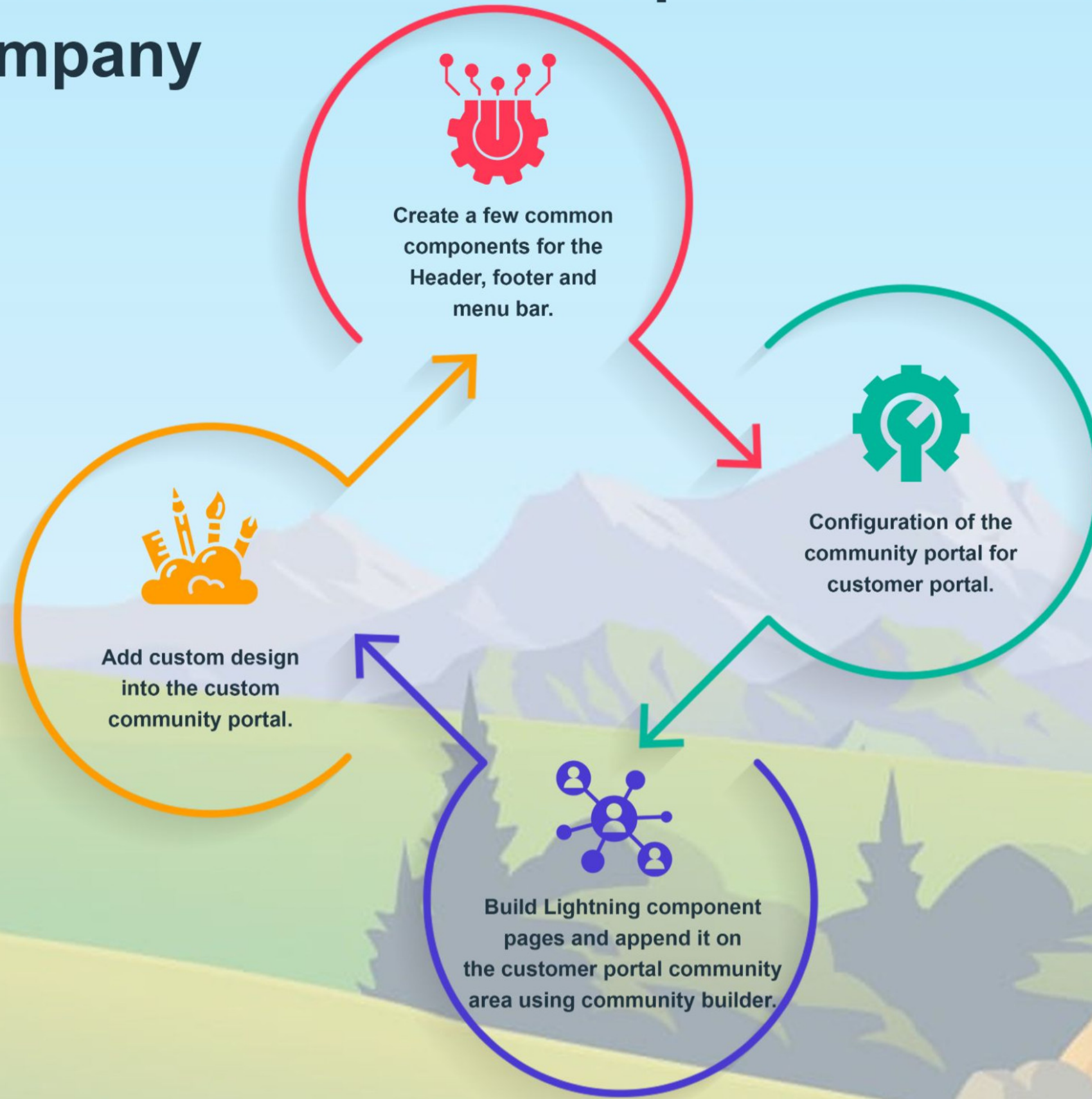


Our Solutions to Jewellery Store

- Pre-Sales: Organize customer information & their sales data.
- Understand buying history & patterns.
- Proactively identify opportunities and reach out 1:1 to the client.
- Integrate Social Channels to understand customer interests and preferences.
- Leads (ones who visited but did not buy) capture & follow up.
- General Marketing campaigns through email, WhatsApp, and SMS.
- Individually personalized & Demography based campaigns.
- Client Relationship Management through Birthdays, Wedding Anniversaries, etc.
- Post-Sales: Enable consistency in customer touchpoints via process standardization.
- Timely & Proactive updates on Customer Order status.
- Bring all customer interactions & communications on one platform.

5

SalesForce Customer Portal Implementation for Airline Company



What's the problem?

- A leading Airline company having their customer portal built on older technologies and using that customer will interact with their Flight, PNR status, Flight status, Flight booking, lounge status, sometime customer portal which was built on Legacy technology wasn't working correctly when integrated with Salesforce.
- Customers already use marketing cloud and sales cloud and want to migrate their customer portal into Salesforce because of buggy integration with Legacy application.

What's we did?

- Being a Salesforce Expert, we first analyze and interact with the client's customer portal use cases and process and based on that we provide them a solution of creating a custom community portal for the same, so their customer can login into it and easily get their status of booking and all.
- After building a customer community portal inside Salesforce, customers have everything into one system so it will reduce cost to manage multiple systems for the same purpose.

6 Whatsapp Integration with salesforce for Realestate Business.



Salesforce WhatsApp Integration Features

- Whatsapp for multiple agents.
- Setup workflow to send notification to agents as well as customers on any updates.
- Overview of all the messages against the contact in salesforce.
- Closely connected with CRM to integrate whatsapp messages as comments tickets or Other important features.

Our Happy Clients

ELATEC
RFID Systems

Netvill

ISO 9001 : 2015 Certified
shah investor's home ltd®
SERVICES THAT SECURE SMILES

RecordLinc



MEDICARE ADVISORS
Servicing the Entire Country



"KAIRASI"
N Gopaldaas Jewellers
since 1929



AIR CANADA

Thank you for your Attention

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