See results from Salesforce faster than ever with Salesforce Jump Start

We know you want to see value from Salesforce fast – and you want to get your platform set up right the first time around. That's where the Salesforce Jump Start program can help.

How It Works

Quick and Flexible Implementation
Deploy Salesforce within weeks by meeting with our experts, who can help you maximize efficiency.

Tailored to Your Business
Configure your end-to-end business and processes. And boost team efficiency with guidance and setup.

Best Practices for Success
Get your team up to speed with guided walkthroughs, as well as 30, 60, and 90-day recommendations.

Ready To Learn More?
Get to know more about the features, deliverable, and process of each specific Jump Start. Click your product of choice below to visit the datasheet.

Sales Cloud
Service Cloud
Community Cloud
Digital Engagement
Einstein Analytics
Pardot
Datorama: Email Performance
Datorama: Media Performance

Marketing Cloud
Marketing Cloud: Journey Builder
Marketing Cloud: Salesforce Connector
Salesforce Maps: Growth
Salesforce Maps: Advanced
Salesforce Maps: Territory Planning - Growth
Salesforce Maps: Territory Planning - Advanced
Sales Cloud Jump Start

Achieve Sales Excellence faster than ever with

You've made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your Sales team for long-term success.

That’s where Jump Start can help! With this quick and easy implementation service, you’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce better than anyone. Your Jump Start implementation is designed to get you up and running on Sales Cloud within weeks - so you can speed your time to value with Salesforce.

How Sales Cloud Jump Start Works

In Scope
- Configured Sales Cloud environment
- Setup of Profile & Users set up
- Configure Lead-To-Opportunity Business Process (Lead management, Account & Contact management, Opportunity Management)
- Custom Fields
- Up to 2 Custom Objects
- Enable Lightning Features such as Home Page, Workspace, Path, Guidance for Success, Kanban
- Create 3-5 Reports & 1-2 Dashboards
- Standard Duplicate & Matching Rules
- Salesforce Inbox Setup
  - Outlook 365 or Gmail integration (No Legacy servers/browsers)
- 3 - 45 minute Deep Dives (up to 2 hours)
  - Advise on standard out the of box products, data import, or extra time on in-scope items.

Out of Scope
- Process Automation - Approvals, Workflows, etc.
- Integrations
- Advanced Features such as Products, Pricebooks, Quotes configurations, Flows, Process Builder etc
- Custom Code (e.g.: Apex Triggers, Apex Code, Custom Components)
- End User Inbox Training
- Lightning Sync, Einstein Activity Capture & Sales Cloud Einstein

The Details

Price
$5,000 USD (20 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People
- Salesforce: Salesforce Certified Resource
- Customer: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

Prerequisites
- Customer to provide courtesy/temporary Login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate 8 hours of meeting time with Salesforce resources within predefined duration
- Supported Gmail/Outlook Servers/Browsers

The Deliverables

In Scope
- Configured Sales Cloud environment
- Setup of Profile & Users set up
- Configure Lead-To-Opportunity Business Process (Lead management, Account & Contact management, Opportunity Management)
- Custom Fields
- Up to 2 Custom Objects
- Enable Lightning Features such as Home Page, Workspace, Path, Guidance for Success, Kanban
- Create 3-5 Reports & 1-2 Dashboards
- Standard Duplicate & Matching Rules
- Salesforce Inbox Setup
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Out of Scope
- Process Automation - Approvals, Workflows, etc.
- Integrations
- Advanced Features such as Products, Pricebooks, Quotes configurations, Flows, Process Builder etc
- Custom Code (e.g.: Apex Triggers, Apex Code, Custom Components)
- End User Inbox Training
- Lightning Sync, Einstein Activity Capture & Sales Cloud Einstein
Service Cloud Jump Start

You’ve made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your Customer Service team for long-term success.

That’s where Jump Start can help! You’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce and Service Cloud better than anyone. Your Jump Start implementation is designed to get you up and running on Service Cloud within weeks - setting you up for success with Salesforce both now and for the long run.

How Service Cloud Implementation Jump Start Works

The Details

Price
$5,000 USD (20 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People
- **Salesforce**: Service Cloud Certified Resource
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment & Call Center)

Prerequisites
- Courtesy/temporary login access
- Install Email-to-Case Agent
- Business overview and configuration requirements
- Around 10 hours of meeting time for Salesforce resources with your key business stakeholders

The Deliverables

In Scope
- Set up custom profile and users
- Up to 3 Case Record Types
- Configure and customize Accounts, Contacts, and Cases
- Set Up Service Console
- 3 Case Queues and Case Routing/Assignment Rules
- 3 Case Escalation and Auto Response Rules
- 3 Email Templates
- 3 Standardized quick actions (Case closed, Spam case closure, & Update case)
- Set up Web-to-Case and Email-to-Case (Configuration only)
- 1 MACROs (Case Closure Marco)
- Advisory/Guidance for Data Migration, Omni Channel, & Knowledge
- Custom Service Cloud Reports & Dashboards
- Expert Deep Dives (Up to 3)

Out of Scope
- Integrations & Entitlements
- Custom Code (e.g. Apex Triggers or Code, Custom Components)
- Full Data Migration
- Full Knowledge and Omni-Channel Configuration
- CTI
- Training
- Chat & SMS Channel Web-To-Case & Email-To-Case
You’ve made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your customer community for long-term success.

That’s where Jump Start can help! With this quick and easy implementation service, you’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce better than anyone. Your Jump Start implementation is designed to get you up and running on Community Cloud within weeks - so you can speed your time to value with Salesforce.

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**How Community Cloud Jump Start Works**

**The Details**

- **Price**: $5,000 USD (20 hours delivered by your expert)
- **People**:
  - **Salesforce**: Salesforce Certified Resource
  - **Customer**: Key Stakeholders/Decision Makers, Salesforce admin or Community Admin (the main person who will manage and maintain your Community environment)

**Pre-requisites**

- Customer to provide courtesy/temporary Login access
- Purchased Customer Community or Customer Community Plus licenses
- Knowledge Base set up
- Service Cloud Set Up for Case Management
- Branding Assets ((ie: Logo, Header Image, Color Scheme, Featured Topic etc))
- Accounts and Contacts set up
- Salesforce CMS Content Set Up (If Applicable)

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**The Deliverables**

**In Scope**

- Internal Community Org Setup
  - Community Setup and Community Settings
  - Set Up Users, Custom Profiles/Permission Sets
  - Security & Sharing Setup
  - Preparing existing Knowledge Base for external users
    - Data Categories, Topics, Channels
    - Global Actions for Case Creation
  - Create Customer Service, Account Portal, or Help Center Community Template
  - Home Page/Nav Menu setup
  - Uploading Branding Assets (ie: Logo, Header Image, Color Scheme, Featured Topic etc)
  - Login Page Setup
  - Topics Setup
  - Setup Search
  - Up to 3 Object Pages/Community Pages
  - Case Management/Case Deflection
  - Chatter Groups
  - Administration: Member, Preferences and Standard Self Reg
  - Choose 1 of the following:
    - Personalization: Up to 3 audiences, 3 page variations, 3 component
    - Adding Salesforce CMS Content to Community
    - Moderation Setup
    - Reports & Dashboards Management Package
  - 3 Customer Deep Dives

**Out of Scope**

- Knowledge Base Creation
- Partner Community or Employee Community
- Custom Lightning Components
- Custom CSS & HTML for branding
- Use cases not supported with Out-Of-The-Box
- Third Party Integrations
- Data Export, Data Extraction or Data Cleansing.
- Apex Code/Visualforce Pages
- SSO & SEO
- Google Analytics
- Multi-Language
- Data Loading Users
- Recommendations
You’ve made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your digital engagement channel.

That’s where Jump Start can help! With this quick and easy implementation service, you’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce better than anyone. Your Jump Start implementation is designed to get you up and running with Digital Engagement within weeks - so you can speed your time to value with Salesforce.

How Digital Engagement Jump Start Works

Kick Off Call ➔ End-to-End Discovery ➔ Org Setup ➔ Channel Setup ➔ Channel Config ➔ Final Walk-Through & Next Steps

PLUS 3 Additional Deep Dives

Get your Digital Engagement Channel up and running within weeks!

The Details

Price
$5,000 USD (20 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People
- Salesforce: Salesforce Certified Resource
- Customer: Key Stakeholders/Decision Makers, Salesforce admin, SM

Prerequisites
- License prerequisites
  - Service Cloud License
  - Digital Engagement SKU
  - Social Starter Package or Access to Social Hub
- Feature prerequisites
  - Lightning UI
  - Service Cloud Console Configured
  - Omni Routing Enabled
- Use cases identified
- Data prerequisites

The Deliverables

In Scope
- One of these digital engagement channels: Web Chat, SMS, WhatsApp, Facebook Messenger, Social (Twitter & Facebook)
- Up to Two entry points for the selected channels,
  - Web Chat: up to two chat buttons
  - SMS: up to two 800#s
  - WhatsApp: up to two whatsapp business account
  - Social: one twitter handle and one Facebook account
- Basic Omni Channel Configuration
  - Queue based Omni Configuration
  - Service Presence Status update to include this new channel
  - Agent Capacity setting adjustment up to 5 profiles
- Agent Interface
  - Declarative only
  - Page layout adjustment up to 2 layouts (applicable to the 5 profiles)
- Customer Interface
  - This applies to web chat channel only, as other channels have native interfaces
  - Declarative configuration of embedded service instance only, such as adding fields to prechat form or changing colors.
  - Customer responsible for adding code snippet to website

Out of Scope
- Channel Activation required for SMS, WhatsApp, will be handled by standard support process
- Code development for Customer/Agent Interface Customization
- Customer web page code update to include Salesforce code snippet for web chat
- Data migration, e.g populate contact’s social persona profile to link social persona to Salesforce contact
- Mobile Chat
Harness strategic analytics faster than ever with

Einstein Analytics Jump Start

Einstein Analytics enables you to create intelligent experiences across your company and build analytics apps for any of your business needs. This powerful platform helps every user to understand company data, identify trends and share insights.

Using the Einstein Analytics Jump Start, leverage our Analytics experts to import, secure, design, and create an integrated analytics experience. In just 4 weeks, deploy a strategic Analytics app to harness business insights quickly and build a foundation for analytics across your company.

How Einstein Analytics Implementation Jump Start Works

Get up and running within weeks!

The Details

Price

$20,000 USD (80 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People

- **Salesforce**: Einstein Analytics Certified Resource
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment & Call Center)

Prerequisites

- Customer to provide courtesy/temporary login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate around 40 hours of meeting time with Salesforce resources within predefined duration
- Licenses: Einstein Analytics Plus or Sales/Service Cloud app licenses

The Deliverables

Example Customer Outcome

- Data Source(s): 2-3
- Persona(s): 1-2
- Dataset(s): 2-3
- Dashboard(s): Up to 3
- Iteration(s): 4 weeks (20hrs/week)

Always Included

- Security (User, app, data)
- Knowledge transfer
- Functional & technical documentation
- Deployment to production

Scope Restrictions

The outcomes outlined above are a guide only. Specific goals and outcomes of the 4 week engagement will be agreed upon during the Business Workshop.
Achieve Marketing Excellence faster than ever with Pardot Jump Start

You've made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your Digital Marketing team for long-term success.

That’s where Jump Start can help! You’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce and Marketing Cloud better than anyone. **Your Jump Start implementation is designed to get you up and running on Pardot within weeks** - setting you up for success with Salesforce both now and for the long run.

### How Pardot Jump Start Works

**Price**

$5,000 USD (20 hours delivered by your expert)

Price may vary by location. Ask your Account Executive for details.

**People**

- **Salesforce**: Pardot Certified Resource
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

**Prerequisites**

- Customer to provide courtesy/temporary login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate around 10 hours of meeting time with Salesforce resources within predefined duration

### The Details

**The Deliverables**

**In Scope**

- Configured Salesforce Pardot environment
- Validate technical setup*
- Review Engagement Studio program assets: email template, form, landing page, unsubscribe page and email preference center
- Customize up to 3 default emails, landing pages, and forms; or one of each if migrated
- Review automation and segmentation capabilities
- Introduce Pardot reporting
- Integrate Sales Cloud (if applicable)
- Setup B2B Marketing Analytics and Engage (if applicable)
- Advise on data import, user set up, custom fields, Campaigns
- Up to 3 Deep Dives with your expert

**Out of Scope**

- Process automation - approvals, workflows, etc.
- Integrations
- Advanced Features such as Products, Pricebooks, Quotes configurations, Flows, Process Builder etc
- Custom Code (e.g. Apex Triggers, Apex Code, Custom Components)
- Work or training in Sandbox environment
- Multiple Business Units/Selective Syncing
- Pardot Einstein Analytics or Salesforce Reporting
You’ve made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your Digital Marketing team for long-term success.

That’s where Jump Start can help! You’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce and Marketing Cloud better than anyone. **Your Jump Start implementation is designed to get you up and running on Marketing Cloud within weeks** - setting you up for success with Salesforce both now and for the long run.

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**How Marketing Cloud Implementation Jump Start Works**

Kick Off & Discovery Call ➔ Blueprint Review and Signoff ➔ Account and User Configuration ➔ SAP / Basic RMM Configuration ➔ Data Configuration / Import ➔ User Acceptance Testing ➔ Final Walk-Through & Next Steps

Get up and running within weeks!

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**The Details**

**Price**

$20,000 USD (80 hours delivered by your expert)  
Price may vary by location. Ask your Account Executive for details.

**People**

- **Salesforce**: Project Manager (13hrs), Solution Architect (20hrs), Technical Architect (40hrs), and QA Specialist (7hrs).
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Marketing Cloud instance)

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**Prerequisites**

- Pro, Corporate or Enterprise Marketing Cloud License (including Sender Authentication Package)
- Identified Single Domain for sending messages (ex email.domain.com)
- Identified external data source & data layout
- Identified customer email to use in QA testing
- Meeting time for Salesforce resources with your key business stakeholders

*See full list of inclusions and exclusions on next page*
Achieve Marketing Excellence faster than ever with
Marketing Cloud Jump Start

Full In Scope Details

- Discovery and documentation of your Marketing use cases and customer personas to guide implementation architecture
- Production ready instance of Marketing Cloud, including:
  - Verification the account is provisioned properly
  - Configuration of the following account settings, for one (1) business unit:
    a. Name
    b. MID (auto assigned)
    c. Physical mailing address
    d. Time zone
    e. Date format
    f. Default sender email display (email display name)
    g. Default sender email address (email reply address)
    h. Default send classification
    i. Configuration of one (1) standard header and footer (includes View As Webpage and CAN-SPAM footer) (if applicable)
- Sender Authentication Package (SAP) Configuration, including:
  a. Private Domain
  b. One IP address
  c. Authentication - SFDC with authenticate Customer’s email sends with sender policy framework, sender ID, and domain keys/DKIM authentication
- Enable ExactTarget Subscriber Key as the unique identifier for subscribers
- Configuration of up to five (5) user accounts, with configuration detail to include: Name, Email, Login Name, and Account Role
- Configuration of standard Reply Mail Management (RMM), a mechanism to control the messages Customer receives back from its subscribers
- Configuration of one (1) HTML paste email for testing purposes
- Perform one (1) test send walk-through with Customer of one (1) static email for enablement purposes
- Import of one (1) data source to a single list or data source to a single list or data extension (maximum of 25 fields)

Full Out of Scope Details

- Additional Data Configuration (Import, Extract, API)
- External Integrations with third party applications (e.g., CRM, web analytics)
- Additional Business Unit Configuration
- IP Warming Plan/Monitoring
- Real-time triggered emails
- Relational data design
- Complex email formats for test sends
- Dynamic content via AMPscripting or SQL queries
- Consultation on or development of API code
- Creation or configuration of email content or templates, including HTML development
- Creation, configuration, or hosting of landing pages
- Setup or configuration of custom profile, subscription center or preference center pages
- Import of multiple data sources
- Data transformation, cleansing, aggregation, or de-duplication of import or exports
- Provisioning and configuration of a separate test (sandbox) environment within ExactTarget Services
- Creative or design services
- Development of a process to synchronize assets between QA and production environments
- MC sub-application configuration (Studios & Builders)
- Salesforce Connector configuration (optional add-on)
- Journey Builder configuration (optional add-on license permitting)
You’ve made a great decision to connect with your customers in a whole new way. As you prepare for launch, you probably want to hit the ground running with a quick implementation that sets up your Digital Marketing team for long-term success.

That’s where Jump Start can help! You’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Salesforce and Marketing Cloud better than anyone. Your Jump Start implementation is designed to get you up and running on Journey Builder within weeks - setting you up for success with Salesforce both now and for the long run.

How Marketing Cloud: Journey Builder Jump Start Works

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kick Off &amp; Discovery Call</td>
<td>Kick off and discover the initial requirements.</td>
</tr>
<tr>
<td>Journey Map Session</td>
<td>Map out the journey flow and structure.</td>
</tr>
<tr>
<td>Contact Model Overview</td>
<td>Review and finalize the contact model.</td>
</tr>
<tr>
<td>Journey Overview and Test Planning</td>
<td>Prepare and test the journey overview and plans.</td>
</tr>
<tr>
<td>Journey User Acceptance</td>
<td>Acceptance of the journey configuration and plans.</td>
</tr>
<tr>
<td>Final Walk-Through &amp; Next Steps</td>
<td>Finalize the journey and plan for future steps.</td>
</tr>
</tbody>
</table>

Get up and running within weeks!

The Details

Price

$5,000 USD (20 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People

- **Salesforce**: Project Manager (4hr), Solution Architect (12hr), and QA Specialist (4hr).
- **Customer**: Channel Manager

Prerequisites

- Marketing Cloud configuration has been completed
- Customer has Journey Builder enabled on their account
- Email channel is configured
- Customer provides customer insights including personas and segmentation rules
- Customer provides high-level diagram of data flows
- Customer creates Journey emails within Marketing Cloud
- All data relevant to the Journey is loaded in data extension

*See full list of inclusions and exclusions on next page
How Marketing Cloud: Journey Builder Jump Start Works

- Deploy one journey template of customer’s choice: Anniversary Send, Birthday Journey with Coupon, Welcome Journey, or Welcome Journey with Engagement
- Configuration of one customer interaction with up to 15 steps
- Configuration and testing of the triggered event
- Configuration of one preexisting email to support personalization and dynamic content in Customer interactions
- Solution walk-through of completed Journey Builder configuration

- Configuration of contacts model with up to three data sources, including:
  - Identify DEs that will be used across interaction(s)
  - Connect said DEs to define relationships between them
  - Update configuration settings to determine email address priority
  - Identify “root” DE - subscribers must exist in the root DE in order be included in the interaction(s)

Full In Scope Details

Full Out of Scope Details

- Configuration of Marketing Cloud Connector
- Review of more than three data sources
- Review of more than one channel
- Coding of more than one email to support personalization and dynamic content
- Development of custom events or activities within Journey Builder
- Consultation on or development of API code
- Creation of custom extracts
- Uploading data and assets into the ExactTarget Services

- Data cleansing, appending and/or transformation of data
- Integrations with third party applications (e.g., CRM, web analytics)
- Setup or configuration of custom profile, subscription center or preference center pages
- Set up or configuration of landing pages
- Net new emails, templates, HTML coding or other creative and design services
You’ve made a great decision to better listen and engage with your customers. If you’re already using one of the other Salesforce clouds (like Sales, Service, Financial Services, or Health Cloud), you can get a complete view of your customers by tying your data into your customer engagement through Marketing Cloud.

And Jump Start can help you get the Salesforce Connector up and running! You’ll receive a production ready connection between Marketing Cloud and a single instance of the Force.com platform within weeks- setting you up for success with Salesforce both now and for the long run.

How Marketing Cloud: Salesforce Connector Jump Start Works

Get up and running within weeks!

The Details

Price
$5,000 USD (20 hours delivered by your expert)
Price may vary by location. Ask your Account Executive for details.

People

- **Salesforce**: Project Manager (4hr), Technical Architect (12hr), QA Specialist (4hr)
- **Customer**: Product/Project Owner, Marketing User, Technical User

Prerequisites

- Pro, Corporate, or Enterprise Marketing Cloud License
- Configured production marketing cloud business unit
- Identified business unit for connection
- Identified SFDC Objects for Synchronization
- Identified fields required for synchronization

The Deliverables

In Scope

- One Marketing Cloud Enterprise connected to one Salesforce Org (Sales, Service, Financial Services, or Health Cloud)
- Three synchronized data extensions based on three core objects
- Maximum of 30 fields across DE’s
- One hour of consulting/troubleshooting assistance with clients Salesforce Admin

Out of Scope

- More than three Synchronized Objects
- More than 30 synchronized fields
- Additional MC application configuration
- Setup of Salesforce.com workflows and reports
- Mapping of users from ExactTarget Services to Salesforce.com
- Salesforce.com/ExactTarget Services integrated sending testing and validation
- Testing and validation of data synchronization between Salesforce.com sources and ExactTarget Services

*See full list of exclusions on next page
Achieve Marketing Excellence faster than ever with
Marketing Cloud: Salesforce Connector Jump Start

How Marketing Cloud: Salesforce Connector Jump Start Works

Kick Off & Discovery Call ➔ Connector Configuration & Mapping ➔ Consulting and Troubleshooting ➔ Final Walk-Through & Next Steps

Full Out of Scope Details

- More than three Synchronized Objects
- More than 30 synchronized fields
- Additional MC application configuration
- Setup of Salesforce.com workflows and reports
- Data source integration with any system other than Salesforce.com
- Installation of configuration of other AppExchange package
- Setup and configuration of custom profile, subscription center or preference center pages
- Provisioning and configuration of a separate test (sandbox) environment within the ExactTarget Services
- Consultation on or development of API code
- Integration between more than one (1) Salesforce.com org and one (1) ExactTarget Services account
- Integration with Salesforce.com custom objects
- Attribute mapping beyond Contact, Lead, Account and/or Person objects
- Integration with Salesforce.com custom objects outside of the Data Stream functionality
- Mapping users from the ExactTarget Services to Salesforce.com
- Salesforce.com/ExactTarget Services integrated sending testing and validation
- Testing and validation of data synchronization between Salesforce.com sources and ExactTarget Services
- Testing and validation of email sends
Connect and optimize your email data faster than ever with Datorama Email Marketing Jump Start

You’ve made a great decision to connect your email marketing and web analytics data to gain insights on your email marketing performance data. As you prepare for launch, you can hit the ground running with a quick implementation that sets up your marketing team for long-term success.

That’s where Datorama Email Jump Start can help! With this quick and easy implementation service, you’ll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Datorama better than anyone.

The Datorama Email Jump Start will provide you a best practice dashboard that shows how well your email is driving web activity and conversions on your site. Your Jump Start implementation is designed to get you up and running on Datorama within four weeks, so you can speed your time to value with Salesforce.

How Datorama MPO Jump Start Works

The Details

Price
USD $10K

People
- Salesforce: Salesforce Certified Resource
- Customer: Key Stakeholders/Decision Makers, Marketing Admin (the main person who will manage and maintain your marketing data analytics)

Prerequisites
- Customer to provide login access to the Email and Web Analytics platforms.
- Customer will provide business overview and configuration requirement overview.
- Customer will allocate up to 4 hours of meeting time with Salesforce resources.

The Deliverables

In Scope
- Setup Datorama Workspace
- Connect and integrate 1 Email Marketing API (SFMC) and 1 Web Analytics API (Google Analytics)
- Implement all standard and available KPIs
- Harmonize up to 2 dimensions (business unit- and/or tactic-level)
- Provide up to 2 Classification / categorization files
- 1 best-practice email marketing and web analytics performance optimization dashboard page

Out of Scope
- Additional Channel Sources: e.g. Search, Display, Programmatic, CRM, Organic Social, Offline data
- Planning data from Buy platforms
- Custom Widgets and Metrics
- Customized API Connectors
- User/log/cookie-level data
You've made a great decision to connect your digital advertising data to gain insights and optimize your media spend. As you prepare for launch, you can hit the ground running with a quick implementation that sets up your marketing team for long-term success.

That's where Datorama Media Performance Optimization Jump Start can help! With this quick and easy implementation service, you'll receive a tailored setup, expert guidance, and even shadowing sessions from a top-level expert who knows Datorama better than anyone.

The Datorama Jump Start will provide you a best practice **multi-channel dashboard** to show how your channels work together to drive your paid media performance. It also delivers a **data readiness assessment**, which examines the consistency of your data and provides recommendations on how to address the gaps. Your Jump Start implementation is designed to get you up and running on Datorama within eight weeks, so you can speed your time to value with Salesforce.

### How Datorama MPO Jump Start Works

Get up and running on Datorama in under 8 weeks!

#### In Scope
- Setup Datorama Workspace
- Connect up to **5 Paid Media API Sources**
- Implement all standard and available KPIs
- Harmonize up to **2 dimensions** (Channel, Campaign)
- Provide up to **2 Classification / categorization files**
- Perform Data Readiness Assessment
- Provide **1 pre-built paid media performance dashboard** for fast time-to-market analysis

#### Out of Scope
- Non Paid Digital Media Sources: e.g. CRM, Email, Organic Social, Offline data
- Planning data from Buy platforms
- Custom Widgets and Metrics
- Customized API Connectors
- User/log/cookie-level data

### The Details

**Price**  
USD $20K

**People**
- **Salesforce**: Salesforce Certified Resource  
- **Customer**: Key Stakeholders / Decision Makers, Marketing Admin (the main person who will manage and maintain your marketing data analytics)

**Prerequisites**
- Customer to provide login access to the Paid Media platforms.
- Customer will provide business overview and configuration requirement overview.
- Customer will allocate up to 8 hours of meeting time with Salesforce resources.
Get up and running with Salesforce Maps in a matter of weeks!

Congratulations! You've made a great decision to use Salesforce Maps to connect with your customers and field representatives in a whole new way. With this quick and easy implementation service, you'll receive a tailored setup, expert guidance, and even up to 3 additional deep dive sessions from a Salesforce Maps expert. Your Jump Start implementation is designed to get you up and running on Salesforce Maps within 4 weeks - so you can speed your time to value with Salesforce.

How Jump Start Growth Works For Salesforce Maps

Details

Price
$5K USD - 20 hours delivered by your expert over 4 weeks

Audience
- **Salesforce**: Salesforce Certified Resource
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

Prerequisites
- Customer has Maps licenses available
- Customer to provide courtesy/temporary Login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate at least 10 hours of meeting time with Salesforce resources within predefined duration

Deliverables

In Scope
- Installation of Maps managed package in 1 sandbox and 1 production environment
- Configuration of Maps managed package in 1 sandbox and 1 production environment
- Configure up to 3 field sets (Click2Create, Check In/Out, Data/ArcGIS Layer Click2Create)
- Maps layer creation training: Create up to 10 total layers (Marker, Shape, Data, Live, ArcGIS)
- Routes, Schedule, and Mobile guidance
- Measure user adoption; Configure 1 Salesforce Report (Salesforce Maps user adoption)
- Custom fields needed to configure use-case(s)
- Advise on standard out of the box Salesforce Maps features
- Provide guidance for Maps Live Tracking Daily Summary configuration
- Provide guidance for insert of Maps Live Tracking records

Out of Scope
- Process Automation
- Data Import
- Custom Code
- Direct End-User Training
- Maps Advanced Routing Guidance/Configuration
- Assignment of Salesforce Maps licenses and permissions in Production
Receive expert-led guidance to get up and running with Salesforce Maps Advanced!

Congratulations! You’ve made a great decision to use Salesforce Maps to connect with your customers and field representatives in a whole new way. This Jump Start Plus is designed to get you up and running on Salesforce Maps Advanced with an added focus on Advanced Routing within 8 weeks - so you can speed your time to value with Salesforce.

**How Jump Start Plus Works For Maps Advanced**

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<td>Routes, Schedule &amp; Mobile</td>
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<td>Project Closure</td>
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**Details**

**Price**
$10K USD - 40 hours delivered by your expert over 8 weeks

**Audience**
- **Salesforce:** Salesforce Certified Resource
- **Customer:** Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

**Prerequisites**
- Customer has Maps Advanced licenses available
- Customer to provide courtesy/temporary Login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate at least 19 hours of meeting time with Salesforce resources within predefined duration

**Deliverables**

**In Scope**
- Installation and Configuration of Salesforce Maps managed package in up to 4 sandboxes and 1 production environment
- Configure up to 3 field sets (Click2Create, Check In/Out, Data/ArcGIS Layer Click2Create)
- Maps layer creation training; Create up to 10 total layers (Marker, Shape, Data, Live, ArcGIS)
- Routes, Schedule, and Mobile guidance for success
- Provide guidance and best practices for Maps Advanced route visit frequency, Maps Live Tracking Daily Summary configuration & insert of Maps Live Tracking records
- Configure Maps Advanced Visit Window custom button
- Configuration of 1 Maps Advanced Routing Template
- Creation of 2 Salesforce reports for route optimization validation
- Measure user adoption; Configure 1 Salesforce Report (Salesforce Maps user adoption)
- Custom fields needed to configure use-case(s)
- Create up to 4 change sets (if necessary)
- Advise on standard out of the box Salesforce Maps features

**Out of Scope**
- Process Automation
- Data Import
- Custom Code
- Direct End-User Training
Get up and running with **Territory Planning** in a matter of weeks!

Congratulations! You’ve made a great decision to use Salesforce Maps to manage your territories in a whole new way. With this quick and easy implementation service, you’ll receive a tailored setup, expert guidance, and even up to 3 additional deep dive sessions from a Territory Planning expert. Your Jump Start implementation is designed to get you quickly enabled on Territory Planning within **4 weeks** - so you can speed your time to value with Salesforce.

**How Jump Start Growth Works For Territory Planning**

**Details**

**Price**
$5K USD - 20 hours delivered by your expert over 4 weeks

**Audience**
- **Salesforce**: Salesforce Certified Resource
- **Customer**: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

**Prerequisites**
- Customer has Territory Planning licenses available
- Customer to provide courtesy/temporary Login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate at least 10 hours of meeting time with Salesforce resources within predefined duration

**Deliverables**

**In Scope**
- Installation and Configuration of Salesforce Maps managed package in 1 sandbox and 1 production environment
- Data set training; create up to 2 custom report types for Data Set reports, 2 Data Set reports, and 2 Data Sets
- Territory alignment training; create 2 territory alignments
- Geo unit upload training; create 1 territory geo unit report
- Territory optimization & publish training
- Shape Layer visualization & Auto-Assignment configuration training
- Create 1 change set (if necessary)
- Advise on train-the-trainer methods and best practices
- Advise on standard out of the box Territory Planning features

**Out of Scope**
- Configuration of Salesforce Maps functionality other than Shape Layers and Auto-Assignment
- Configuration of Enterprise Territory Management (ETM)
- Process Automation
- Data Import/Update
- Custom Code
- Direct End-User Training
- Assignment of Salesforce Maps licenses and permissions in Production
Congratulations! You’ve made a great decision to use Salesforce Maps to manage your territories in a whole new way. This Jump Start Plus is designed to get you up and running on Territory Planning with an added focus on receiving extra time with a Territory Planning expert, so you can truly feel comfortable as an administrator and get maximized value within 8 weeks.

How Jump Start Plus Works For Territory Planning

Details

Price
$10K USD - 40 hours delivered by your expert over 8 weeks

Audience
- Salesforce: Salesforce Certified Resource
- Customer: Key Stakeholders/Decision Makers, Salesforce admin (the main person who will manage and maintain your Salesforce environment)

Prerequisites
- Customer has Territory Planning licenses available
- Customer to provide courtesy/temporary Login access
- Customer will provide business overview and configuration requirement overview
- Customer will allocate at least 13 hours of meeting time with Salesforce resources within predefined duration

Deliverables

In Scope
- Installation and Configuration of Salesforce Maps managed package in up to 4 sandboxes and 1 production environment
- Data set training; create up to 2 custom report types for Data Set reports, 2 Data Set reports, and 2 Data Sets
- Territory alignment training; create 4 territory alignments
- Geo unit upload training; create 1 territory geo unit report
- Territory optimization & publish training
- Shape Layer visualization & Auto-Assignment configuration training
- Configure Auto-Assignment
- Create up to 4 change sets (if necessary)
- Advise on train-the-trainer methods and best practices
- Advise on standard out of the box Territory Planning features

Out of Scope
- Configuration of Salesforce Maps functionality other than Shape Layers and Auto-Assignment
- Configuration of Enterprise Territory Management (ETM)
- Process Automation
- Data Import/Update
- Custom Code
- Direct End-User Training
- Assignment of Salesforce Maps licenses and permissions in Production