

Flexso CX Sales & Marketing Accelerator packages

TAKE THE FASTEST, SMOOTHEST PATH TO CX EXCELLENCE

Are you keen to target the right audiences, measure the effectiveness of your campaigns and automate sales & marketing processes – but worried about the hassles of CRM implementation? Leap into 21st-century sales & marketing with our SAP-certified Accelerator and Accelerator+ packages for SAP Customer Experience (CX) solutions. Enable your sales, service and marketing teams to work together and deliver the ultimate customer experience – in a matter of weeks, with minimal risk.

SAP's CX solutions were designed to help businesses achieve a whole new standard in customer centricity. These solutions **empower your business to understand your customers** and give you the tools you need to offer highly personalised experiences via the right channel at the right moment.

The result: a sustainably growing customer base and ever-better business performance.

WHAT IS A FLEXSO CX ACCELERATOR PACKAGE?

Qualified by SAP, the CX Accelerator Package is an **all-in-one solution that accelerates and streamlines** the implementation of SAP CX Marketing & Sales solutions.

Both the Accelerator and the Accelerator+ packages combine **Flexso's proven CX approach to and best practices in** marketing, sales and customer care. By bundling these together, our packages deliver a smooth CX implementation at a fixed price with a fast time to market!

WHO IS IT FOR?

- Small and medium-sized to large businesses looking to jumpstart their marketing and sales efforts.
- Organisations that quickly want to reap the benefits of a new software implementation at a fixed price.

YOUR BENEFITS



FAST TIME TO VALUE

Our team of experts helps you move quickly. By combining expertise in best-in-class implementation accelerators and CX (based on lessons learned), you can significantly cut time to value.



MINIMAL RISK

Our CX Accelerator and Accelerator+ packages are delivered at fixed prices with fixed implementation times, which translates into zero risk.



AN END-TO-END IMPLEMENTATION

Based on best practices, the packages include a predefined scope, methodology and services specifically tailored to your existing business processes.



PROVEN APPROACH AND RECOGNISED EXPERTISE

Benefit from the functional and technical expertise and proven approach of Flexso's SAP-certified CX team.

WHAT FLEXSO CX ACCELERATOR PACKAGES OFFER

Your business can count on the following results, advantages and capabilities:

- Your **sales and marketing processes** are aligned through automation and a central 360-degree customer view: campaigns, opportunity management, quotations and sales automation, complaint management and more.
- Create **tailored experiences for customers** based on their needs and behaviours.
- Offer consistent online and offline mobile experiences across devices, integrated with your calendar and email.
- Your **sales & marketing team collaborates** even more effectively, thanks to a centralised master source of customer data.
- This **innovative platform** has quarterly releases with the newest features and functionalities like lead generation and qualification supported by artificial intelligence.

“To win – and keep – customers in 2021 and beyond, they have to be at the core of your sales & marketing strategy.”

TWO POSSIBLE JOURNEYS, ZERO SURPRISES.

How it works in 6 steps:

- 01

Assessment to discuss the detailed scope, impact, RACI, risks and mitigation strategies
- 02

Implementation **accelerators and best practices** for a broad range of functional modules (LOB)
- 03

Clear **documentation** and ‘train-the-trainer’ sessions are included
- 04

Feasible and **clear budget** and up-front timing
- 05

Assessment of third-party integrations and expert advice provided per use case
- 06

Flexso **stamp of approval**

You can choose between the standard Accelerator option, which lasts 8 weeks from intake to implementation. The expanded Accelerator + option last 16 weeks from intake to full implementation and includes a number of extra features.

Functionalities	Flexso Accelerator	Flexso Accelerator+
Account & Contacts	Standard fields	Standard & < 10 custom fields
Activity Management	Standard fields	Standard & < 10 custom fields
Languages	2 languages	FR/NL/EN/DE
Role Based Permissions	1 Sales, 1 Service, 1 Manager, 1 Marketing	2 Sales, 2 Service, 2 Manager, 1 Marketing + 1 custom
Single Sing On (SSO)	Yes	Yes
Standard reporting tools	Yes	Yes, SAC included for MKT purposes
Mobile	Yes	Yes
Marketing	Sales Cloud Marketing	Marketing Cloud
Lead, opportunity & quote management	Standard Flow	Customized flow
Email/Calender Integration	Client Side	Server side
Customer care	Standard fields	Standard & < 10 custom fields
Tenant Landscape	2 Tier	3 Tier

