



JANSSEN TECHNOLOGY

[Janssen Technology](#) provides executive level, Salesforce advisory and consulting services to business owners in San Diego and Orange County. We help de-mystify Salesforce by teaching you how to quickly create comprehensive Profit / Loss reports, all at your fingertips. Complex data analysis will be easier!

Maximize the return on your investment (ROI) in Salesforce by using dynamic dashboards:

Sales

- **Increase sales** (Accurate sales performance reports can be used for comp plans and promotions)
- **Raise gross margins** (Start financial forecasting, reduce OPEX by automation and increase GPM)
- **Improve profitability** (Keep track of expenses, cut down on waste and eliminate redundancy)
- **Enhance efficiency** (Using the Data Loader, you can run Salesforce from an Excel spreadsheet)
- **Defeat your competition** ([CompetitorLens](#) is a Salesforce1 Lightning mobile app developed by us)
- **Heighten accountability** (Create employee Performance Improvement Plans for low skill staff)

Management

- **Facilitate your partnerships** (Partner Portal and marketing metrics for co-op funds justification)
- **Define long term goals** (Leadership reviews to set priorities and link corporate goals for success)
- **Establish strategic planning** (Rationalize roles, privileges, security posture and KPI dashboards)
- **Develop departmental tactical steps** (Feasibility assessment and timelines will improve morale)

Services

- **Serve your customers** (Reduce wait times with Service Cloud, Email to Case, Self-Service Portal)
- **Create and score leads** (Scoring, ranking, proper routing to sales, Web-to-Lead and social net)
- **Focus marketing** ([Automatic Marketing Event ROI Calculator](#) for campaign metrics and MDF)
- **Augment staff training** ("C" level executive coaching, group mentoring and knowledge base)

Operations

- **Convert your legacy data** (Data migration, cleanup, resolve duplication and increase quality)
- **Customize your SFDC Org** (Design Custom Objects, page layouts, buttons and add 3rd party apps)
- **Architect and implement SFCD designs** (Janssen Technology launched NetScout's and Ixia's Org)
- **Manage corporate procedures** (Automate project management workflows and finish early)
- **Address demo or POC gear** (Opportunity line item conversion to assets will reduce CAPEX costs)

Initial consultations by video conference such as Skype are free, flat rate or project based pricing is also available. To help optimize Salesforce in your growing organization, please call (760) 678-7730 to discuss the best options for you. Alternatively, you can send an email with your company background and a quick project summary to info@anssentechology.com.

"One good measurement is worth a thousand opinions" Admiral Grace Hopper, the inventor of COBOL.