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Why We Exist

WE HELP LOCAL & REGIONAL BUSINESSES SELL FASTER & SMARTER USING THE WORLD'S #1 CRM PLATFORM

We believe that we are living in "The Age of The Customer" and for any business to succeed, great customer engagement is key. When Blue Consulting was formally launched as a company in 2014, our main objective was to help businesses in Kenya grow by helping them improve their customer experience by giving them access to the world's best CRM Platform, Salesforce®.

Over the past 4 years **Blue Consulting** has been able to achieve success not only in Kenya, but in East &West Africa as well, and we are well on our way to becoming the leading CRM Solutions company in Africa.





ACCOUNTABILITY

Uwajibikaji

We make timely reports and analyze all our processes for your convenience and ours as well, and we use these reports to learn and grow our brand.

TRUST

Sadiki

Our culture of trust, openess and high principles stems directly from our African upbringing and respect for our clients, employees and partners.

CUSTOMER SUCCESS

Mafanikio

When we see our impunt leading to the growth and success of our clients, we are more than happy because your success is our success



Our Unique Selling Point WHY WE STAND OUT

Thanks to our wealth of experience using Salesforce® and our continued success with local and regional companies, we are uniquely positioned to grow your business, because we understand what it means to run a business in Africa.



EXPERIENCED

We've implemented a large number of successful Salesforce® based projects in Africa that cut across various industries.



LOCAL

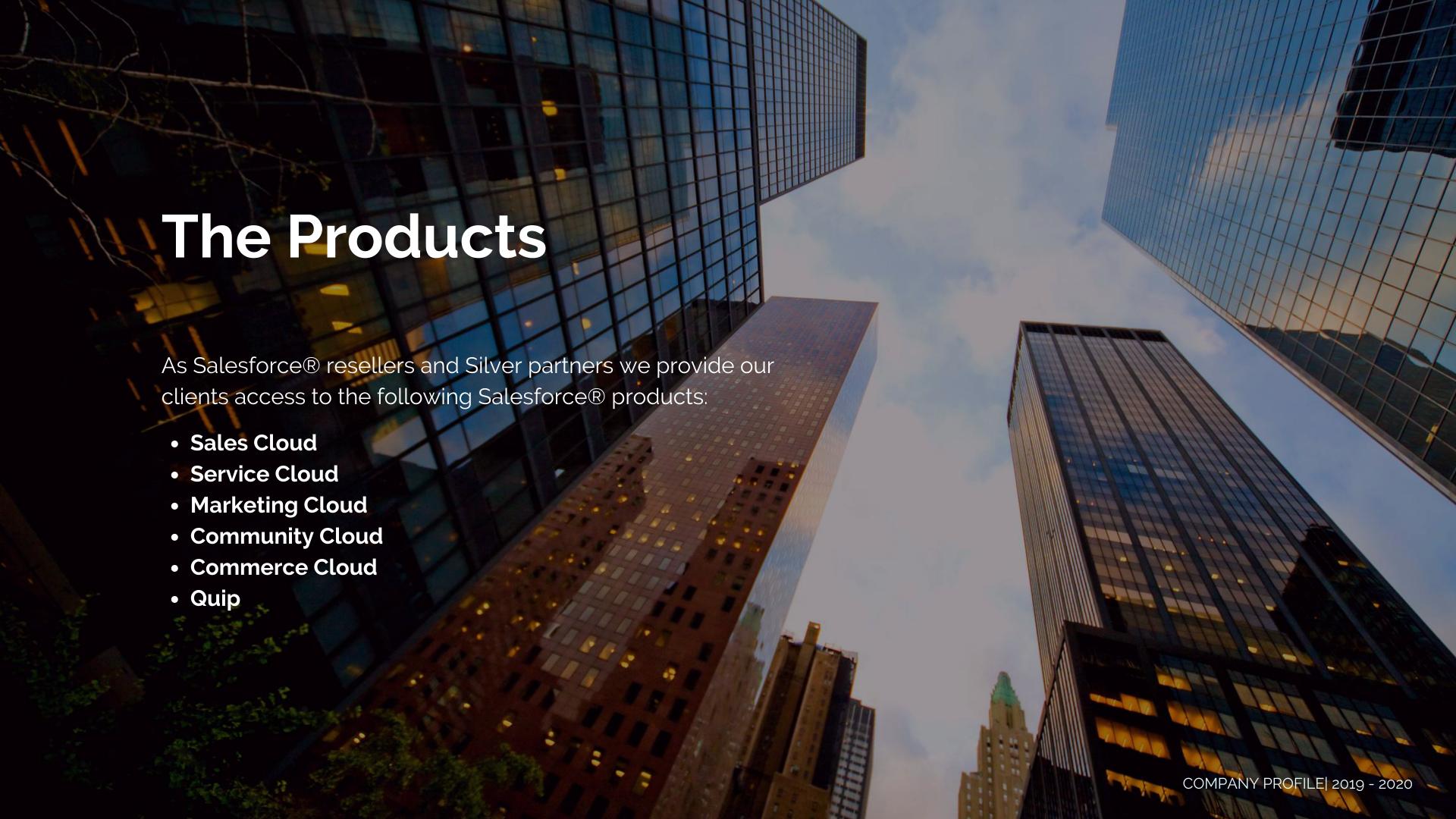
We are an African company based right in the heart of our very own "Silicon Savannah", Nairobi.



CERTIFIED

Our team of CRM experts is trained and certified in Salesforce® Administration, Marketing, Development, Sales & Services Consulting.





Our Services

We believe that CRM solutions have the power to help businesses operating in Africa harness all that the fourth industrial revolution has to offer in order to grow faster and smarter by revolutionizing their customer journeys and making it easier for their employees to be more productive.

The Services we provide are based on years of best practice using the world's leading CRM platform. From start-ups to large corporates our Salesforce®-based solutions are a fit for all businesses across all industries.

FREE CONSULTATION

WHAT PROBLEM DO YOU WANT TO SOLVE?

We help guide companies on which software solutions would be best suited for them and we use our expertise to recommend the most ideal implementation processes depending on their needs at zero cost!



QUICK START IMPLEMENTATION

BENEFIT FROM CRM IN THE QUICKEST TIME POSSIBLE!

The beauty of Salesforce® products is that they are extremely easy to customize to fit any businesses' specific needs. As implementation partners, we at Blue Consulting use our expertise to understand your business processes and provide you with the best implementation plan to address all your needs. Whether you want to manage your sales team, oversee your call center, run your recruiting processes, keep track of your fleet or manage your inventory we have the experience and expertise to mold Salesforce® to help you run your business in the best way.

TRY OUR BLUE QUICKSTART PACKAGES TODAY!

SALES QUICKSTART LITE

RECOMMENDED FOR:

-SalesCloud Professional edition;-Companies with 1-5 Sales people-Having a unified sales process

IMPLEMENTATION DURATION:

-1 Week

US \$ 3,400 per month

SALES QUICKSTART

RECOMMENDED FOR:

-SalesCloud Professional or Enterprise edition; -Companies with 5-15 Sales people -Having a unified sales process

IMPLEMENTATION DURATION:

-3 Weeks

US \$ 7,500 per month

SERVICE QUICKSTART

RECOMMENDED FOR:

-ServiceCloud Professional or Enterprise edition;-Companies with a single unified customer service department

IMPLEMENTATION DURATION:

-2 Weeks

US \$ 4,600 per month

Automate your
Sales process from
inquiry to close
using the worlds
#1 Sales CRM

ENJOY HIGH ROI IN THE QUICKEST TIME POSSIBLE

PARTNER COMMUNITY QUICKSTART

RECOMMENDED FOR:

-SalesCloud Enterprise Edition; -Companies with external contractors, partners, agents who sell on behalf of your company

IMPLEMENTATION DURATION:

-1 Week

US \$ 3,100 per month

CUSTOMER COMMUNITY QUICKSTART

RECOMMENDED FOR:

-All companies who want to enable customer self service

IMPLEMENTATION DURATION:

-1.5 Weeks

US \$ 3,600 per month

PARDOT QUICKSTART

RECOMMENDED FOR:

--Companies engaging in B2B marketing

IMPLEMENTATION DURATION:

-2.5 Week

US \$ 6,600 per month

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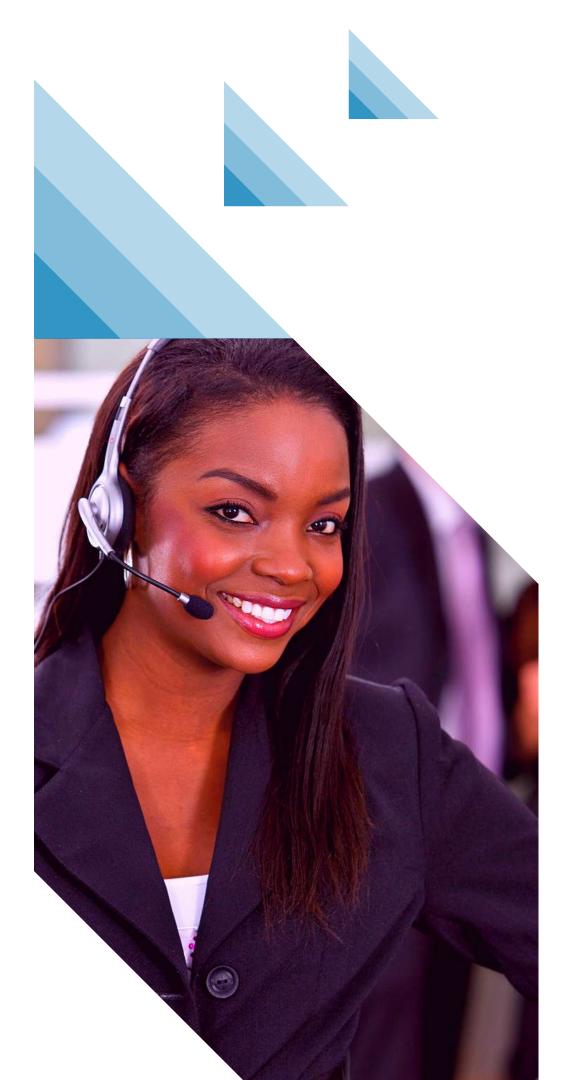
TRAINING

A SYSTEM IS ONLY AS SUCCESFUL AS THE PERSON USING IT.

n order to achieve high returns on investment and high user adoption, proper training is paramount. At Blue Consulting, we offer onsite training and remote Salesforce® training for end users and System Administrators.

We make it our business to ensure that end users will be able to navigate Salesforce® effectively, create reports, manage email campaigns and learn from all the data.

We offer basic training services and comprehensive customized training depending on your needs. Get the most out of your investment by keeping your employees up to date with the most recent Salesforce® updates and ensuring that they are utilizing all the amazing features properly.



SUPPORT

Support is more than just troubleshooting and answering questions. A well-maintained system ensures that your organization is productive, competitive, online, engaged and ensuring high yields on your investment. With user queries resolved promptly Blue Consulting ensures that you benefit from high adoption rates and give users confidence in the system, therefore, making the most out of the platform. As the worlds #1 most innovative company, Salesforce® has 3 releases a year and over 1500 pages of release notes. As Silver Salesforce® Partners, we promise to ensure you keep up with the latest updates through our digest summaries.

CUSTOMER SATISFACTION, SUCCESSFUL GO-LIVE, AND USER ADOPTION ARE AT THE CORE OF WHAT WE DO.

Besides our standard 1-year implementation warranty, we offer the following support tiers:

TIME & MATERIAL

US \$ 35 per hour

Use hours as needed, pay as you go

- Support hours based on requests
- Monthly Billing
- Generic Contact
- 9 AM 6 PM(EAT)

SILVER

US \$ 1,650 for 50 hours

Recommended for: Professional Edition

- 50 Hours of consultation included in the package
- Generic Contact
- 9 AM 6 PM(EAT)

GOLD

US \$ 4,500 for 150 hours

Recommended for: Enterprise Edition

- 150 Hours of consultation included in the package
- Dedicated Contact
- Monthly Health Report
- Generic Contact
- 9 AM 6 PM(EAT)

PLATINUM

US \$ 6,750 for 250 hours

Recommended for: Enterprise Customers

- 250 Hours of consultation included in the package
- Dedicated Contact
- Monthly Health Report
- 9 AM 6 PM(EAT)

Our Service Delivery Process How we do it









DISCOVERYWORKSHOP

We take time to understand your business process. This guarantees that we get it right from the get go.

IMPLEMENTATION

By utilizing agile methodology, we will give you periodic updates on the project and adjust based on your feedback.

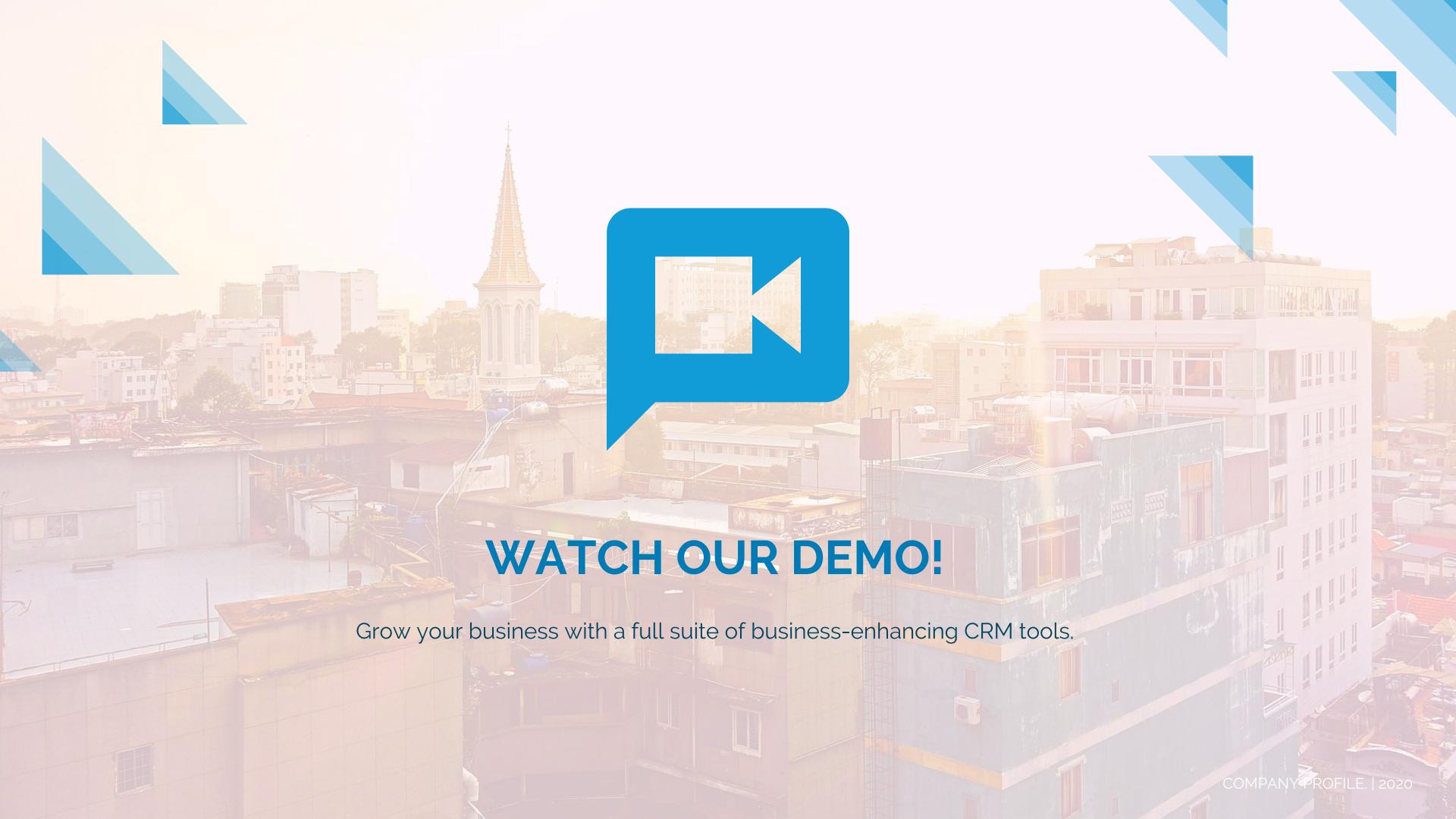
TRAINING

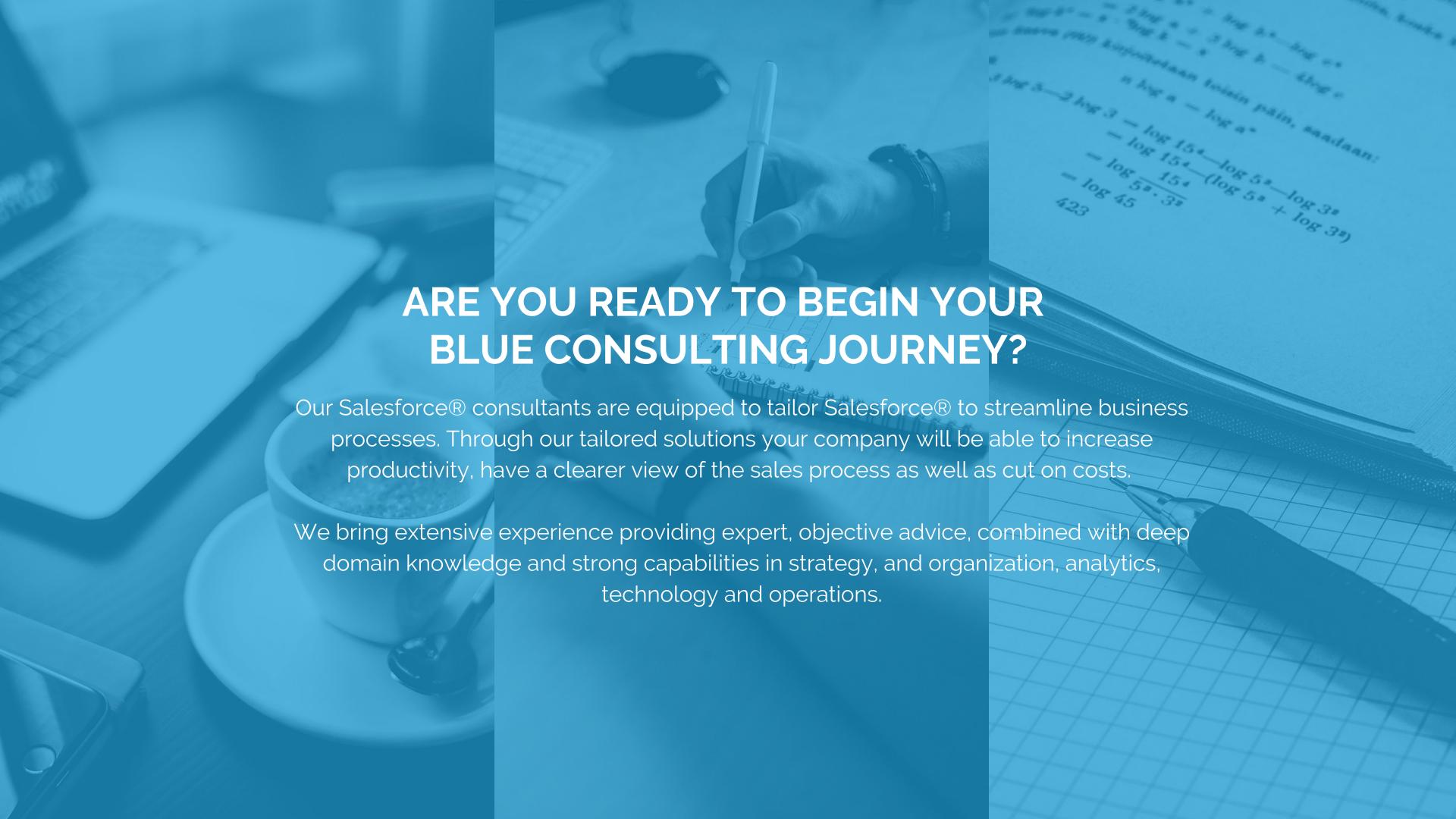
A system is only as successful as the end user adoption. We offer both onsite and remote training..

SUPPORT

We will be available to help out on phone or email within 1 hour.

END OF DELIVERY





CONTACT US

OFFICE LOCATION

6th Floor, Woodlands Business Park, 11 Kiambere Rd, Upperhill

PHONE NUMBER

(+254) 711 999 555

ADDRESS

info@blueconsulting.co.ke

www.blueconsulting.co.ke







