 Entity Logo

Entity’s business at a glance

1) Please tick the business Interest as per your plan and relativity (not wish list).

*\* Maintain word format(.doc) while submitting the document.*

1. *Cloud Focus (Maximum 3)*

|  |  |
| --- | --- |
|[ ]  Sales Cloud |[ ]  Commerce B2B |
|[ ]  Sales - CPQ |[ ]  Commerce B2C |
|[ ]  Service |[ ]  Industries - HLS |
|[ ]  Service – Field Service |[ ]  Industries - FINS |
|[ ]  Marketing – Social Studio |[ ]  Platform |
|[ ]  Marketing - Advertising Studio |[ ]  Platform - Heroku |
|[ ]  Marketing - Email |[ ]  Platform - Lightning |
|[ ]  Marketing - Pardot |[ ]  Platform - IOT |
|[ ]  Marketing - DMP |[ ]  ISV / AppExchange |
|[ ]  Einstein / AI |[ ]  MuleSoft / Integration |
|[ ]  Communities |[ ]  Enablement |
|[ ]  Chatter |[ ]  Productivity |

1. *What has motivated you to join Salesforce Partner Ecosystem*
2. *Comments if any:*

|  |
| --- |
|  |

Entity Credentials

1. ***Company Information***

|  |
| --- |
| Entity Details |
| Company Name |  |
| Established |  |
| Head-Quarters |  |
| Regional HQ, Specify other office locations  |  |
| Annual Revenue (USD) |  |
| Salesforce Implementation Revenue |  |

1. ***Salesforce Business/Practice Key Contacts***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Stakeholders | Name | Email | Mobile | Location |
| CEO |  |  |  |  |
| Business Leader |  |  |  |  |
| Sales Manager |  |  |  |  |
| Professional Services Manager |  |  |  |  |
| Marketing Manager |  |  |  |  |

1. ***Primary Target Focus***

|  |  |
| --- | --- |
| Country / Territory Focus | Primary:All areas: |
| End Customer Focus | [ ] *B2C* [ ] *B2B* |
| Industry Focus (maximum 3) | [ ] *Automotive* [ ] *Communications*[ ] *CPG/Retail* [ ] *Financial Services*[ ] *Healthcare*[ ] *Higher Ed*[ ] *Life Sciences*[ ] *Manufacturing*[ ] *Media*[ ] *Non-Profit*[ ] *Public Sector* |
| Customer Focus Size (only 1) | [ ] *Small to Medium Business (under 200 employees)*[ ] *Commercial (200 to 999 employees)*[ ] *Enterprise (1000+ employees)* |

1. ***Capacity Growth Plan***
	1. ***Salesforce Business Unit***

|  |  |  |  |
| --- | --- | --- | --- |
| Full-Time Employees | Existing | Current Fiscal Year\* | Next Fiscal Year\* |
| Sales |  |  |  |
| Pre-sales  |  |  |  |
| Delivery * Architect
* Business Analyst
* Developer
* Others
 |  |  |  |
| Total |  |  |  |

*\*Our Fiscal Year runs from 1 February to 31 January of the following year.*

|  |
| --- |
| *Comments: (please provide summary of where Certified resources are based if in different locations)* |

* 1. ***Certifications (Fill the relevant ones only)***

|  |  |  |  |
| --- | --- | --- | --- |
| Certification | Existing (if any) | Current Fiscal Year\* | Next Fiscal Year\* |
| [Sales Cloud Consultant](http://certification.salesforce.com/salescloud) |  |  |  |
| [Service Cloud Consultant](http://certification.salesforce.com/servicecloud) |  |  |  |
| [Field Services Lightning Consultant](http://certification.salesforce.com/fieldservicelightningconsultant) |  |  |  |
| [Platform Developer I](http://certification.salesforce.com/platformdeveloperI) |  |  |  |
| [Community Cloud Consultant](http://certification.salesforce.com/communitycloud) |  |  |  |
| [Marketing Cloud Consultant](http://certification.salesforce.com/marketingcloudconsultant) |  |  |  |
| [Marketing Cloud Social Specialist](http://certification.salesforce.com/marketingcloudsocialspe) |  |  |  |
| [Pardot Consultant](http://certification.salesforce.com/pardotconsultant) |  |  |  |
| [Pardot Specialist](http://certification.salesforce.com/pardotspecialist) |  |  |  |
| [Mobile Solutions Architecture Designer](http://certification.salesforce.com/mobilesolutionsarchitect) |  |  |  |
| [CPQ Specialist](http://certification.salesforce.com/cpqspecialist) |  |  |  |
| [Certified Technical Architect](http://certification.salesforce.com/technicalarchitect) |  |  |  |
| [Certified Application Architect](http://certification.salesforce.com/applicationarchitect) |  |  |  |
| [Certified System Architect](http://certification.salesforce.com/systemarchitect) |  |  |  |

*\*Our Fiscal Year runs from 1 February to 31 January of the following year.*

1. ***Key Installed Customers***

|  |
| --- |
|  |

1. *Please tick which other Technology Partners you work with*

|  |  |
| --- | --- |
|[ ]  Adobe |[ ]  SAP |
|[ ]  Infor |[ ]  SugarCRM |
|[ ]  Microsoft |[ ]  Zendesk |
|[ ]  Oracle |[ ]  Amazon |
|[ ]  Google |[ ]  If Others (Mention Here) |

1. ***Org Structure (If any)***

|  |
| --- |
|  |