 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)***

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