



•CONSLEAGUE

We help you thrive.

consleague.com

Introducing **Consleague**

We help organisations grow, using Salesforce to deliver dynamic change across Sales, Marketing & Customer Experience. As a dedicated Salesforce partner offering consultancy, configuration, design and development, we empower you to make the right decisions.

At Consleague, we take the time to listen and provide assistance in arriving at a strategy that works best for you.

We offer services that spearhead your day-to-day work challenges into manageable techniques, processes and strategies that contribute to seamless integration and implementation.

Our Manufacturing Consultancy

We help manufacturing companies go from concept to cloud with Salesforce.

As a manufacturing company it is crucial to know the customers you are producing for. Salesforce allows for a full 360-degree customer view to allow you to keep track of all processes from start to finish, including purchases, stock levels and even ways of effectively tracking deliveries, all on the world's number 1 CRM system.

You can easily streamline processes with automation and real-time reporting and can utilise the mobile version, accessing all the information you need wherever you are with no need to constantly be running back and forth to a desk to make updates. The system has been designed to minimise mistakes, with everything you need in one place.



Manufacturing Industry Challenges



There are many technical challenges for the manufacturing industry, including:

Quality Assurance

Systemise your quality assurance process and have full visibility and accountability for any defects or customer complaints with Salesforce Service Cloud.

Quoting

Complex quoting at the click of a button using Salesforce CPQ.

Scheduling and Maintenance

Schedule and dispatch your engineers and their equipment with Salesforce Field Service Lightning.

Organisation

The ability to have everything you need on one platform without the need for switching between documents or reporting, designed to minimise mistakes and have a clear view of processes from start to end.

Keeping Track

Keep track of everything from customers to stock levels and build progress all under one personalised system that can be adapted to only show what you need and when you need it.

Reporting

Form clear and concise reports on all areas essential for the day to day running of your business. You can also add reports to dashboards or get alerts on the go to be sure you are always on top of any changes.

How Salesforce Can Help Your Business

For manufacturers, keeping up with complex sales and production pipelines is a challenge when technology does not adapt to your business.

Over the next several years, 75% of manufacturers will find themselves being held back by outdated technology and business models. However, with Salesforce, manufacturers can utilise all the tools they need to surge ahead of the game and create omnichannel experiences for their customers and partners.

Connected manufacturing processes can help address today's complex business challenges and streamline various business processes such as inventory management and control, supply chain management and process visibility by minimising costs and maximising ROI.

As an integrated platform, Salesforce helps manufacturers achieve enhanced process visibility and convert more leads into deals by optimising customer information and improving the sales process with the world's number 1 CRM platform.

Consleague helps manufacturing businesses accelerate their growth to success, achieve greater visibility, gain a complete 360-degree customer view and produce increased ROI on sales investments by leveraging Salesforce.

Consleague engages with all business areas within a manufacturing business, including:

- **Leadership**
- **Sales**
- **Marketing**
- **Procurement**
- **Production**
- **Technical**
- **Legal and Finance**

Our Salesforce certified consultants work with manufacturing companies at every stage of their Salesforce implementation, DMP configuration, integration, migration, and customisation. We have helped leading manufacturing enterprises accelerate their Salesforce adoption rates and improve user productivity.

- **Leverage sales and quoting management**
- **Optimise customer experience with data-driven services**
- **Utilise B2B marketing engagement tools**
- **Discover dealer and distributor management**
- **Deliver intelligent field service**
- **Expand aftermarket parts revenue**

Consleague brings years of manufacturing industry experience and domain expertise to your projects and our offerings include implementing, integrating, and enhancing Sales Cloud, Service Cloud, Marketing Cloud, Community Cloud, Salesforce Analytics.

The UK Engagement Team



From our inception over 10 years ago, **Consleague** has built a reputation for creating and implementing the delivery of reliable, integrated Salesforce solutions to many delighted customers by leveraging technology to improve operational efficiency.

This success has required us to develop and maintain a number of core strategic business functions and as of 2019, we have grown to over 45 talented full-time staff in the UK and offshore, providing our clients with the solutions and support they need in a cost-effective and timely manner.



Our Approach

We place our clients' needs at the forefront of all we do. It has always been **Consleague's** belief that focusing on a small number of clients rather than juggle high volume activity would enable us to build meaningful, lasting and results oriented relationships with our clients. We're thrilled that our approach continues to produce undeniably beneficial results.

Our team are experienced in every aspect of business, having built and consulted successful businesses and assisted FTSE listed organisations in achieving efficient, productive and profitable growth. We have built, refined and perfected an engagement model that realises the true benefit of a specialised and scalable offshore team alongside a dedicated and experienced onshore team.

How do we do this?

Discovery

We facilitate workshops which allow us to find out as much as possible about you, your business and your concerns. In these sessions, we hone in on information regarding your current business processes and wider business strategy. We then align that understanding to technology. These sessions form the foundation of which solution we tailor for your business.

Playback and Propose

Following the initial consultation, this is our opportunity to demonstrate that we have understood your business and concerns fully. In these sessions we playback our understanding alongside a structured set of recommendations and where appropriate, a proof of concept that brings to life our shared vision for your business.

Scope and Planning

During this phase, we conduct requirements gathering workshops where granular details are agreed upon. These are translated into scoping documents. Alongside this activity, we produce full delivery plans that timetable the project.

Delivery

As we move into delivery, our agile expertise comes into play utilising SCRUM or KANBAN. We believe that delivery is best achieved in chunks resulting in useable units of work being delivered in iterative sprints. This approach provides flexibility alongside robust and transparent delivery.

UAT and Handover

At this stage, our team performs detailed quality assurance before hand over to you commences. Once the handover is completed, we work with you to ensure that UAT can be completed as seamlessly and effectively as possible. We also handle go-live and provide ongoing support to ensure uninterrupted production usage. We are committed to delivering excellence in every engagement. Based on our understanding of your challenges and desired outcomes, we are confident we can provide the relevant expertise to assist you in delivering a technology and enhancements solution that will enable you to accelerate your business forward.

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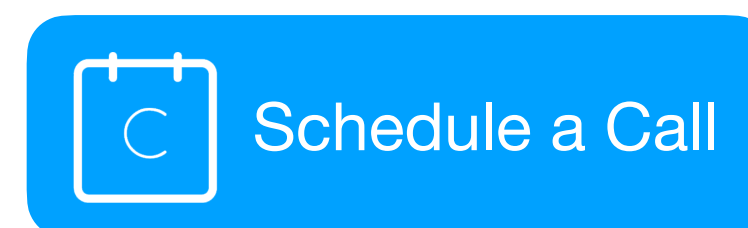
For us, our engagement with you is the beginning of a journey.

We pride ourselves on not jumping straight to a solution without truly immersing ourselves in every facet of your business and ensuring that we position ourselves as the partner that will assist you in achieving your strategy and the results you want.

This approach delivers a level of excellence that sets us aside from our competitors and continually delights our customers. Why not talk to us to find out why?

Ready to start?

[Schedule a call now with one of our Solution Experts to discuss your ideas in more detail.](#)



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