



OVERVIEW

As a longstanding Salesforce Managed Partner, our experience proves that telecom services are most effective when collectively integrated with other front-office systems, and a company's CRM should function as the nucleus of this network.

Whether we're advancing the capabilities of an existing Salesforce instance or introducing an organization to the industry-leading CRM platform, Canpango's team of Salesforce-certified specialists can introduce quantifiable efficiencies to a multitude of business functions.

Our expertise includes:

CRM strategy, implementation and admin services

Multi-channel support strategy, implementation and admin services

Workflow and business process management automation

Marketing automation strategy and implementation

Cloud security strategy and risk analysis

eCommerce strategy, product selection and implementation

ERP strategy, product selection and implementation

Canpango's consulting team is equipped to tackle your clients' biggest operational challenges by providing the expertise needed to execute a unique project roadmap focused on each company's vision for success.



KEY FEATURE AND DIFFERENTIATORS

Canpango is the only Intelisys-approved Managed Salesforce Consulting Partner.



LOCATIONS

Milwaukee, WI

Milwaukee, WI

Chicago, IL

New York, NY

Atlanta, GA

London, UK

South Africa



SERVICE OFFERINGS

CLOUD

As a Managed Salesforce partner, our experienced professional services team works with businesses to determine how their existing sales, marketing and support infrastructures can be both simplified and enriched by Salesforce's cloud-based products and their industry-leading capabilities.



IDEAL CUSTOMER PROFILE

The Canpango Implementation Team can deliver our scalable CRM solutions to businesses of all sizes, but the return on a project investment is most impactful for both client and Intelisys partner when the project is supporting mid-size and enterprise organizations.

Another unique facet of our ideal customer profile is that Canpango projects often serve as entry points to new lines of business for your sales team. While sales opportunities for many telecom solutions may not extend past a support or IT organization, CRM conversations require engagement from untapped decision-makers and stakeholders, such as sales executives and technology officers.



CUSTOMER TESTIMONIALS

"The knowledge and expertise that Canpango brought to the table was unparalleled. There was never a 'We don't know how to do this.' There was always attention to detail, and the strategic discussions that we had across all phases of the project were second-to-none." - Texcom, a cloud-based security solutions provider



QUALIFYING QUESTIONS

Are you using Salesforce now?

IF NO

What system(s) do you use to manage sales and leads?

What system(s) do you use to manage customer service/issue ticketing?

Are you happy with those systems?

Are you thinking about using Salesforce or some other CRM / Service tool?

Would you be interested in learning more about how Salesforce can help your business?

IF YES

Are you happy with how you are utilizing Salesforce or do you think it should do more for you?

Are you applying the Salesforce platform to multiple areas of your business (Sales, Service, Marketing)?

How much mileage are you getting out of your other business solutions that can integrate with Salesforce?

Would you have an interest in speaking with a Salesforce expert to see if they can help?



INDUSTRY RANKINGS

Canpango is a Managed Salesforce Consulting Partner that has achieved Gold status through:



An excellent customer satisfaction score (CSAT) (9.3)
Skilled project delivery team with a superior Salesforce employee certification count (120+)
A dedicated Salesforce Partner Alliance Manager that's invested in every end user's success

While headquartered in Milwaukee, Wisconsin, we maintain a global presence with over 100 employees across offices in Chicago, Atlanta, New York, the United Kingdom and South Africa.