

# SALESFORCE INTEGRATION SOLUTIONS

AllionTechnologie

Reach - Consult - Deliver

Powering you with the world's CRM platform

# THE ALLION EXPERTISE... YOUR TRUSTED TECHNOLOGY PARTNER ACROSS THE GLOBE.

Allion Technologies, striving to be the partner of choice for global enterprises, in powering cutting edge technology for their businesses, was established in 2006, and since then has grown to serving clients globally. From the development of bespoke IT Solutions, offering Infrastructure-as-a-service, integration and middleware services and Startup incubation, to a plethora of ready-to-use software products in Sales Automation, ERP, Content Management Systems and eCommerce, Allion is a leading global IT Services partner trusted for sustained quality of delivery. Headquartered in Sri Lanka, Allion operates offices in Canada and Australia, with a clientele spanning across multiple industry verticals from healthcare to education to governmental institutions and NFPs.

## SALESFORCE WITH ALLION

As certified Salesforce Developers with years of experience in Salesforce implementation and the capabilities of Salesforce, we have successfully delivered high quality Salesforce projects to clients from diverse industries across the globe. Our experience extends in Salesforce custom applicagovernmental institutions and NFPs.



# DEVELOPING WORKFLOWS IN SALESFORCE

Salesforce is highly customizable. Without writing a single line of code you can develop custom objects, view elements, form analytics and do so much more within its ecosystem. For customers willing to adapt to Salesforce we offer services to customize Salesforce to their workflow.

# SALESFORCE INTEGRATION AND MASHUPS

A typical integration with Salesforce would involve extracting data from customer databases, displaying it on custom pages and allowing users to work with it within Salesforce. For customers who require data to be extracted from external sources, we develop mashup screens to show both Salesforce and customer data on the same page in Salesforce. We can integrate customer data via web services or other means.

# SALESFORCE CONSULTING AND ADMINISTRATION

We offer remote administration and consulting services for Salesforce development. Our administrator can remotely manage your Salesforce account, which includes administering users, creating permissions and roles, analytics, finding problems, making recommendations and more.





# CUSTOM SALESFORCE APPLICATION DEVELOPMENT

Salesforce offers tools for third party developers willing to achieve advanced tasks which are otherwise not possible from the Salesforce UI. For customers who need advanced customization we offer customization services using Salesforce APIs, Apex and Visualforce. Custom Applications developed using APEX or Visualforce can be deployed inside Salesforce and the Salesforce App Exchange to extend functionality as per requirement.

## MIGRATION TO SALESFORCE

We help customers migrate their existing data and applications to Salesforce. The data could be in the form of database, MS Dynamics, Excel or in any other form. This process can become tedious for customers with large amount of data. Offloading such work to us helps our customers retain focus on their core tasks within Salesforce.





# CHOOSE HOW YOU WISH TO WORK

With our Virtual Salesforce Developer hiring model a dedicated Salesforce developer works through our office premises and constantly communicates with the customer using Skype, email, project management tools, timesheets and phone conferences. There are many benefits to hiring a dedicated Salesforce developer:

- Choose from a pool of talented certified developers
- Cost effective with no ramp-up fees
- No long term commitments
- Benefit from specialized skills
- Adoption of coding best practices
- Flexible payment model: full time, part time or hourly

## OUR SALESFORCE COMPETENCIES:

- Business process analysis and mapping
- Workflow and business process automation
- CRM architecture and implementation
- Salesforce.com configuration/customization
- Custom object creation
- Business Analytics, Metrics & Reporting development
- Development of security and permissions structures
- Role mapping to system processes
- Approval Processes
- Validation rules
- Sales cloud configuration
- Service cloud configuration
- Documentation and training development
- Data integrity and quality management
- Object-oriented software development
- Custom integration of Salesforce with outside systems
- Apex and Visualforce
- REST API, SOAP API, Metadata API

# OUR WORK WITH SALESFORCE

Allion has developed a comprehensive integration between Hint Health, a leading billing solution for direct pay healthcare, and Salesforce.com, the world's leading CRM solution. The integration is 2-way and operates in real time. As soon as data is changed in either system, it is immediately updated in the other.

Allion was able to expand its Hint Health and Salesforce.com Integration Module for Castle Connolly Private Health Partners, a concierge medical management system for patients and doctors. Now, the one of a kind integration module covers multiple practices, multiple providers, and Hint Health memberships.



GET ONBOARD WITH US TO EXPERIENCE  
THE ALL ENCOMPASSING POWER OF  
SALESFORCE TODAY.

Allion Technologies (Pvt) Ltd.  
**Sri Lanka**

Allion Technologies PTY Ltd  
**Australia**

Allion Technologies Inc  
**Canada**