

Company Profile



Breakingpoint

Our Core Value | **BBRIC**



Overview



- ▶ Founded in 2008, HQ in Shanghai.
- ▶ The Leader in Greater China market for SFDC Solution Consulting
- ▶ With 30+ consultants and developers specialized in SFDC solutions.
- ▶ With experience of 100+ SFDC projects
- ▶ First official SFDC Professional Service delivery partner in China.

*"- High technical skills
- Very customer oriented
- Work extremely hard to meet the mission-impossible timeline"*

- a world leading high-tech company

"Excellent communication in English. Actively participating the pre-sales and POC work and very capable of delivering sophisticated solutions to meet every details of the customer's requirements."

- a global investment management company



Our service

Breakingpoint

Salesforce.com CRM
implementation

- Project Planning
- Basic Settings
- Customization

Salesforce.com CRM
Consulting

- Integrated solutions
- Hotline service
- E-mail response

Salesforce.com CRM
Integration

- Call center integration
- ERP Integration
- Customer portal
integration

Salesforce.com
Custom Education &
Training

- End User Training
- Administration
Training
- Developer Training



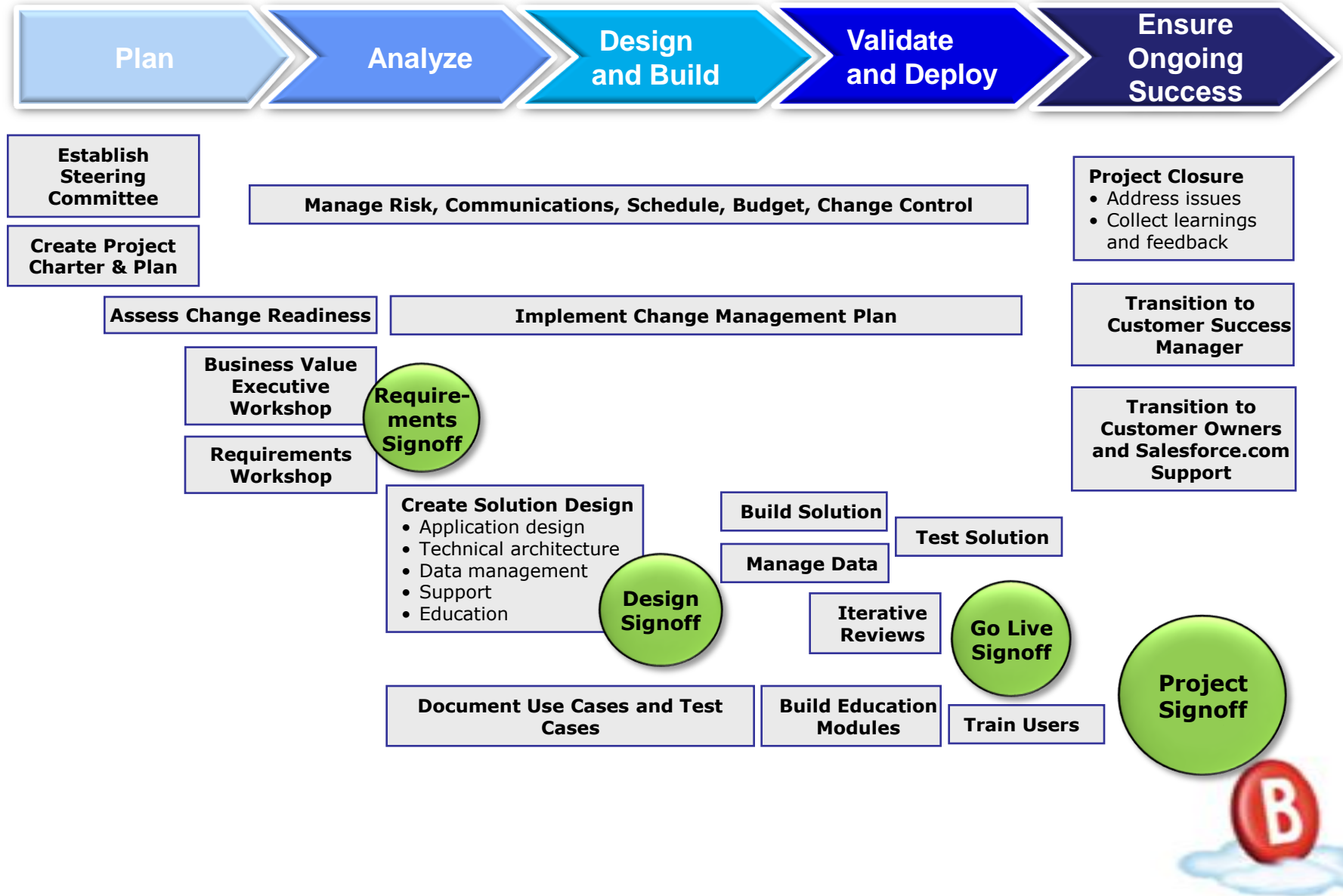
Our Strength

Over 40 customers in China and AP Region, most of which are MNCs. Why?

- ▶ Significant capability of bilingual communication
- ▶ Better understanding of business requirements
- ▶ Fast response to customers' requests
- ▶ Good fame of Reliability, Capability and Flexibility



Salesforce.com Delivery Methodology



Our Customers

Breakingpoint



BAUSCH+LOMB

Baxter



Huawei
Symantec

Honeywell

BLACKROCK



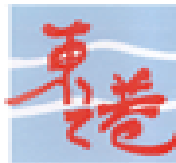
恒生銀行
HANG SENG BANK

ThermoFisher
SCIENTIFIC
The world leader in serving science

Altium

CWS | boco

Clariant



BLEUM
China's Outsourcing Experts

ICIS

GERBER
TECHNOLOGY

BLUESCOPE
STEEL

CanadianSolar

INTERGRAPH®

RAYMOND JAMES®

MQ Wines
Masuger Quality Wines

Nilfisk
setting standards

epsilon
international™

AIRSYS®



典型案例：华为赛门铁克

Breakingpoint



涉及用户：国内及国际销售团队、售后支持团队、服务工程师、呼叫中心

用户数：500+（中国及其他国家）

项目周期：5个月

解决方案

- 跨区域销售自动化解决方案
- 售后服务支持解决方案
- 现场专业服务解决方案

涵盖功能

- 市场活动与潜在客户管理
- 客户分级管理
- 销售预测
- 合作伙伴管理
- 设备档案管理
- 服务合同与工单管理
- 呼叫中心

项目实施

- 项目周期约20周，工作量约180人天
- 分2阶段实施：销售自动化约8周，售后服务约12周
- 中文及英文培训：销售团队用户培训、服务团队用户培训、渠道管理人员培训



典型案例：通用电气医疗



GE梦想启动未来

涉及用户：全国销售团队、销售运营团队、产品支持团队

用户数：1000+ （大中华地区）

项目周期：7个月

解决方案	涵盖功能	项目实施
<ul style="list-style-type: none">跨区域销售自动化解决方案销售运营自动化解决方案产品配置报价系统集成解决方案跨部门协同销售解决方案	<ul style="list-style-type: none">销售周期/里程碑（Toll Gate）管理竞争对手及竞争产品管理客户资产管理经销商授权管理产品配置报价系统集成销售周预测追踪及分析报表市场渗透分析	<ul style="list-style-type: none">项目周期历时约7个月，工作量近400人天采用云计算敏捷开发模式，与客户项目组多区域配合远程开发及集成测试10万家医院客户数据和历史销售数据清理及迁移全国用户培训



典型案例：赛默飞世尔科技

Breakingpoint



涉及用户：全国销售团队（9个业务部门）、销售运营团队、产品支持团队

用户数：500+（大中华地区）

项目周期：个月

解决方案

- 矩阵式销售业务自动化解决方案
- 销售运营自动化解决方案
- 多CRM系统间集成解决方案
- 跨部门协同销售解决方案

涵盖功能

- 市场活动与潜在客户管理
- 销售活动及拜访管理
- 销售滚动预测
- 产品及价格手册管理
- 特价及佣金审批流程
- 重点客户及重点行业管理
- Salesforce to Salesforce集成

项目实施

- 项目涉及9个销售业务部门，分4批先后上线，总周期历时约1年
- 采用先重点部门试行，然后推广实施的方式
- 全国用户滚动式培训，销售及管理层分别培训，提高用户使用率
- 专职维护团队保障系统稳定运营



Our Core Value

Breakingpoint



Our Award



1. 2012 Salesforce Consulting Partner Select level
2. 2012 Salesforce Cloud Alliance Partner
3. 2011 Salesforce Successful Customer Award
4. 2010 Salesforce Great China Best Customer Satisfaction Partner Award



More Information



Please Visit www.ibreakingpoint.com for more information.

Hotline: 400-820-7332



Thank you **Grazie** *Merci* **Danke** *Gracias* 谢谢 *Dhanyavaad*
Gracias **Obrigada** ありがとう **Dank** *Takk* **Bedankt** *Dakujem*

Breakingpoint

Broadminded Brave Reliable Innovative Collaborative