

COMPANY OVERVIEW

Xceede Solutions is a management consulting firm with a passion for technology who understands our client’s customer journey and aligns our digital transformation solutions across Marketing, Sales, Service, and Analytics. As a boutique provider, we are a high-touch, local, trusted advisor and business partner that combines business strategy, industry best practices, and technology to empower growth for our clients.

Our end-to-end approach to consulting ensures that the solutions we implement enable effective processes that drive our clients’ desired business outcomes.

Our SaaS software, PLNR – Sales-Driven Planning, and Sales-Driven Planning methodology enable our clients to plan, budget, forecast, and execute on their growth strategies. As a Salesforce® ISV and Consulting Partner, we leverage the Salesforce® platform and complimentary technology solutions in innovative ways to operationalize strategy and streamline execution.

General Information

Name	Xceede Solutions Inc.
Year Incorporated	2015
State of Incorporation	District of Columbia
Corporation Type	Corporation (S-Corp)
D-U-N-S #	079981147
Address	1900 Reston Metro Plaza, Suite 600, Reston, VA 20190
Website	www.xceedesolutions.com

NAICS Codes

511210	Software Publishers
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services
541618	Other Management Consulting Services

Certifications

Minority Business Enterprise
(by National Minority Supplier Development Council)



SaaS Application

PLNR—Sales-Driven Planning
(available on Salesforce® AppExchange®)



CORE CAPABILITIES

Management Consulting

- CUSTOMER RELATIONSHIP MANAGEMENT
- SALES METHODOLOGY
- PIPELINE MANAGEMENT
- LEAD GENERATION
- CUSTOMER EXPERIENCES
- MARKETING AUTOMATION
- SERVICE MANAGEMENT
- REVENUE MANAGEMENT
- PLANNING, BUDGETING AND FORECASTING
- CONTRACT LIFECYCLE MANAGEMENT

Business Consulting

- DIGITAL TRANSFORMATION
- BUSINESS PROCESS MAPPING
- BUSINESS PROCESS RE-ENGINEERING
- BUSINESS REQUIREMENTS
- USER ACCEPTANCE TESTING
- USER ADOPTION AND TRAINING
- CHANGE MANAGEMENT
- PROJECT MANAGEMENT
- PROGRAM MANAGEMENT
- PROGRAM GOVERNANCE
- CENTERS OF EXCELLENCE

Technology Consulting

- SOFTWARE DEVELOPMENT LIFECYCLE
- SOFTWARE DEVELOPMENT OPERATIONS (DEVOPS)
- AUTOMATED APPLICATION TESTING
- CUSTOM SOFTWARE DEVELOPMENT
- DATA MODEL DESIGN
- DATABASE DESIGN
- APPLICATION SECURITY
- APPLICATION ARCHITECTURE
- APPLICATION INTEGRATION
- BUSINESS INTELLIGENCE
- DATA VISUALIZATIONS
- ARTIFICIAL INTELLIGENCE
- ENTERPRISE DATA MANAGEMENT

CORE SERVICES

Management Consulting

- Design and implement strategic frameworks, methodologies, and industry best practices around Sales, Marketing, and Service Management

Salesforce® Ecosystem

Sales Cloud

- Implement sales motions from Prospecting to Pipeline and Account Management
- Implement Territory Management and related planning activities
- Implement Quote to Order processes along with Contract Lifecycle Management using Conga® Contracts for Salesforce
- Enhance performance and productivity of Sales teams through solutions with third-party native apps, such as Conga® suite

Tableau CRM

- Implement Data Visualization and Analytics using Tableau® Online and Tableau® Data Prep

Service Cloud

- Implement Case Management solutions on Service Cloud®
- Leverage Omnichannel to manage customer inquiries centrally while elevating service levels
- Integrate with telephony and other messaging platforms for inbound and outbound communications, including Einstein chat bots

Marketing Cloud & Pardot

- Implement Email, Social, and Advertising Studios as part of Digital Marketing and Advertising
- Increase Account Engagement and implement an Account-Based Marketing program
- Implement Marketing Analytics

Salesforce Platform

- Configure, customize, develop, and integrate of Salesforce®
- Develop custom applications to solve unique business challenges

Sales-Driven Planning

PLNR—Sales-Driven Planning App

- Implement Sales-Driven Planning methodology around Territory, Account, and Opportunity budgeting and forecasting
- Enable what-if and scenario analysis across different planning versions
- Identify “Gaps to Target” and implement mitigation plans

Enterprise Data Management

Integration Platforms (Jitterbit, TIBCO)

- Implement integration solutions across Salesforce® and critical enterprise system
- Develop an enterprise framework for Application Programmable Interfaces (APIs)

Data Backup and Recovery

- Implement Data Backup and Recovery solution for Salesforce® using OwnBackup

CLIENT SUCCESS



Implemented Salesforce® Sales and Service Cloud for 425 users across US, Canada, Australia and New Zealand spanning Sales, Marketing, and Education from Prospecting to Account Management, including integration with SAP. Leveraged Tableau for Analytics and data visualizations.



Implemented Sales Reporting, Account Management, Contract Lifecycle Management, and custom Loyalty Reporting solution across Sales, Legal, and Accounting departments along with data management processes to import data from 10 distributors.



Implemented Lead Management, Pipeline Management, Proposals and Contract Management solutions on Salesforce® Sales Cloud along with integrations with data providers for Prospecting and Account Management.

TECHNOLOGY PARTNERSHIPS

