COMPANY OVERVIEW

Xceede Solutions is a Digital Service Design consulting firm providing customer journey centric technology 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 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	15305 Dallas Parkway 12th Floor Addison, TX 75001
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)

NMSDC 50ᵗʰ ANNIVERSARY CERTIFIED MBE 2022

SaaS Application

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

PLNR® Sales-Driven Planning

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

salesforce PARTNER SINCE 2015

available on AppExchange salesforce