

ABOUT JENSYN

Since 2004, Jensyn has equipped companies with the latest technology solutions for maximum efficiency gains, cost reductions and sustainable growth. With a background in financial services, operations, and technology, Jensyn's team implements a business process re-engineering model to automate and improve processes using the Salesforce.com platform.

Where Salesforce Meets Business



- ✓ Transition manual steps to time-saving automated processes
- ✓ Enable 24/7 accessibility and collaboration
- ✓ Improve transparency and accountability
- ✓ Manage all documents and communication in one place
- ✓ Automated data security and backup

Our Approach:



DISCOVERY



INTEGRATION



TRANSITION



REINFORCEMENT



ONGOING SUPPORT

Step 1 Discovery

We conduct an **Operational Analysis** of your business that leads to the development of our project plan and determines key factors of success.

Step 2 Integration

The **project timeline, scope and responsibilities** are approved. This step involves software customization, process documentation, 3rd party integration and identification of training needs.

Step 3 Transition

We **fully transition** existing data and processes to Salesforce.com. A key component of our services involves training and managing software utilization with minimal disruptions to your day-to-day operations.

Step 4 Reinforcement

For 90 days post-transition, our team **monitors user adoption and compliance**, provides training as needed, and gives feedback to key stakeholders.

Step 5 Ongoing Support

As you utilize the new system, your team may need **additional software customizations**, software maintenance, quality assurance monitoring or training.

What We Do

- Project Management
- Software Development
- Process Improvement
- Implementation
- Customization
- Training
- User Adoption
- Staff Augmentation

Industries Served

- Banking
- Trading
- Insurance
- Private Equity Firms
- Wealth Management
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Our Approach

Discovery

Involves an Operational Analysis that identifies the project scope, resources and timeline to align business goals with project outcomes. Through observation and meetings with management, we gain a realistic understanding of the current state of the business, tasks required, and potential risks involved before starting the implementation.

Integration

Management of software customization, data mapping, process documentation, 3rd party integration, and training programs. We provide flexibility and expertise to fully integrate Salesforce.com around your existing processes.

Transition

Minimize disruptions to daily operations with a team dedicated to data migration, data testing, and process improvements. We ensure proper training and documentation occurs as your team adapts to the new system.

Reinforcement

We monitor user adoption and compliance for 90 days post-transition. Manage your team's progress and training needs.

Ongoing Support

We provide data backup and security, quality assurance and monitoring, software maintenance and customizations.



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How can we help?

I am considering buying Salesforce.com

- **Discovery**

I purchased Salesforce.com but need help with implementation

- **Integration, Transition**

I need additional features and system customizations

- **Discovery, Ongoing Support**

My team is not using the new system

- **Transition, Reinforcement**

My team needs training

- **I don't have the internal resources to monitor and manage Salesforce.com**
- **Additional Services**

Add Client Example

1. PEO Industry: Multi-phase conversion taking 5 different payroll platforms into 1, consisting of 2,000+ clients with over 25,000+ worksite employees. Phase 1 was a success of over 650 clients representing 10,000+ worksite employees. Conversion elements include client and worksite data information, verification of custom reports for clients from one platform to the other, and benefit conversion through new online enrollment process using specific vendor. Through Phase 2 of 5, Client has recorded payroll processing efficiency gains of over 30% and has issued a contract for additional work.

2. Staffing Outsourcing Industry: Conversion of applicant tracking system from Bullhorn to BrightMove. Project included a full business operational assessment to map existing business into a new system. Before complete conversion, the team coordinated with programmers and tested the data to ensure system compatibility. After operational analysis, the team made recommendations for process changes to ensure efficiency gains and to safeguard the success of the new program. This conversion allowed the client to build the business without adding staff.

3. RPO Industry: Project involved converting existing RPO system from Hiredesk to Brightmove. Seven years of data was converted in a manner that was fully audit compliant with Office of Federal Contractor Compliance Programs. The project team was responsible for the engineering of new operational model that allowed an efficiency gain of 40%. Under the old system, it took Stratus more than 60 days to close a job; post conversion closing time is now 30 days.

4. Real Estate Industry: Client engaged in a software integration partnership in order to improve communication and accountability in the rapidly growing investment realty company. Prior to