Top 25 Salesforce Solution Providers - 2017

With gargantuan progression in the technology landscape, every organization has moved towards the digital transformation. The adoption of digital innovations not only enhances the business operations but also empowers people. Customer Relationship Management (CRM) is responsible for bolstering the affiliation between organizations and people. When it comes to CRM, we tend to think of growth in sales volume, revenue, and other CRM capabilities. This is where Salesforce comes in. Satisfying the marketing and sales needs, Salesforce provides the CRM platform whose growth beyond the conventional cloud CRM is evident. Salesforce has developed into one of the most sophisticated platform environment that consolidates several technology trends.

Steering the success of their supreme position in the cloud CRM space, Salesforce has a broad range of CRM offerings—sales cloud, data cloud, service cloud, marketing cloud, app cloud, community cloud, analytics cloud, and IoT cloud. Salesforce allows you to build your business on a single, secure, and scalable platform and strengthens your ability to sell, service, and market with pre-integrated apps on Salesforce's AppExchange. Salesforce's Lightning platform builds the experience employees need to sell faster and become more efficient thereby increasing revenues and decreasing costs.

This edition of APACCIOOutlook features "Top 25 Salesforce Solution Providers - 2017" from CEOs and CIOs perspective. The list includes the companies who offer groundbreaking solutions to businesses to achieve transformative results and next level outcomes. APACCIOOutlook's editorial team has sieved out these top Salesforce Solution Providers whose solutions and services help the clients overcome their business challenges.

TeamSpirit

Recognized as

APAC CIO Outlook TOP 25
SALESFORCE
SOLUTION PROVIDERS - 2017

The annual listing of top companies providing
Salesforce Solutions in the APAC region

Annie Johnson
Managing Editor

Company:

TeamSpirit

Key Person:

Koji Ogishima
CEO

Description:

ERP Frontware solution catering to travel and expense, time and attendance, HRM, and workflow management for businesses

Website:

teamspirit.co.jp/eng

TeamSpirit:
Cloud-powered All-in-One ERP Frontware Solution

The Japanese Government has been struggling for years to tackle the state's alarming situation of a gradually dwindling workforce, that is primarily male-dominant. "Our solutions seek to assist by supporting the inclusion of more women and senior people in the workspace, and improving the white-collar productivity," remarks Koji Ogishima, CEO of TeamSpirit, one of the largest Salesforce ISV partners in Japan. The company is also set to launch an institute involving eminent personalities of the country to address the challenges related to shrinkage of the workforce in Japan.

TeamSpirit's proprietary Workforce Success Platform is an ERP Frontware solution, built on Salesforce's Force.com, encompassing business travel and expense, time and attendance, leave management, time tracking and workflow management into a planner synced with Google or Office 365 calendar. An employee can have an overview of his attendance times and work schedules through the planner and decide, for instance, when to apply for a business travel according to his scheduled events ahead. When a business travel is approved for an employee, the planner recognizes the probable expenditures and helps the employee claim reimbursements for the same. Embedding all applications within an integrated workflow, a time tracking feature allows employees to declare work hours, work progress and costs of projects they are working on, rendering a complete and transparent productivity analysis for the client organization. The solution further allows a customer to develop and customize comprehensible workflows for simpler tasks like purchase requests, document reviews, and system change requests.

Integration and innovation define the mission of TeamSpirit in developing its solution and delivering services. "Most providers offer expense, time, and workflow management functionalities separately, but our uniqueness lies in an integrated solution built on the Salesforce platform,"

Ogishima points out. The integrated platform facilitates the implementation of Big Data technologies that assists in creating intuitive dashboards for efficient management of an organization. In addition, the solution works as ERP frontware that instantly modernize customer's old ERP for their end users without changing ERP. The system also allows employees across the company's various departments to share ideas and information quickly on SNS, thereby speeding up a business' progress and maximizing productivity.

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TeamSpirit's solutions are appropriate for establishing robust internal control processes for any client enterprise. An IT services company, Data Section, needed to solve some vital issues related to timely employee payments, and management and segregation of different types of expenses as they prepared for their Initial Public Offering in Tokyo. TeamSpirit efficiently addressed these challenges, and the company successfully went public the following year. This successful IPO eventually resulted in TeamSpirit gaining consequential popularity among start-ups in the country.

Salesforce has not just been a major source of investments but also an important business partner for TeamSpirit. Leveraging on Salesforce cloud's scalability, reliability, and interoperability, TeamSpirit has built a customer-friendly ERP Frontware solution that is offered in a subscription-based model. It's a win-win situation for both Salesforce and TeamSpirit, as expanding TeamSpirit's customer base results in Salesforce's customer increase too while enhancing the value of the Salesforce platform for their existing customers. In view of such rapid growth, Ogishima feels that the company needs to renew its product in order to compete globally. TeamSpirit, therefore, focuses on building an entirely new and improved digital platform integrating Salesforce's AI platform-Einstein as it plans to expand into South-East Asia shortly. ACO

Koji Ogishima,
CEO