

# INTEGRATION CONSULTING OFFERING

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BLUE SURF TECHNOLOGY

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# BLUE SURF TECHNOLOGY AT A GLANCE

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An Enterprise Architect with focus on implementation of impactful technology

- A Salesforce expert
  - Certified Technical Architect (one of less than 300)
  - Six other Salesforce certifications
- With wider technical skills
  - Integrations, cloud technology, master data management, security, project management, agile methodology...
  - AWS and Boomi certifications
  - Certified ScrumMaster
- And strong business expertise
  - MS Computer Science but also an MBA

Brant Hanna



# BLUE SURF TECHNOLOGY - BACKGROUND

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- 30+ years IT experience
  - Startups – SMB – enterprise
  - Building from scratch, reinventing companies, positioning for aggressive scaling
- 8+ years of Salesforce
  - Salesforce, Slalom, West Monroe Partners, Etherios and Model Metrics
- Industry experience includes healthcare, financial services / banking, high tech

Brant Hanna



# LOGISTICS – HOW WE ENGAGE

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- Results driven consulting
  - We take on a specific business challenge
- Not "body shopping"
  - Work hours flex over time to align to the need
- Mix of on-site and remote
  - Always on site the first week or two to get things rolling
  - After that we strike a balance
- Regular reassessment of focus to maximize value

# INTEGRATION CONSULTING OFFERING

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# CONTEXT

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- Cloud computing enables use of best of breed solutions for key business needs (CRM, finance, marketing, etc.)
- Business activities span those boundaries

Integration between core business system is a critical business requirement. Integration limitations will limit the business.

# INTEGRATION STATUS ASSESSMENT

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- Review of integration infrastructure and existing integration connections
- Recommendations regarding strategic direction
- Often done as part of a wider Technical Assessment effort

# INTEGRATION IMPLEMENTATION

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- Blue Surf Technology can help with implementation/upgrade of integrations
- Powerful proprietary integration accelerators can be leveraged to implement new integrations very rapidly
  - Basic integrations take hours not days
  - Options for:
    - Incoming or outgoing integrations
    - Real time (UI triggered) or batch update scenarios

# PLAN TO PROCEED

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1. Discuss your specific integration related needs.
2. Blue Surf Technology will deliver a customized proposal to address those needs.

# Thank You

