

# THEY ARE NOT LIKE US

A COMPARISON OF SERVICE IMPLEMENTATION PARTNERS



DECISIONFOUNDRY®

## DECISION FOUNDRY

## ENTERPRISE SIPs

## REGIONAL SIPs

▶ <b>Cost</b>	Competitive pricing without the heavy costs of enterprise partners	Very expensive, often with high overhead costs	Generally lower cost but may lack comprehensive services
▶ <b>Advisory Services</b>	Offers extensive advisory and strategic services	Extensive advisory services but at a premium cost	Limited advisory and strategic services
▶ <b>Expertise</b>	Premier Salesforce Data Cloud delivery partner with deep industry knowledge	Extensive expertise across various industries	Specialized expertise but may lack breadth
▶ <b>Certifications</b>	Certified ISV and award-winning Salesforce integration partner, with over 90 Salesforce certifications	Multiple certifications and recognitions across various brands other than Salesforce	May have fewer certifications or not Salesforce-specific
▶ <b>Service Range</b>	Comprehensive services including Data Cloud, AI, Account Engagement, Personalization, Sales, and Service solutions	Full range of services including implementation, optimization, and AI integration	Focused services, often limited to specific areas or industries
▶ <b>Industry Focus</b>	Tailored solutions for diverse industries	Broad industry focus with deep insights	Often focused on specific industries or regions
▶ <b>Customer Support</b>	Dedicated to bridging the gap between data access, platform adoption, and business impact	High-quality support but can be less personalized due to scale	More personalized support but may lack resources