

## Approach

BearingPoint provides a **fresh and unique approach** for Salesforce projects leveraging our “CX First” methodology, our deep industry process knowledge and our expertise in the “art of the possible” when it comes to innovative Salesforce multi-cloud solutions.

We pride ourselves to be a **nimble and personable partner with the support network of one of Europe’s largest consulting organisations** driving tangible business outcomes for our clients with and beyond technology.

## CX First Methodology

...developed from our experience gained in past engagements driving a customer-centric design and delivery model.

- Lead with customer journeys not requirements
- Integrated, collaborative & self-sufficient teams and empowered product owners
- Heavy prototyping
- Continuous improvement WoW
- Design thinking & Art of the possible
- MVP-Foundation-CI approach
- Potentially shippable increments
- Modern DevOps
- Lean & agile BPM

## Key Partnerships



## Facts & Figures

...of our joint European Salesforce practice.

- 450+** CRM Professionals
- 180+** Certified Salesforce consultants
- 50+** Salesforce Clients
- 3** Nearshore delivery centres
- 140+** Salesforce Projects
- 15+** MuleSoft experts

## Focus Industries

...with specialised consultants and industry specific assets providing Salesforce industry thought-leadership.

- Public Sector (Local & Central Governments, Public Healthcare)
- Insurance
- Automotive
- Utilities
- Consumer Goods & Retail

## Salesforce Product Experience

...with certified Salesforce consultants and experience in designing and building innovative Salesforce multi-cloud solutions.



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