



Your Salesforce Agency

Whether it's the implementation of a new Salesforce system, optimization of existing processes, or ongoing support: we develop your digital vision to perfection.

- ✔ **Expertise across multiple systems**
- ✔ **Data science and data integration**
- ✔ **Building fully GDPR-compliant system architectures**

How can I recognize a competent Salesforce agency?



It's not easy to assess at first glance whether a Salesforce agency is truly competent. However, there are a few key characteristics that can help you evaluate whether you've found the right project partner. To give you a better sense of our services, we'd like to present three example projects from our day-to-day work.

Recommendations

Good leads often still come through personal networks—even in the digital age. Perhaps one of your business partners has already worked successfully with a Salesforce agency and can recommend them.

Specialization

It's also important that your contact person is not only familiar with specific Salesforce areas but has a broad range of expertise. In particular, solid IT knowledge is essential for successful implementation.

Portfolio & References

An experienced Salesforce agency can demonstrate its expertise through numerous successfully completed client projects and references. Before entering into a potential partnership, take a look at the portfolio of the respective Salesforce agency.

Personal Conversation

Last but not least, your gut feeling during a personal meeting plays a crucial role. Can your contact person convince you during the consultation? Is the team well-coordinated and technically capable of mapping your business processes? Are there clear structures and defined roles within the agency so that processes can be implemented quickly?

How do we work as a Salesforce agency?



We at kkvision are absolute specialists in the areas of Customer Relationship Management and Marketing Automation. We dynamically adapt to individual business requirements and implement them quickly and efficiently in practice.

To give you a better sense of our services, we'd like to present some example projects from our day-to-day work.

Bidirectional System Integration

Initial Situation

Our client was using Salesforce as a CRM system. Databases and marketing were separated, which meant that multiple systems had to be operated in parallel with considerable effort. This led to faulty data transfers and avoidable workload.

→ Solution

kkvision successfully integrated both databases and marketing into the existing Salesforce system. This enabled seamless, real-time data and process transfer. Both the error rate and workload were significantly reduced.

Rebuilding an Existing Salesforce System

Initial Situation

An outdated Salesforce system was in use. It was no longer capable of meeting the company-specific and legal requirements. However, the system was still needed for day-to-day operations and therefore had to continue running for the time being.

→ Solution

kkvision designed and developed the new Salesforce system while the old one remained in operation. We improved existing processes and further developed the data structures. In the end, the old system was successfully replaced by the new one, allowing all data and processes to be preserved.

Adoption of Data Models and Campaign Management from Salesforce Marketing Cloud

Initial Situation

The client was using an existing Salesforce Marketing Cloud setup and focused on omni-channel marketing. However, data transfers between the cloud and the individual channels were faulty. As a result, reports were also incorrect, and meaningful analysis was barely possible.

→ Solution

Our Salesforce agency analyzed the existing situation and enabled centralized campaign management via the Marketing Cloud. Additionally, data was cleaned up and a new reporting architecture was implemented. Since then, all data has been transmitted correctly. This allows for meaningful reporting and continuous improvement of marketing activities.

Benefits of Working with Us

Expertise across multiple systems

Our expert team is not only highly skilled in using Salesforce but also experienced with numerous other tools such as HubSpot, Marketo, Microsoft Dynamics, or Zapier.

This enables us to respond flexibly to a wide range of business requirements and deliver the best possible solutions for our clients.

Data Science and Data Integration

Data is the new gold and our daily bread as a Salesforce agency. We analyze existing data and extract valuable insights. We also integrate data from various systems and databases.

This allows us to optimize your digital business processes based on data, numbers, and facts and implement them as quickly as possible.

Building fully GDPR-compliant system architectures

We are not only theoretically familiar with marketing automation but also apply our solid IT expertise in real-world practice.

We place the highest value on implementing fully GDPR-compliant systems. This ensures that your customer data is well protected.

This Is How We Work



1. Audit

At the beginning, our consultants work very closely with the new partner company. The current situation of the company is analyzed, and existing processes are reviewed.

During this phase, a comprehensive picture of the business requirements as well as current strengths and weaknesses is formed. This overall picture is then passed on to our architects.

2. Implementation

The second phase is characterized by close collaboration between our consultants and architects. Our consultants communicate the specific business requirements, after which our architects begin designing the system.

First, essential basic requirements are implemented and data models created. After that, more specific processes, modules, and the integration of interfaces follow.

3. Ongoing Support & Training

Salesforce projects are constantly evolving and must be regularly adapted to business-specific, legal, and technical changes. That is why we offer our clients continuous support. Constant monitoring and optimization of processes is part of our daily work, along with ensuring compliance with legal requirements.

The GDPR in particular plays a key role in day-to-day use. Sensitive customer data must be protected and the system safeguarded from unauthorized access. Our ongoing support also includes user management, data maintenance, and continuous application improvement.



What Our Clients Say About Us



kkvision provided us with world class knowledge and support. From ideation to launch, Team showed great professionalism and proactiveness. Thanks for amazing support!

SANDEEP SINGH

Senior Manager – Bunzl Holding



The team at kkvision consists of absolute professionals. The quick availability and the competent implementation of our requirements made collaboration significantly easier. Thank you for the support!

PHIL HEIMLICH

Managing Director – KG Media Factory GmbH



Luca Körner
CTO & MANAGING DIRECTOR



Tilman von Werthern
OPERATING MANAGER



Katharina Krug
CEO & FOUNDER



Steffen Loebelt
ADMINISTRATOR & DEVELOPER



Kezia Adesanya
ADMINISTRATOR & DEVELOPER

Would you like your Salesforce to be in expert hands?



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How does the integration work?

Our consultants work closely with your company from the very beginning and gain a comprehensive understanding of your business processes and requirements. This understanding is then passed on to our architects, who begin the technical implementation.

Throughout the entire process, we maintain close communication with you to ensure the best possible integration.

How can business processes be digitized?

This depends on the individual processes in your company. Today, many business processes, such as marketing, lead generation, and contract management, can be fully digitized. Remote and flexible work is now also widely achievable.

How much does an integration cost?

The cost depends on the time required and the complexity of the project. For this reason, it is not possible to make a general statement. Each Salesforce agency has its own pricing model. In general, it is significantly more efficient in terms of both cost and time to hire an experienced Salesforce agency rather than attempting implementation internally. Keep in mind that Salesforce projects demand considerable time and resources. In addition, qualified IT and marketing professionals are often difficult to find, especially in a tight labor market.

Which Salesforce modules are needed?

Salesforce offers a wide range of modules, each with a different purpose. Not every module is suitable for every company. It all depends on your specific business requirements.

As a Salesforce agency, we provide comprehensive consulting on the various modules and work with you to determine which ones are most relevant for your needs.

What does the roadmap look like?

It is divided into three phases:

1. Audit

We develop a comprehensive understanding of your specific business situation and get to know your requirements and processes.

2. Implementation

Our architects design and develop your new Salesforce system. Your specific business processes and requirements are taken into account and aligned accordingly.

3. Ongoing Support

Salesforce systems constantly evolve and must be continuously adapted. Changes in business processes, the economic environment, and legal frameworks must be implemented promptly. That's why we offer our clients continuous support.