



# Salesforce Services Our Company Profile



**BugendaiTech**  
Infinite Solutions; Infinite Possibilities

Upwork ★ ★ ★ ★ ★

Trustpilot ★ ★ ★ ★ ★

Sitejabber ★ ★ ★ ★ ★



# ABOUT US

“PRIORITIZING THE CLIENT’S VISION”



**Started  
from a  
Couch**



**August  
'2018**

Our Idea took form  
at Bugendai Tech  
Solutions  
& Started  
Diversification



**December  
'2018**

Atlanta Office -  
Opened



**June  
'2019**

Completed 60+  
projects with  
5000 man-hours  
& Opened Pune  
Office



**March  
'2020**

Completed 60+  
projects with  
5000 man-  
hours



**PRESENT**

Salesforce & Google  
Partner - Completed  
more than 195  
Projects  
- 100% Remote  
Working



# OUR SALESFORCE SERVICE



Service Cloud

Vaccine Cloud

Commerce Cloud

Integration

Marketing Cloud

Sales Cloud

# Salesforce

CRM

Lightning Migration

Consulting

Health Cloud

Finance Cloud

Pardot

Analytics

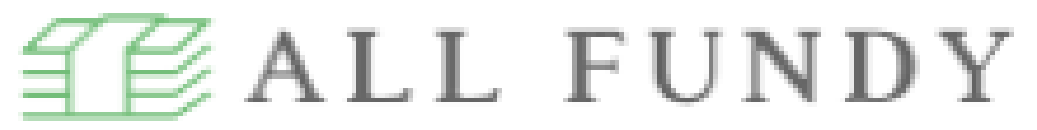
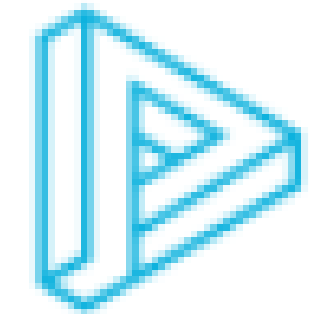


# OUR EXISTENCE & TEAM





# OUR CLIENTS





**Data Plays for You**

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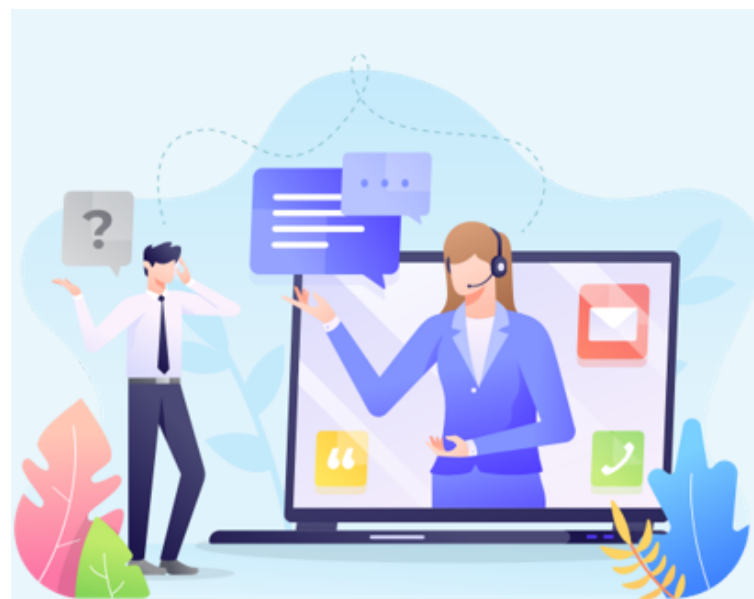
**CRM | CMS | Data Science  
| Mobile Apps | Salesforce |  
Digital Marketing**

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**Importance to  
Quality of Work**

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**Priority to Customer Service**

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# Why Bugendaitech..



**Global Presence while  
being Local**

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# HAPPY CLIENTS

## Completed successfully!

"Awesome again. Working with team Bugendai was spectacular. From AWS, to React native , to Salesforce, to mail...

- Upwork Client



Upwork

## Completed successfully!

"It was great working with BugendaiTech team. They managed email marketing, website and custom communities on SFDC for us. We are ending this...

- Upwork Client



Upwork



# HAPPY CLIENTS



★★★★★ 5.00



*"We are new to Salesforce & found Bugendai to be incredibly responsive & easy to work with. They are flexible & have all the resource we needed to work within a variety of SF areas, including add-ins such as Company Cam.*

*We look forward to working with them on ongoing basis"*

## Professional and timely delivery of custom Salesforce APIs

★★★★★ June 29th, 2021

We have been working with Neha and the team for over a year now. They are delivering exactly what was asked and don't mind us being on the slow end of integration. The team is always ready to answer questions we have and adjust based on our requirements. Definitely recommended.

★★★★★ 5.00



*"Great Partner to work with. I love their commitment to work with Non Profit and help them build society. They Always had certified and experienced resources in the project"*



# #1: Case Study - Health Cloud

## Challenge:

The Client wants to interpret substantial amounts of health data and information to create actionable, personalized, and timely health signals to delivers better clinical and financial outcomes while creating a different and better experience for people with chronic conditions.

## Solution:

- **Managing architecture, developing workflows, triggers and validation.**
- **Web-based clinical portal.**
- **The clinical portal operates on salesforce-hosted databases synchronized with client databases using on-demand, batch REST APIs.**

## Results:

- **328,000+ members**
- **12,53 clients launched**
- **Members up 100% year-over-year, launched IPO**
- **US\$88 saved per patient per month**
- **Average HbA1c sustained reduction at 12 months post enrollment**



# #2: Case Study - Education Cloud

## Challenge:

Student data was scattered across spreadsheets, leading to discrepancies & traceability issues. Examination marks & progress reports went unresolved for months. Senior management didn't have enough visibility into sales metrics and the customer experience was hampered by manual admission processes.

## Solution:

- The advantage of Salesforce is that it can be used not just for marketing, sales, and CRM, but across other processes such as admissions, document verification, product knowledge assessments, and logistics.
- Everything can be managed either on Salesforce or our indigenously built Learning Management Solution(LMS).

## Results:

- All marketing campaigns are managed through Salesforce Pardot.
- Online Admissions Started - filling admission forms, submitting documents, and paying fees.
- Teams can easily verify documents, schedule interviews, and communicate with students through Salesforce.
- Student onboarding is streamlined on Salesforce

# #3: Case Study - Non-Profit

## Challenge:

The client needed to migrate to a Salesforce Non-for-Profit instance & have a solution to cope with their increasing volume of website call requests NPSP Non Profit Volunteer Management.

## Solution:

- **Delivery of custom configured Salesforce for Non-Profit and migration from Sales Cloud.**
- **Delivery of Marketing Cloud, and migration of content from legacy marketing automation systems.**

## Results:

- **Seamless alignment with business processes.**
- **Transition to Lightning provided the sales team renewed engagement with Salesforce.**
- **Engaged leads generated from their website (Web-To-Lead) and from social media lead forms (Lead Capture for Salesforce)**

# #4: Case Study - Marketing Cloud & Pardot

## Challenge:

- Improving the efficiency of existing mailbox
- Performance improvement of the lead quality.
- Gather the real time performance metrics

## Solution:

- **Pardot results in more qualified leads and fewer spam thanks to Pardot**
- **Which enables scoring prospects based on actions taken and repeat visits. Creating drip campaigns, and more automated functionality.**
- **Pardot's Wistia connector also lets help team track video marketing efforts with real-time performance data.**

## Results:

- **Replaced, cleaned, and improved the efficiency of their existing email inbox**
- **Improved lead volume & quality with automated lead scoring**
- **Gained a competitive advantage with real-time performance metric**
- **70% performance improvement as per the statistics**

# #BugendaiNoble



Following the footsteps of Corporate Philanthropy i.e "Pledge 1%", We introduced BugendaiNoble as the social vertical of the company.

- Every 5th client we do is Pro-Bono
- Every month we teach 2 students for free
- Every quarter we help find freshers their next change
- We have added 10 plus employees in the last month who were rejected or laid off
- We celebrate the birthdays of employees by donating \$100 to the society they live in
- We are part of Pledge 1%





# BLOGS

## **BugendaiTech Remote Culture**

<https://bugendaitech.com/bugendaitech-remote-culture/>

## **Chatboat Application**

<https://bugendaitech.com/chatbot-applications/>

## **When to select Salesforce Professional or Enterprise Solution**

<https://bugendaitech.com/when-to-select-salesforce-professional-or-enterprise-edition/>

## **Make your business grow with Dashboards**

<https://bugendaitech.com/make-your-business-grow-with-dashboards/>

## **5 ways to optimize images in Wordpress**

<https://bugendaitech.com/5-ways-to-optimize-images-in-wordpress-for-faster-speed>



# 31%

Rise in Employment at BugendaiTech

**100% REMOTE WORKING**

## **A word from our CEO**

“The world is changing rapidly. We are in the midst of the historic transition mankind has ever witnessed. Businesses globally have invested in a digital transformation to adapt and thrive in a post-pandemic world. We all need a new set of social, emotional, cognitive, and digital capabilities regardless of the industry and work harder on corporate resilience and crisis management.”

# Let's Work Together



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