



SALESFORCE SALES CLOUD

Quick Start

A working sales pipeline — configured, tested and ready for your team.

SCOPE 1

Launch

\$6,500

3 weeks

SCOPE 2

Most popular

Growth

\$10,500

4 weeks

SCOPE 3

Scale

\$15,500

5 to 6 weeks

One clear outcome, three levels of complexity

Every scope delivers a live, production-ready Salesforce Sales Cloud solution. What changes is the number of sales processes, the depth of automation and reporting, the volume of data migrated and the level of enablement included. Add-ons and an ongoing care plan are available with every scope.

Brysa Limited

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What you will have at launch

A Brysa Sales Cloud Quick Start gives your team a practical, production-ready foundation for managing sales in Salesforce. The selected scope is configured around your agreed process rather than a generic demonstration org.

Capture and qualify leads

Record enquiries, ownership and follow-up in one place.

Manage customers

Maintain consistent Account and Contact records.

Run a visible pipeline

Progress Opportunities through defined stages.

Work consistently

Use agreed fields, rules and automation to guide users.

See performance

Give managers useful reports and dashboards.

Launch with confidence

Test, train, deploy and support the first weeks of use.

Included in every scope

- Kick-off, discovery and confirmation of the selected package scope
- Salesforce configuration in a sandbox or agreed non-production environment
- Brysa testing, coordinated client UAT and production deployment
- Data migration using Brysa templates within the selected package limits
- Administrator and user enablement appropriate to the selected scope
- Remote post-launch hypercare for the stated period and hour allowance
- A defined route into ongoing support through a Brysa Care Plan

Built for a genuine Quick Start

These packages are intended for a new or lightly configured Salesforce org and a standard sales operation. Where an existing org carries significant customisation, technical debt or unresolved data issues, we begin with a fixed-price Org Health Check so that the build price can be confirmed with confidence.

Choose your scope

Start with the option that reflects the complexity you need now. Capability can be added later through fixed-price add-ons without overloading the initial implementation.

STEP 0 · OPTIONAL

Org Health Check

For organisations with an existing Salesforce org. One week to review current configuration, data quality, technical debt and licence position, ending in a short findings note and a firm fixed price for the build. The full fee is credited against any Quick Start package started within 60 days.

\$2,000

1 week

Credited on proceed

CAPABILITY	SCOPE 1 · LAUNCH	SCOPE 2 · GROWTH	SCOPE 3 · SCALE
Fixed price	\$6,500	\$10,500	\$15,500
Best fit	One team, one straightforward process	Growing team needing structure and automation	Established operation with multiple needs
Guide team size	Around 10 users	Around 20 users	Around 30 users
Sales processes	1	Up to 2	Up to 3
Core CRM	Leads, Accounts, Contacts, Opportunities, Activities	Launch plus broader configuration	Growth plus advanced sales setup
Custom fields	Up to 15	Up to 30	Up to 50
Products and pricing	1 price book, 50 products	2 price books, 250 products	3 price books, 500 products
Campaigns and quotes	Not included	Campaigns and 1 quote template	Campaigns and 2 quote templates
Custom objects	Not included	1 light custom object	Up to 2 light custom objects
Web-to-Lead form	1 form	1 form	1 form
Automation items	Up to 2	Up to 4 plus 1 approval	Up to 6 plus 2 approvals
Forecasting	Not included	Not included	Collaborative Forecasts
Reports and dashboards	5 reports, 2 dashboards	10 reports, 3 dashboards	15 reports, 5 dashboards
Data migration	5,000 rows, 3 core objects, single load	25,000 rows, 5 objects, test and production loads	50,000 rows, 6 objects, test and production loads
Training	Admin and end-user sessions	Admin, super-user and end-user sessions	Expanded admin and user enablement
UAT	1 cycle	1 cycle plus retest	2 cycles plus regression retest
Hypercare	10 days, up to 3 hours	21 days, up to 6 hours	30 days, up to 8 hours
Typical delivery	3 weeks	4 weeks	5 to 6 weeks

All limits are maximums within the fixed-price package and are confirmed in the configuration workbook after discovery.

Launch

\$6,500

For a small sales team moving from spreadsheets or a basic CRM into one clear Salesforce sales process.

Typical delivery: 3 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery and design	— Kick-off and one requirements workshop of up to 2 hours — Confirm objectives, users, lead and opportunity stages, ownership and acceptance criteria — Configuration workbook and agreed delivery plan	1 team 1 process
Core Sales Cloud	— Configure Leads, Accounts, Contacts, Opportunities and Activities — Standard lead conversion, Lightning app, page layouts, list views and sales guidance — Up to 15 agreed custom fields across the core objects — Products and one standard price book using client-supplied product data	15 fields 50 products
Access and email	— Basic role hierarchy and record ownership model — Up to 2 permission sets using standard Salesforce security — Outlook or Gmail integration setup guidance for nominated users	2 roles 2 permission sets
Lead capture and automation	— One Web-to-Lead form configured, with the embed code provided to the client — Up to 2 simple automation items, such as assignment, task creation or notification — Up to 5 validation rules or data-quality controls	1 form 2 automation items
Reporting	— Configure 5 agreed sales reports — Configure 2 dashboards for pipeline and sales activity — One management review of the reporting outputs	5 reports 2 dashboards
Data migration	— Brysa migration templates and mapping guidance — One production load of the three core objects, with a pre-load validation pass — Validation of record counts and key relationships after import	3 core objects 5,000 rows total
Test, train and launch	— Brysa unit testing and one coordinated client UAT cycle — One production deployment and launch checklist — One 2-hour administrator session and one 90-minute end-user session	1 UAT cycle 2 sessions
Post-launch support	— Remote support for questions, defects and minor corrections within the agreed scope — Unused hours expire at the end of the support period — Continues seamlessly into a Care Plan where selected	10 days 3 hours

Growth

\$10,500

For a growing team that needs more than one process, stronger automation, product and quote handling and broader reporting.

Typical delivery: 4 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery and design	— Kick-off and up to 2 requirements workshops totalling 4 hours — Confirm up to 2 sales processes, user groups, ownership, quoting needs and acceptance criteria — Configuration workbook, solution summary and delivery plan	2 processes 4 workshop hours
Core Sales Cloud	— Everything in Launch, expanded for up to 2 sales processes — Up to 30 agreed custom fields across the core objects — Campaigns, Products, Opportunity Products and up to 2 price books — One standard quote template using client-supplied branding and terms — One light custom object with up to 10 fields and one relationship to a core object	30 fields 1 custom object
Access and email	— Role hierarchy for up to 4 roles and up to 3 permission sets — Standard sharing and ownership configuration for the agreed teams — Outlook or Gmail integration setup guidance for nominated users	4 roles 3 permission sets
Automation and controls	— Up to 4 declarative automation items using Flow, assignment rules, tasks or notifications — One single-stage approval process — Up to 10 validation rules or data-quality controls	4 automation items 1 approval
Reporting	— Configure 10 agreed reports — Configure 3 dashboards for pipeline, activity and management review — Campaign and product reporting where included in the agreed design	10 reports 3 dashboards
Data migration	— Brysa migration templates and mapping guidance — One test load and one production load — Relationship, ownership and record-count validation after import	5 objects 25,000 rows total
Test, train and launch	— Brysa unit testing, one client UAT cycle and one correction and retest period — One production deployment and launch checklist — Administrator, super-user and end-user enablement totalling up to 5 hours	1 UAT cycle 5 training hours
Post-launch support	— Remote support for questions, defects and minor corrections within the agreed scope — Unused hours expire at the end of the support period — Continues seamlessly into a Care Plan where selected	21 days 6 hours

Scale

\$15,500

For an established sales operation that needs multiple processes, wider automation, more developed access controls and executive reporting.

Typical delivery: 5 to 6 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery and design	— Kick-off and up to 3 stakeholder workshops totalling 6 hours — Confirm up to 3 sales processes, teams, ownership, approvals and forecasting — Acceptance criteria, configuration workbook and delivery plan	3 processes 6 workshop hours
Core Sales Cloud	— Everything in Growth, expanded for up to 3 sales processes and 50 agreed custom fields — Campaigns, Products, Opportunity Products, up to 3 price books and up to 2 quote templates — Up to 2 light custom objects with up to 12 fields each — Collaborative Forecasts configuration for the agreed hierarchy	50 fields 2 custom objects
Access and email	— Role hierarchy for up to 6 roles, up to 5 permission sets and up to 2 standard sharing rules — Outlook or Gmail integration setup guidance for nominated users	6 roles 5 permission sets
Automation and controls	— Up to 6 declarative automation items using Flow, assignment rules, tasks or notifications — Up to 2 single-stage approval processes and 15 validation rules or data-quality controls — Standard duplicate and matching rules for up to 2 core objects	6 automation items 2 approvals
Reporting	— Configure 15 agreed reports and 5 dashboards for executive, management, pipeline, activity and campaign views — One reporting review with senior stakeholders	15 reports 5 dashboards
Data migration	— Brysa migration templates, one test load and one production load — Relationship, ownership and record-count validation — Import reconciliation summary provided after go-live	6 objects 50,000 rows total
Test, train and launch	— Brysa unit testing and two coordinated client UAT cycles with correction and regression retest — One production deployment, launch checklist and administration handover guide — Up to 8 hours of administrator and user training	2 UAT cycles 8 training hours
Post-launch support	— Remote support for questions, defects and minor corrections within the agreed scope — Unused hours expire at the end of the support period — Continues seamlessly into a Care Plan where selected	30 days 8 hours

Add-ons and ongoing care

Most sales operations need one or two things beyond a standard scope. Rather than moving you up a whole package, these items can be added to any scope at a fixed price and confirmed in the Statement of Work.

Fixed-price add-ons

ADD-ON	FIXED PRICE	TYPICAL EFFECT ON TIMELINE
Additional sales process	\$1,900	+2 to 3 days
Additional light custom object	\$1,300	+1 to 2 days
Additional quote template	\$1,000	+1 day
Report and dashboard pack (5 reports, 1 dashboard)	\$1,000	+1 to 2 days
Additional automation item	\$700	+0.5 to 1 day
Additional approval process	\$1,000	+1 day
Additional migration object or 10,000 rows	\$1,000	+1 day
Additional training session (90 minutes)	\$700	No change
Additional Web-to-Lead form	\$700	No change

Add-on prices are the same whether agreed at Statement of Work stage or raised during delivery, and are invoiced with the second instalment.

AFTER GO-LIVE

Brysa Care Plans

Salesforce delivers most of its value after go-live. A Care Plan begins the day hypercare ends, so your team keeps momentum instead of losing access to support at the point they are first using the system properly.

	ESSENTIALS	ACTIVE	PARTNER
Monthly fee	\$750	\$1,600	\$3,000
Included hours	Up to 3 hours	Up to 7 hours	Up to 15 hours
Reactive support	Yes	Yes	Yes, priority
Small changes and fixes	Yes	Yes	Yes
Scheduled change window	Not included	Monthly	Fortnightly
Business review	Not included	Quarterly	Monthly
Roadmap and optimisation input	Not included	Not included	Included
Named Brysa administrator	Not included	Not included	Included

Commit at Statement of Work stage

Where a Care Plan is agreed alongside the Quick Start, Brysa applies a 10% discount to the first six months. Care Plans run on a rolling basis with 30 days' notice, and unused hours do not carry forward.

How the Quick Start is delivered

Brysa uses a structured delivery sequence so decisions are made early, configuration stays within the selected package and your team reaches production quickly.

1	2	3	4	5
Discover	Design	Configure	Validate	Launch
Confirm outcomes, process, users, data and acceptance criteria.	Agree the configuration workbook and package limits.	Build, test and prepare the agreed data migration.	Complete client UAT, corrections, training and readiness checks.	Deploy to production and begin the included hypercare period.

Typical timetable

PERIOD	LAUNCH	GROWTH	SCALE
Week 1	Discover and configure	Discover, design and configure	Discovery and solution design
Week 2	Configure, migrate and test	Configure, migrate and test	Core configuration and automation
Week 3	UAT, train and deploy	Configuration, migration and reporting	Configuration, reporting and migration
Week 4	Hypercare	UAT, train and deploy	Testing and first UAT cycle
Weeks 5 to 6	Not applicable	Hypercare	Corrections, second UAT, training and deployment

When the clock starts

The delivery period begins once the Statement of Work is signed, the required Salesforce licences and access are available, the nominated decision-maker is confirmed and the initial data and process information have been supplied. Client delays move the delivery dates accordingly.

Decision and feedback cadence

- Brysa records all agreed decisions in the configuration workbook.
- The client provides one consolidated response at each review point.
- Feedback and approvals are expected within two working days unless otherwise agreed.
- New requirements raised during UAT are assessed as additional scope and priced from the add-on menu where applicable.

Definitions and responsibilities

The definitions below keep the fixed price clear for both parties.

TERM	WHAT IT MEANS IN THIS PACKAGE
Sales process	One defined Opportunity path with its own agreed stages, guidance and record type.
Light custom object	One custom object with the stated number of fields, one core relationship and standard page, tab and access configuration.
Automation item	One declarative rule, Flow, assignment, task or notification pattern. It does not include Apex, external callouts, high-volume batch processing or complex multi-object orchestration.
UAT cycle	One agreed test window using the approved acceptance criteria, followed by correction of in-scope defects and the stated retest period.
Clean data	Deduplicated and complete source data supplied in Brysa templates, with valid owners, picklist values and relationships.
Hypercare	Remote questions, defect correction and minor adjustments to the agreed implementation during the stated period and hour allowance.
Care Plan	An ongoing monthly service covering support, small changes and, at higher levels, scheduled change windows and review sessions.

What Brysa needs from you

- Appropriate Salesforce Sales Cloud licences and administrator access
- A nominated decision-maker empowered to approve process and scope decisions
- Available sales, operations and management stakeholders for the agreed workshops
- Approved sales stages, ownership rules, product data and quote content where applicable
- Source data completed in Brysa templates by the agreed dates
- Named users to carry out UAT and provide one consolidated issue list
- Attendance at the agreed training sessions and internal user communications
- Website support to embed the Web-to-Lead code where that feature is included

What is not included

The following work sits outside all three standard Quick Start scopes unless it is expressly added to the Statement of Work. Where an item is needed, Brysa will scope and price it separately.

- Salesforce licences, third-party licences or software subscription fees
- Data cleansing, manual deduplication, enrichment or remediation of incomplete source data
- Third-party integrations, middleware, API development or external authentication
- Apex, Visualforce, Lightning Web Components or other bespoke code
- CPQ, Revenue Cloud, complex pricing, subscriptions or advanced contract management
- Service Cloud, Experience Cloud, Marketing Cloud, Field Service, Agentforce or other Salesforce products
- Territory Management, complex enterprise sharing, multiple orgs or security redesign
- Historic email, attachment or activity migration unless specifically agreed
- Website design or development beyond providing the Web-to-Lead embed code
- Full change management, ongoing administration or additional UAT cycles

Support, defects and additional requirements

AREA	HOW IT IS HANDLED
Included hypercare	Remote support during UK business hours for questions, agreed-scope defects and minor corrections, limited to the package allowance and period.
Defect	An agreed item does not operate in accordance with the approved configuration workbook or acceptance criteria. Defects are corrected at no additional cost.
Enhancement	A new feature, changed process, additional report, new automation or other requirement not approved in the package scope.
Additional scope	Brysa will explain the impact and provide a fixed price from the add-on menu or a separate estimate. No chargeable work begins without written approval.
Client delay or pause	Delivery dates move where information, access, data, testing or decisions are delayed. A project paused for more than 20 working days may require re-planning.

Commercial terms and next steps

TERMS	
Fixed package prices	Launch \$6,500 · Growth \$10,500 · Scale \$15,500
Org Health Check	\$2,000, credited in full against any package commenced within 60 days.
Payment	50% on commencement and 50% on UAT sign-off. Add-ons are invoiced with the second instalment.
Care Plans	Billed monthly in advance from the day hypercare ends. Rolling term with 30 days' notice.
Scope confirmation	The selected package and any agreed variations are incorporated into the Statement of Work. The fixed price applies within the stated limits and assumptions.
Acceptance	The client reviews the agreed acceptance criteria during UAT. The solution is accepted when material in-scope defects are resolved, or five working days after production deployment if no material defect has been reported.
Validity	All prices are in US dollars and are the total professional services fee for the agreed scope. Valid for 60 days from the date of issue.

Select the right starting point

Launch

Choose this when one team needs a clean lead-to-opportunity process and core reporting.

Growth

Choose this when products, quotes, campaigns, a second process or stronger automation are required.

Scale

Choose this when multiple processes, broader controls, forecasting and executive reporting are required.

Let us confirm the right starting point

Every Quick Start begins with a short, no-obligation suitability call. It takes about thirty minutes and confirms three things: which scope fits your sales operation, whether your Salesforce environment needs an Org Health Check first, and what we would each need to have ready before the clock starts.

Next step

Brysa will hold a short suitability call to confirm the selected package, your Salesforce environment and the prerequisites. We will then issue the Statement of Work and agree the kick-off date.

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This document describes Brysa's standard Sales Cloud Quick Start packages. The signed Statement of Work governs the engagement.