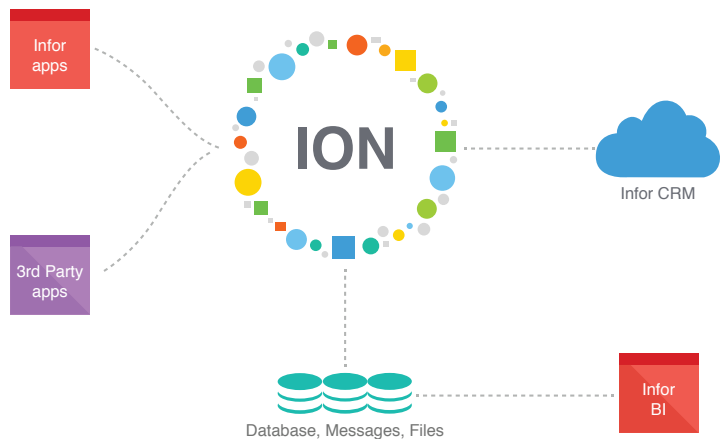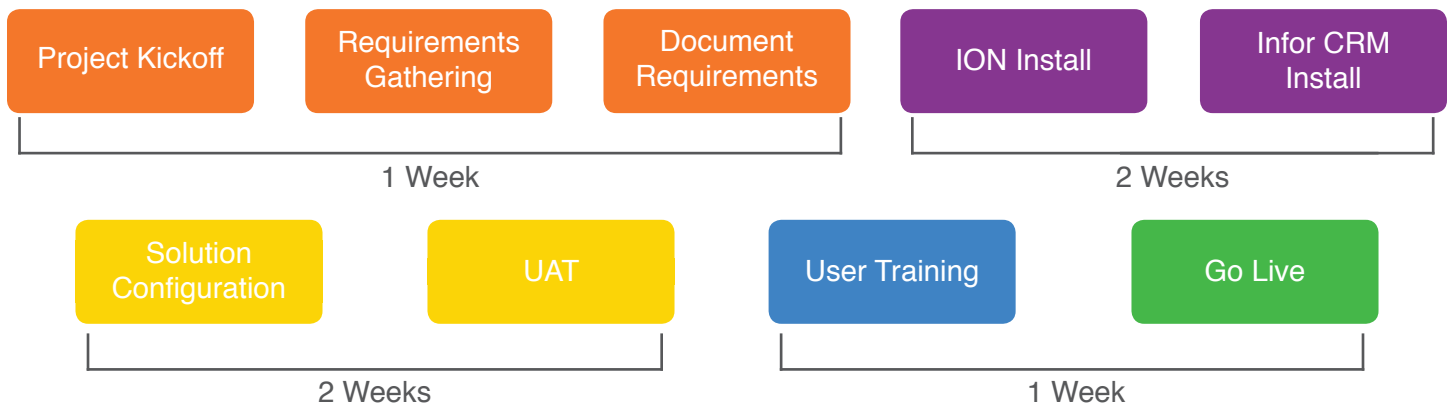# Infor CRM QuickStart Implementation

Implement CRM in 45 days or less!

Our QuickStart Service provides companies that are new to Infor CRM a way to reap the benefits of an on-premise or cloud system fully integrated with Infor ERP solutions.

- The QuickStart is a flat-rate implementation for companies with 50 users or less
- We target project completions within 45 days of kick-off
- Our process involves 4 phases: Business Process Review, Design, Configuration, Training

Infor apps

3rd Party apps

ION

Infor CRM

Database, Messages, Files

Infor BI

On Premise Deployment - Timeline Outline

Project Kickoff	Requirements Gathering	Document Requirements		ION Install	Infor CRM Install

1 Week

2 Weeks

Solution Configuration	UAT		User Training	Go Live

2 Weeks

1 Week

QuickStart Benefits

- Immediately benefit from proven Infor CRM best practices for CRM implementation
- Standard ION integration to Infor ERP applications
- Increase user adoption with intuitive web and mobile interfaces
- Rich productivity tools help users identify opportunities and streamline sales activities
- Measure and manage your company's success

Phase 1: Process Review

Accel will meet with your designated project owner to review your business' processes and goals. We will then prepare and mutually agree on a list of requirements and priorities for the project.

Phase 2: Design

Accel will document a recommended implementation plan for your Infor CRM instance. This includes page layouts, required fields, custom fields, pick-list values, and user role configuration.

Phase 3: Configuration

Once the implementation plan is approved, Accel will implement your plan with your team. We will schedule two to three review sessions with your desginted project owner to ensure that we are meeting the expectations set forth in the implementation plan.

It is critical that the appropriate stake holders are available and involved in this phase so that their input is considered and incorporated in the configuration.

We will test the application from different end-user perspectives to ensure the quality of the work done.

Phase 4: Training

We will provide two training sessions: one for business users and one for your Infor CRM administrator.

Cost and Timeline

The QuickStart package is billed as a flat-rate project priced at $9,500. Standard payment terms of 50% due on approval with the balance due upon acceptance of the completed project.

Quickstart is available for both on-premise and cloud implementations.

Application Deliverables

- Implementation of the sales and marketing system in Infor CRM including configuration of accounts, contacts, leads, and opportunities
- Creation of up to 40 custom fields
- Creation of Opportunity Sales Process
- Initial import of existing accounts and contacts using an import format specified by Accel

ION Integration

- Enable and deploy Infor CRM back office integration with your Infor ERP solution
- Deploy standard ION CRM BOD's (Specific integration varies by Infor ERP, Accel Quickstart includes enabling all standard BOD's that are available for your ERP at time of deployment)
- Infor ION and Infor Technology stack installation and configuration to be provided by you ERP channel partner or as part of your cloud implementation.

Administrative Deliverables

- Creation of users and profiles and configuration of role hierarchy and sharing settings
- Design and creation of screen layouts

Training Deliverables

- One end user focused training session delivered online
- one administrator focused training session delivered online

Out of Scope

- Data migration (other than Accounts and Contacts) and de-duplication
- Custom software development
- Language support other than English