

Application Development for Salesforce

Humanize Salesforce with intuitive user experiences you can build without coding

Why application development for Salesforce

Are you under pressure to control tech spend and consolidate systems? Salesforce drives your organization, but how can you reduce the number of additional tools that supplement it while maintaining the functionality you need? You must find a balance between getting everything you want from Salesforce, reducing spend on additional tools, and limiting custom code.

Add to this the pressing need to boost rep productivity and do more with less, knowing 41% of employee time is spent on repetitive, low-impact work.* There must be a better way to get your global team more productive on Salesforce, while avoiding SaaS sprawl.

Boost productivity, control tech spend, and consolidate systems

Nintex Apps for Salesforce helps organizations amplify the value of Salesforce for more productive and efficient teams.

Leaders who need to drive sales team productivity while consolidating systems can quickly deliver intuitive applications and experiences people love to use, within Salesforce and without coding.

Now, you can:

- Replace multiple, out-of-the-box solutions with a single app
- Drive more adoption of Salesforce with your teams
- Go from idea to impact in record time

What would take weeks or months to build in Salesforce alone can now be done in hours, whether you are:

- Driving sales process excellence by operationalizing sales methodology
- Optimizing Salesforce for selling through more data visibility and efficiency
- Enhancing Experience Cloud by building intuitive customer and partner portals.

Business Benefits **

\$3M

saved in annual costs

215%

increase in Salesforce adoption

70%

faster time to build applications

83%

decrease in rep forecasting time

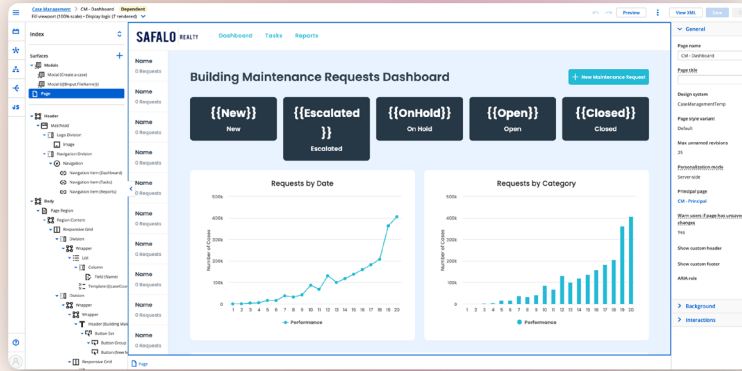
200%

increase in rep quota attainment

* According to the Salesforce Trends in AI Report.

** Metrics based on results seen by active Nintex customers.

Capabilities



Build a better experience for your customers and partners.

Users report deploying new portals and apps 10 times faster than with standard Salesforce features – and less custom coding.

- Page Designer workspace represents the next generation of app design and development with centralized and reusable page logic, effortless navigation, and preview display logic and width in the composer.

 HEXAGON PPM			
Success Metrics		Before	After
Seller time spent on internal processes		70%	35%
Sales team Salesforce adoption		30%	95%
Forecasting accuracy		30%	65%

Help your team focus on driving sales over doing busy work

- Access key account information
- View deal relationships and stakeholders
- Progress deals
- Configure individualized views
- Enable intuitive data entry
- Visualize aggregated data from many sources

Sales Excellence Dashboard

Start Close Date

End Close Date

Account

Owner

More filters

Give feedback

Need help?

200 opportunities totaling \$12,784,607

Refresh Skipped Verifiers

Cancel

Name	Owner	Amount	Close Date	SFDC Stage	SFDC Probability	Skipped Verifiers	Mobilizer	Activity Progress
Syne Energy - IT expander	Huyen York	\$23,565.00	5/31/2024	Discovery	20%	4	No	6%
Warner Electric	Nathan DeRuischer	\$15,000.00	2/14/2024	Invoice	100%	16	No	7%
Switchcraft Inc	Rob Hatch	\$28,000.00	3/24/2024	Formal Proposal Sent	70%	6	No	13%
Procore Technology	Sean Dowd	\$100,000.00	2/8/2024	Invoice	100%	18	No	0%
Coyote's Logistics	Erica Wallich	\$70,000.00	10/25/2023	Closed Lost	0%	20	No	0%
Ammon Communications	Paul Ciekner	\$4.00	9/3/2024	Discovery	20%	4	Yes	0%

Improve adoption of your Sales Process Excellence program

- Track adoption and effectiveness of sales methodologies and frameworks
- Improve forecasting confidence and increase sales velocity
- Increase seller efficiency of advancing the right deals
- Provide step-by-step guidance at each sales stage
- Quickly identify potential weakness in deals





(Nintex Apps) helps us transform because it takes technology off the table. I don't have to worry about, 'Can we do this?' It's, 'Why can't we do this?' or 'Why not?' Let's get it done.

Shan Jegatheeswaran

VP of Sales Operations at Baker Hughes

Learn More

At Nintex, we believe intelligent automation can remove friction from work and inspire teams to build a culture of efficiency that accelerates business success.

For more information about
Nintex Application Development for Salesforce, visit

Nintex.com

