Get value from your investments with Salesforce Smart Application Modernisation

+ 47,000
employees

€4.7 bn
revenue

30 countries
in Europe and
around the world

50 years
of experience

salesforce

PARTNER
SINCE 2015

AM for Salesforce capabilities

Sopra Steria proposes a methodology that concretely supports companies in exploiting the full potential of the entire Salesforce ecosystem. The goal should be an ecosystem that allows the management of a huge amount of data, fostering an innovative way of working in teams according to a collaborative logic, resulting in increased business productivity.

SA3M
Smart Application Modernisation Maturity Model

Sopra Steria offers a unique approach to building the roadmap for the evolution and transformation of your Salesforce ecosystem, while remaining closely aligned to your business strategies.

SA3M is the solution that provides an advanced framework for analysing and evaluating the various stages of the digital transformation journey. SA3M simplifies the management of the Salesforce application portfolio by evaluating it on three dimensions:

Technology

Optimise the costs of the Salesforce ecosystem by defining the right organisation of Salesforce environments in a context of multiple modules and licences and, through optimisation studies, controlling and predicting the consumption and optimal allocation of cloud resources.

Processes

Optimise the efficiency and time to market of Salesforce life cycle management by selecting appropriate digital accelerators, such as: ISV accelerators, agile acquisition, co-design/testing and learning, AI-based delivery and support, DevOps strategies, Lean IT, logs and tickets analysis, shared digital dashboards, skills management and extension, data hub, business and technology watch, code security and more.

People

Implements the ADKAR change management methodology adapted to application management and leverages selected HR transformation accelerators. It facilitates the involvement of the various business areas, increasing their competencies and productivity, thanks to the following transformation levers: **Digital Project Academy, sharing of disruptive, concrete and best practices, business training and innovation processes, promotion of an agile and collaborative way of working.**

The world is how we shape it

sopra steria

Tailored X-Shore delivery model

Sopra Steria offers a flexible delivery model that combines a strong presence in Europe with highly industrialised offshore and nearshore service centres. This global team is unified under a common governance based on our **One Project – One Team** principle.

We offer a mix of Salesforce experience combined with deep AM knowledge.

_ Sopra Steria's main Salesforce centres: Italy, Germany and Norway

_ Several CoEs managing AM services for Salesforce for over 10 years

_ 11 vertical business lines

_ 20,000 engineers mobilised for AM services, including 9,000 in France

Benefits

Enabling digital transformation
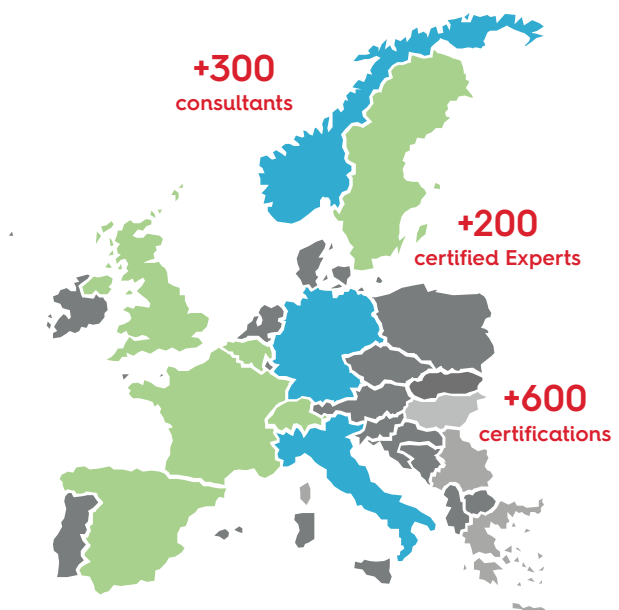
High speed of business value delivery

Improving business KPIs

Industrialised Salesforce Management

HR transformation

+300
consultants

+200
certified Experts

+600
certifications

40209

The world is how we shape it