

Development Services

SERVICES OVERVIEW

Procure Top Tier Development Without Top Tier Price.



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Introduction

WHAT SETS OUR DEVELOPMENT SERVICES APART?

The efficiency of an enterprise's quote-to-cash system plays a pivotal role in the overall success of sales operations. Our company understands this intrinsic connection and offers specialized Development Services to address the complexities of designing and implementing such systems. The question arises: what sets our firm apart from the field amidst a myriad of providers offering seemingly similar services?

Firstly, our commitment to understanding the nuances of your business sets us apart. We don't provide a one-size-fits-all solution; instead, our team dives deep into the intricacies of your operations, ensuring that the systems we develop are tailored to your specific needs. This individualized approach ensures that your quote-to-cash system is efficient and resonates with your business objectives and culture.

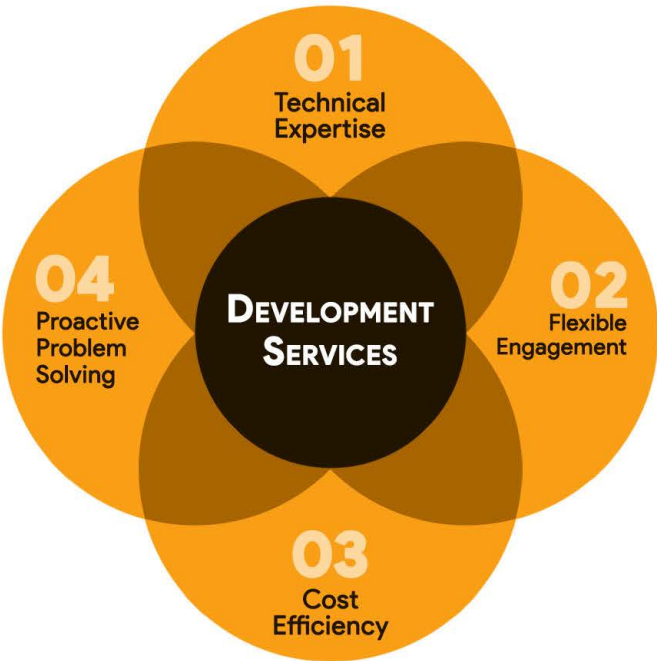
Furthermore, our team comprises domain specialists who bring a wealth of experience to the table. Our experience building advanced product configuration, pricing, billing, and contract management systems has taught us what enterprise customers want in their quote-to-cash system. We understand that building your system is not just about solving present challenges but also about future-proofing, ensuring that it's scalable and adaptable to your future business needs.

Additionally, our development methodology emphasizes collaboration. The best solutions are crafted when our technical expertise and your business insights are coordinated. This collaboration ensures that the end product reflects your vision, supplemented with our technical capabilities.

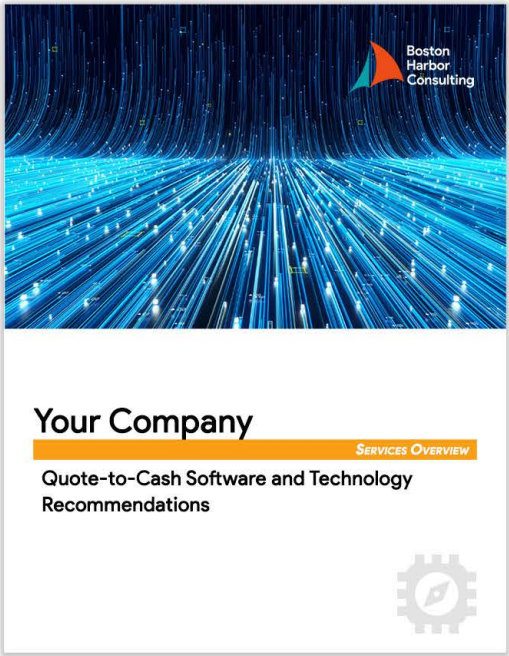
This whitepaper highlights four defining characteristics of our firm's Development Services that set us apart. From technical expertise to proactive problem-solving, we have the know-how to take on your most challenging initiatives. With our flexible engagement models and cost efficiency, we offer a tailored approach to partnering that will align with your needs and drive increased return on investment. Discover what's behind our innovative Development Services and what sets Boston Harbor Consulting apart.

What's Included

KEY BENEFITS OF OUR SERVICE



SERVICE DELIVERABLE



SERVICES TASKS AND TIMELINE

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
Project Kickoff	★							
Requirements Workshops								
Vendor Presentations								
Fit and Alignment Scoring								
Readout Preparation								
Project Readout								●

Technical Expertise

01

MASTERING COMPLEXITY: UNLOCK POSSIBILITIES WITH EXPERT DEVELOPMENT

The difference between a successful implementation and one that merely meets basic criteria often lies in the depth of technical expertise of the development team. Our company prides itself on providing exceptional Development Services, with our technical expertise acting as the linchpin of our approach. This expertise isn't just about understanding code or the nuances of a particular platform; it's about possessing a deep and holistic understanding of how each technical decision impacts the overall efficiency, reliability, and robustness of the quote-to-cash process.

Our team is comprised of professionals who have dedicated their careers to mastering the intricacies of quote-to-cash systems. Working for you isn't just another project for us; it's a further step in the field we've chosen to specialize in, further enhancing our ability to provide guidance and perspective when designing your solution. While other firms might offer a broader range of services, our laser-focused approach means we're consistently at the forefront of technical advancements and best practices in this domain.

Sure, we're proficient in various technologies, from Python to C# and Node.js to JavaScript. And yes, Salesforce Apex is one of our strong suits. But our expertise goes beyond just programming languages. We're also deeply committed to seamlessly integrating your enterprise systems with our workflow and process automation expertise.

When organizations choose to work with us, they're not just getting a service provider; they're partnering with a team of experts singularly dedicated to the success of their quote-to-cash system. Our commitment to technical excellence positions our clients at an advantage, making the choice clear for those seeking a superior solution.



Flexible Engagement

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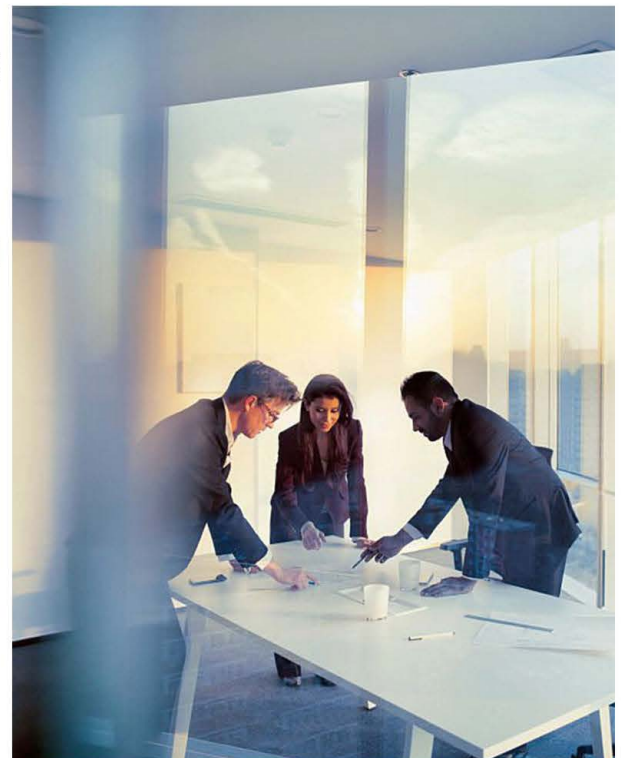
MEETING YOUR NEEDS: EXECUTE YOUR PROJECT YOUR WAY

At Boston Harbor Consulting, we pride ourselves on truly understanding your needs. Recognizing that every client's requirements and needs are unique, our approach to engagement reflects market demand. Our flexible engagement model isn't a one-size-fits-all solution but a tailored approach to address the specific staffing requirements of each client and each project.

We offer a staff augmentation approach for enterprises with established teams that need specialized expertise to fill specific gaps. This staff augmentation approach allows us to seamlessly integrate our resources with your existing team, supplementing them with the required technical skills. Our developers become an extension of your team, allowing you to maintain internal control over the project's direction, quality, and pace. Moreover, a staff-augmented team often facilitates more transparent communication and understanding among the developers.

For clients who prefer a more full-service or "white-glove" approach, we have you covered. Offering milestone-based and fixed-fee engagements, we're prepared to assume comprehensive responsibility for deliverables and timelines. With this approach, our team becomes your dedicated workforce, managing all aspects of the project and ensuring timely delivery while upholding the standards of quality you expect.

Our flexible engagement models signify our commitment to client success beyond contractual obligations. It demonstrates our readiness to evolve, learn, and re-strategize when faced with new challenges or changes in resource needs. This adaptability fosters trust, ensuring your interests are always heard, understood, and prioritized.



Cost Efficiency

03

MAXIMIZING VALUE: DEVELOPMENT EXCELLENCE WITHIN YOUR BUDGET

When organizations seek a development partner for their quote-to-cash system needs, they're often presented with hefty price tags that could potentially deter them from pursuing optimal solutions. We recognize this market gap and have strategically positioned our services to offer technical proficiency and a cost structure that respects our clients' budgetary boundaries. Our emphasis on cost efficiency ensures that clients, regardless of size or resources, can access top-tier development services that cater to their needs.

Our cost-efficiency does not mean cutting corners or compromising on the caliber of our solutions. Instead, it stems from streamlined processes, an experienced team, and deep industry knowledge, all collectively facilitating the rapid and precise translation of a client's vision into reality. By minimizing project redundancies, reworks, and delays, we naturally pass on significant cost savings to our clients, ensuring they receive exceptional value for their investment.

However, cost efficiency isn't just about speed. It's about the unseen expenses that lurk in the shadows of complex enterprise solution development. When organizations opt to implement solutions in-house, they often overlook hidden costs: continuous training, potential delays, unexpected technical challenges, and staff turnover, to name a few. We aim to mitigate these with our partnership by providing a transparent and predictable cost model.

Our dedication to cost-effectively delivering top-tier quote-to-cash solutions sets our firm apart in a market teeming with choices. Benefit from the cost-efficiency of working with our Development Services team and embrace a partnership where your budget will be respected.



Proactive Problem Solving

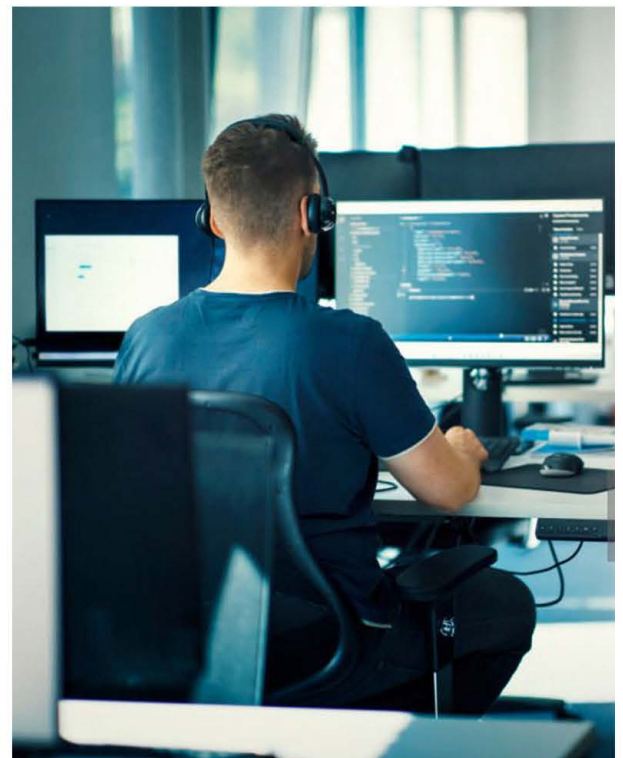
04

THINKING AHEAD: TRANSFORM DEVELOPMENT CHALLENGES INTO INNOVATION

Developing complex script logic that must consider the interaction of countless variables is one of the most challenging tasks in a quote-to-cash project. As the backbone of many applications, scripts are pivotal in determining functionality, usability, and the overall end-user experience. Thus, when developing such intricate logic, the value of proactive problem-solving becomes particularly apparent, acting as a driving force behind increased efficiency and time-saving in the development process.

Proactive problem-solving involves anticipating potential issues before they arise. By identifying potential pitfalls and inconsistencies in the early stages of script logic development, developers can avoid the much more time-consuming process of troubleshooting and debugging later. Every issue identified and resolved during the planning and designing phases saves countless hours that would otherwise be spent in locating the problem amidst thousands of lines of code. Furthermore, a proactive approach to problem-solving ensures a smoother and more streamlined development process. When developers spend less time reacting to unexpected challenges and more time methodically writing scripts, the entire process becomes faster and improves momentum and morale.

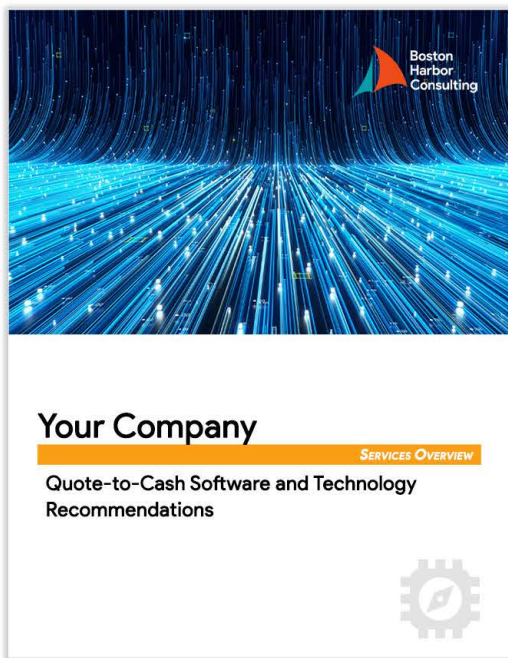
But there's more to development than complex script logic. As part of our Development Services, we utilize advanced tools to eliminate problems before they materialize. Integral to our coding process is the use of SonarQube, which allows us to actively monitor and enhance code quality and eliminate potential future issues. Further underlining our proactive approach, we leverage state-of-the-art tools like GitHub and Jenkins to manage the code transport pipeline, eliminating the potential for human error with automation. Our commitment to proactive problem-solving enhances our efficiency and saves valuable time.





Recommendations & Next Steps

WHAT YOU WILL RECEIVE AFTER THE ASSESSMENT



After our *Software Selection Rapid Assessment* engagement, we will provide you with our *Quote-to-Cash Software and Technology Recommendations* report. The document will summarize our findings with recommendations tailored to your enterprise's unique objectives. We will provide the vendor scorecard results and an evaluation of options detailing their alignment with your unique business processes. Additionally, the report will include a prioritized roadmap of suggested next steps and potential pitfalls or challenges to be aware of. Our objective is to equip you with a holistic, actionable blueprint that informs and empowers your team to move forward with clarity and confidence with your quote-to-cash initiative.

CONTACT US, AND TAKE THE NEXT STEP IN YOUR QUOTE-TO-CASH JOURNEY.

Navigating quote-to-cash software selection is no small feat. Throughout my tenure, I've witnessed many QTC implementation challenges and understand the significance of making the right software decision. But beyond the spreadsheets and systems, what truly resonates with me is the people: passionate professionals who are unwavering in their quest for excellence. If you are seeking a partner in this journey—a firm that values precision and personal touch—please consider reaching out at services@bostonharborconsulting.com. My team and I are here to listen, understand, and co-create a brilliant solution for you. Let's embark on this journey together and make the story of your organization's transformation one of enduring success.



Shalane Sheppard
Vice President, Services

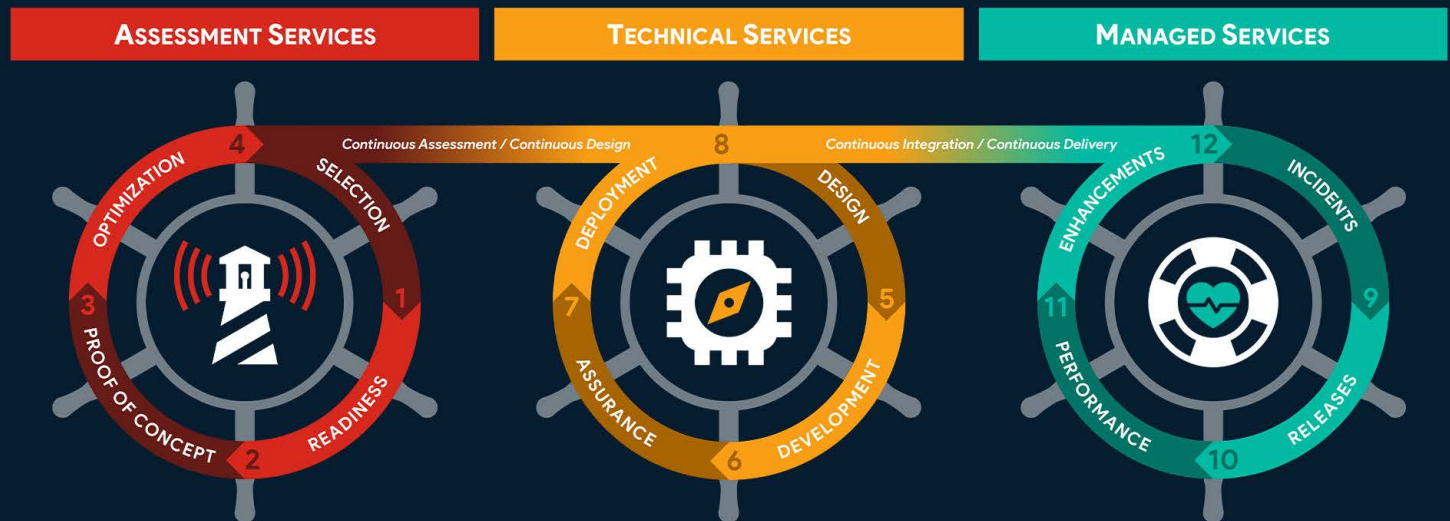
About Us



UNLOCKING SUCCESS IN SALES OPERATIONS: A JOURNEY WITH BOSTON HARBOR CONSULTING

With a rich history and a dedication to excellence, we have evolved into a trusted partner for organizations seeking transformative solutions in the quote-to-cash domain. Our story begins with a simple vision: to bridge the gap between business objectives and technical realities. In the dynamic landscape of Sales Operations, where efficiency, agility, and precision are paramount, we recognized the need for a partner who could seamlessly integrate technology and strategy. This realization fueled the inception of Boston Harbor Consulting, and our commitment to this vision has guided us ever since.

OUR COMPREHENSIVE SERVICE PORTFOLIO



OUR GUIDING PRINCIPLES: EXPERTISE AND INNOVATION

With over a decade of domain expertise in quote-to-cash solutions across various sectors and geographic regions, we know that true excellence lies in understanding the unique challenges and opportunities that each client brings to the table. Innovation is our driving force. We believe in the power of creative problem-solving and continually seek out innovative approaches to tackle complex challenges. Our specialization in SAP technology and low-code innovation ensures that we stay at the forefront of enterprise development. Innovation isn't just a buzzword for us; it's embedded in our DNA.

THE BOSTON HARBOR CONSULTING DIFFERENCE

Our distinction lies not only in what we do but in how we do it. We're not just a consulting firm; we're your partner in success. Our commitment to long-term growth, adaptable solutions, and unwavering support sets us apart. As you navigate the complexities of Sales Operations, choose Boston Harbor Consulting as your compass. Together, we'll embark on a journey of transformation, unlocking new horizons for your organization. Join us in shaping the future of Sales Operations. Welcome to Boston Harbor Consulting.

