

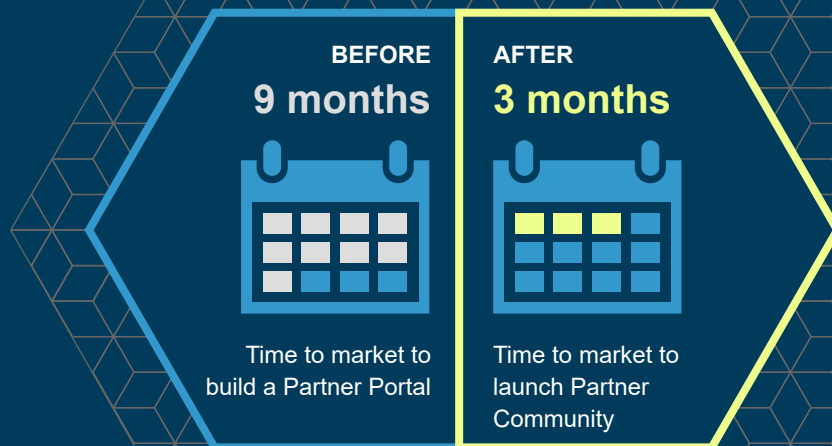
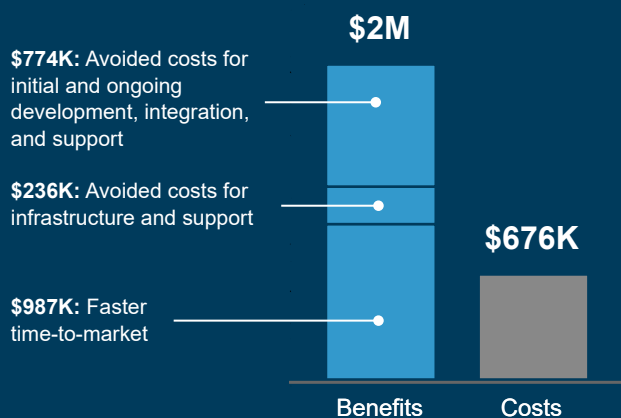
The Total Economic Impact™ Of Partner Community for Partner Portals

FORRESTER®

Through four customer interviews and data aggregation, Forrester concluded that Salesforce Partner Community has the following three-year financial impact when considering a buy versus build scenario.

FINANCIAL SUMMARY

Three-year risk-adjusted



PARTNER COMMUNITY BY THE NUMBERS



195%
ROI



\$1.3 million
Net Present Value



50%
reduction in cost of subsequent project development

“Salesforce is such a great platform to build upon. If you have a vision, it’s a great platform to use to make whatever you want.”

Channel Sales Operations
Manager, Electronics Manufacturer



VOICE OF THE CUSTOMER

“The security, the sharing rules, the speed of our connection between Community Cloud and Sales Cloud, the ability to configure Community Cloud rapidly, building out of the analytics dashboard, leveraging packages from AppExchange — I don’t think it would have been possible without Partner Community.”

Head of Global Tech Strategy,
Real Estate and Investment Firm

“When we launched Partner Community, we had six different features fully functional in 90 days. Building an internal site would have taken nine months. We got six months of additional performance for half the price.”

Head of IT,
Electric Equipment Manufacturer



Read the
full study

This document is an abridged version of a case study commissioned by Salesforce titled: The Total Economic Impact Of Partner Community For Partner Portals, February 2018.

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