



“With high industry competence and robust methodologies, Adesso is a well-experienced provider of Salesforce implementation services.”

Rainer Suletzki

adesso SE

Overview

Adesso is a provider of IT consulting, system integration and operation and software development services. The company was founded in 1997 and is headquartered in Dortmund, Germany. It has operations in 41 other locations, with a total of 5,000 employees in German-speaking countries. Adesso has approximately 230 consultants with Salesforce experience, of which around 100 have earned Salesforce certifications.

Strengths

Balanced delivery model: Adesso operates with a globally oriented delivery model that includes significant onshore and nearshore capacities. In this way, the company ensures client proximity and high cost efficiency in the services offered.

Robust project methodology: For project implementations, Adesso uses various elements of the phase-oriented approach and agile methods, combining them in an efficient manner. For example, high priority is given to the project design phase; rapid prototyping is used during implementation.

Comprehensive industry competence:

Adesso has extensive experience in implementing Salesforce in multiple industries, such as banking and insurance, automotive, mechanical engineering and healthcare. It also has competence in public administration.

Large client base and numerous references:

The company has carried out a large number of successful implementations, with many of its clients willing to be named as references.

Caution

For projects, the share of services contracted according to time and effort is comparatively high. Adesso should increase the proportion of projects with fixed prices or results-based remuneration.

Adesso should strive to achieve Expert Level certification from Salesforce.