



# CloudTech

CloudTech is a certified PDO (Product Development Outsourcer), one of only 35 certified PDOs in the world.

## What is a PDO?

As a PDO, we provide all services of onboarding partners to the AppExchange marketplace. CloudTech offers vastly experienced program leadership and management capabilities to get your product onto the Salesforce AppExchange, the world's leading business app marketplace.

Streamline your onboarding process in order to become a Salesforce AppExchange Partner with minimum risk and with maximum efficiency.

Let one of our highly skilled program experts lead the way and bring your app into the AppExchange, saving you time, money and resources.

## How CloudTech Can Bring You Faster to the AppExchange

If you are considering becoming an AppExchange Partner, we can make this a most productive journey by:

- Leading you through all the milestones and engagements with Salesforce.
- Providing you with a highly qualified and growing staff at any time.
- Delivering up-to-the-minute support during any desired milestone.
- Playing any of the roles in the product development lifecycle.



product development  
partner

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## CloudTech Offerings for You

Our offerings are completely flexible and tailored to each AppExchange Partner, based on the requirements, product stage, and needed expertise.

**App Discovery Workshop** - A scoped effort aiming to provide the prospecting Partner with a High-level spec, use cases, business and product goals, in addition to cost estimates.

**Idea-to-Market** - Complete guidance over the onboarding journey, including all milestones and communications with Salesforce.



## Some of Our PDO Customers

SimilarWeb

Own{backup}

nanorep

gameffective

CallVU

FIELDBIT

Valooto

INCENTIVES  
SOLUTIONS  
Measure Motivate Outperform

TUKORO

scenaric