

MBO Partners / Salesforce.com

International Process Flow

1. Salesforce Manager completes the MBO Partners [International Referral Form](#).
2. Team Salesforce (MBO operations) sends the MBO International team referral form asking for partner determination and pricing.
 - a. Referral form will list if a background check is required
3. The MBO International team reviews and determines which Partner Firm to use.
 - a. If clarification is required, Team Salesforce (MBO operations) will go back to the Salesforce engagement manager.
4. The MBO International team provides an assigned MBO Enrollment Manager with an email template introducing MBO and the International Partner Firm.
5. The MBO Enrollment Manager reaches out to the Talent with the email template and confirms with the MBO International Team once completed.
6. The MBO International Team reaches out to the Partner Firm to initiate pricing determination.
7. Team Salesforce (MBO operations) sends the engagement pricing to the Salesforce Manager for approval.
8. Once pricing is approved, the MBO Enrollment Manager and International Partner reach out to the Talent to begin the onboarding process.
9. Once the Salesforce Manager approves pricing, Team Salesforce (MBO operations) submits the PO in Coupa for Salesforce approval.