

Accelerating Org Discovery



Adam Franklin

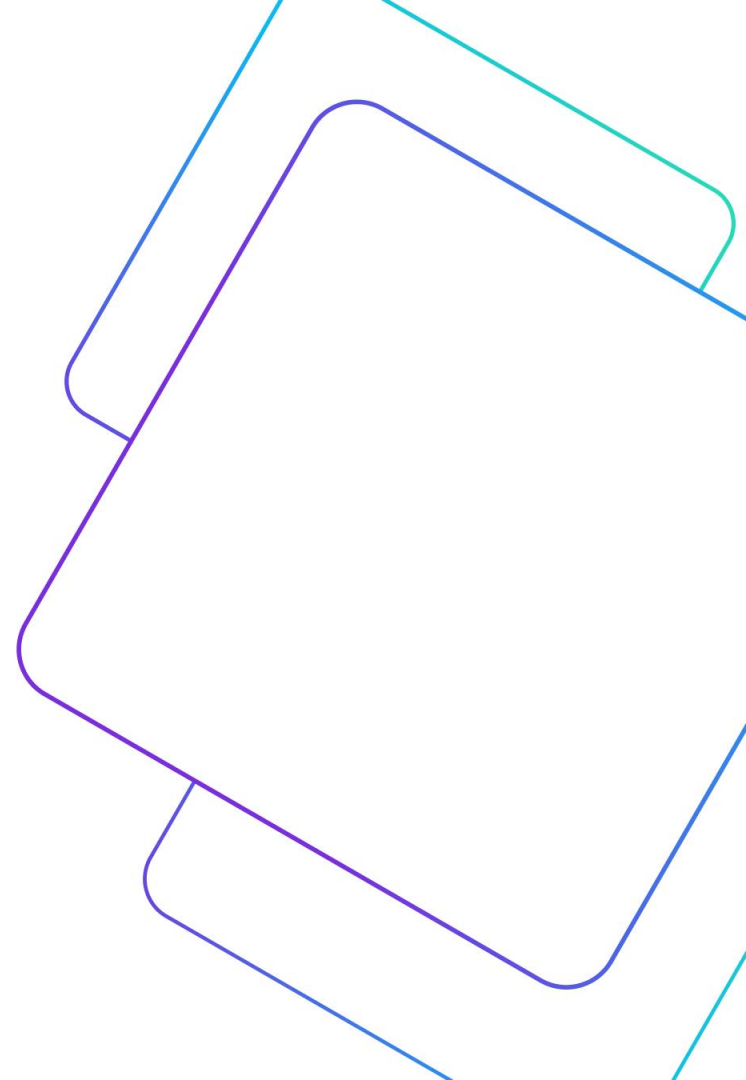
Technical Architect



Story Time!



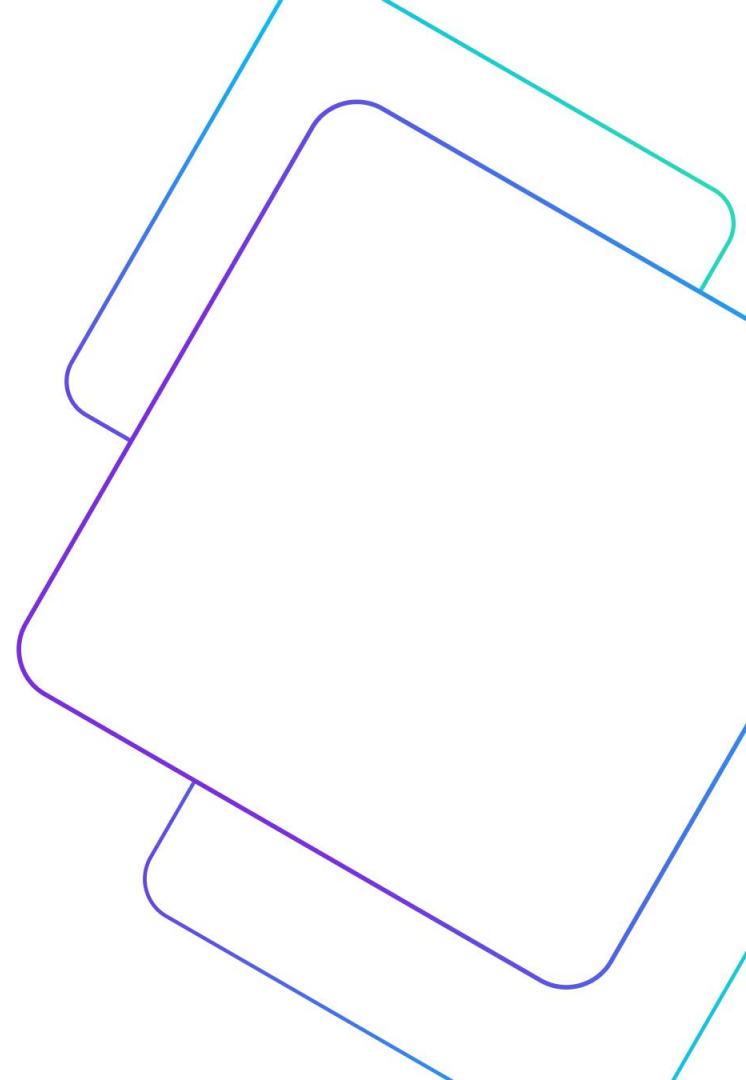
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Overview

Part 1: Org Discovery

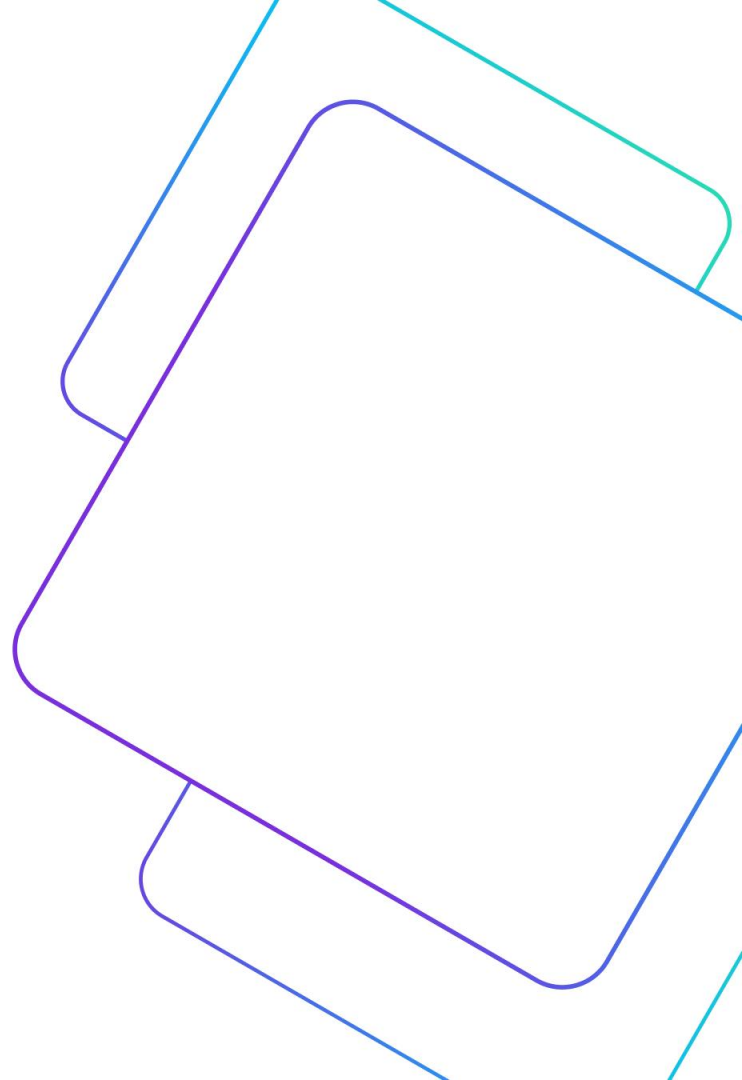
Part 2: Accelerate!



What Is Org Discovery?



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As it Applies to Salesforce

Data:

- Custom Objects
- Record Types
- Custom Fields
- Picklists
- Relationships
- Custom Labels
- Record Volumes
- Validation Rules

Automation:

- Flows
- Apex
 - # Classes
 - Lines of Code
 - Unit Test Coverage
- Workflow Rules
- Process Builders

Security:

- Sharing Rules
- Profiles
- Permission Sets
- Roles

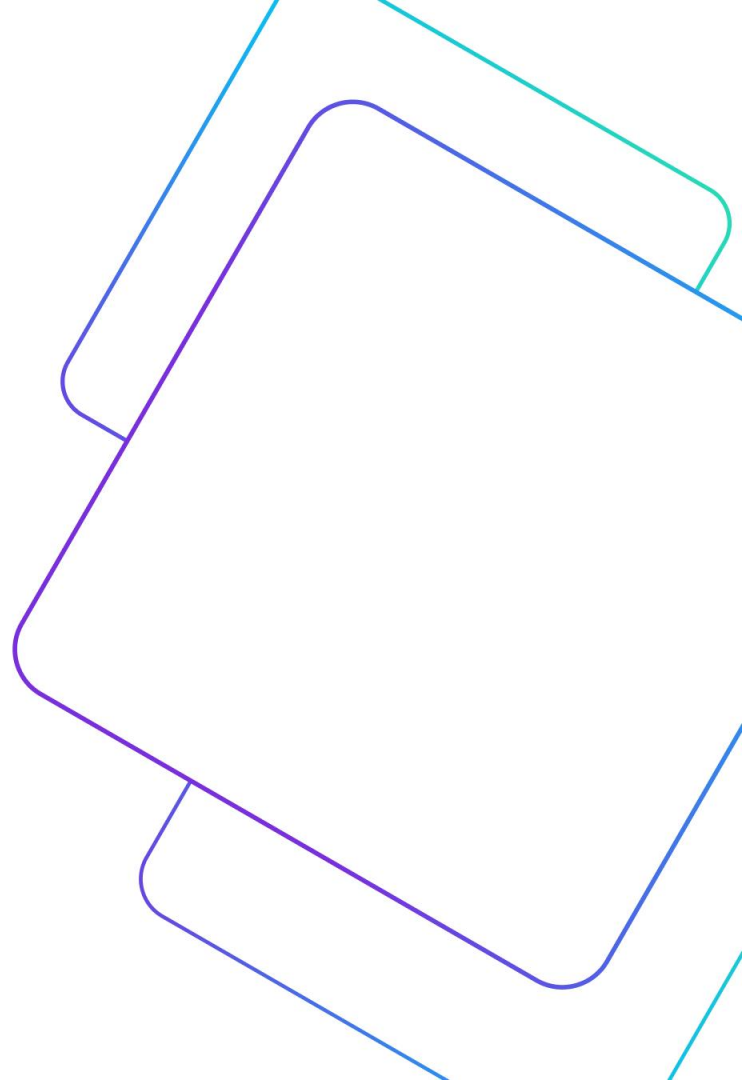
LIMITS



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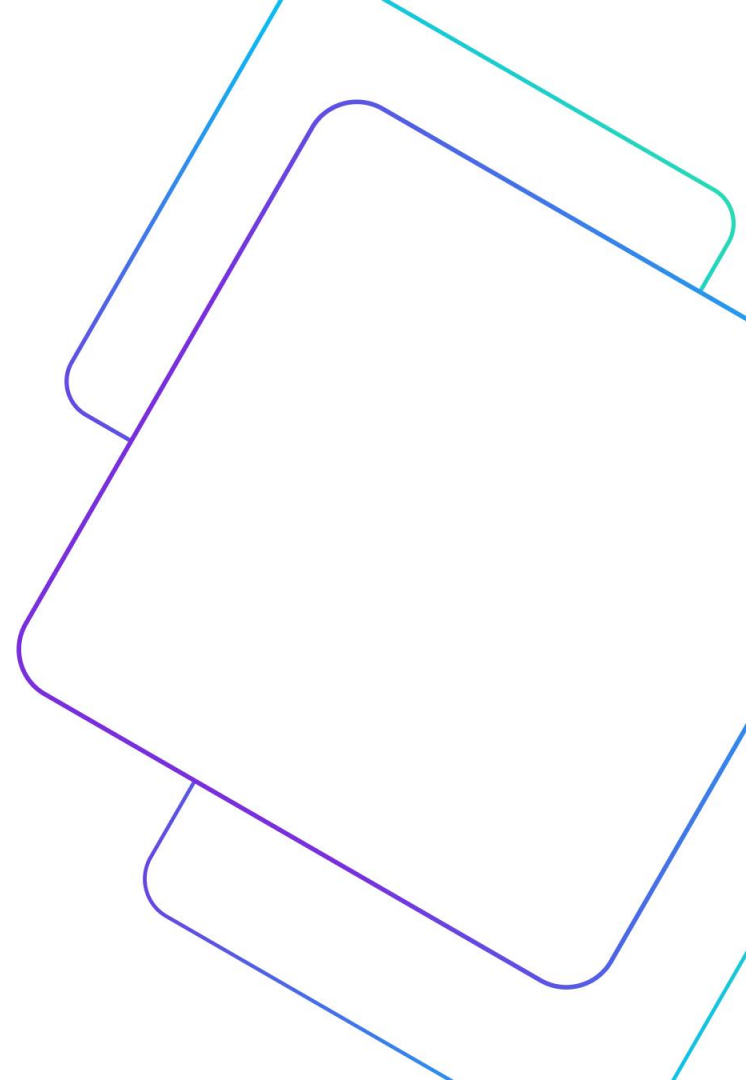
Important Questions

- How many of them are there?
- Are they clearly named?
- Does it seem like a lot?
- How impactful or interconnected are they?
- Are there recognizable patterns/conventions being applied?
- Are they being utilized?



Trust

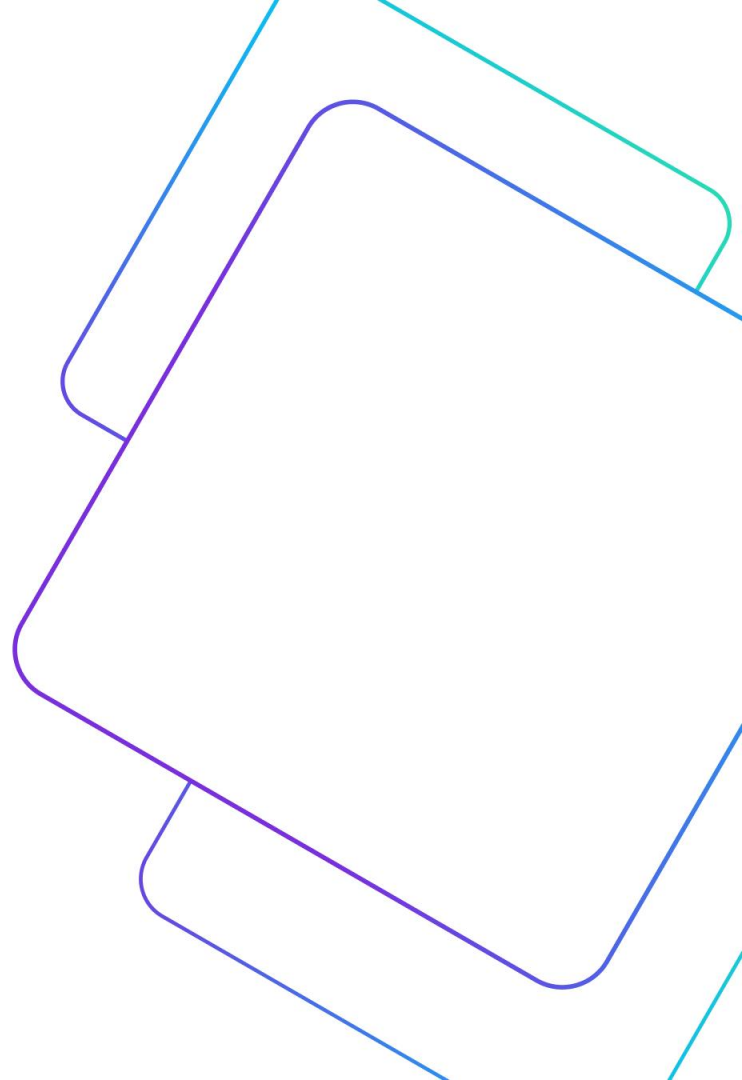
An Essential Element of a Good Relationship



Trust In Numbers



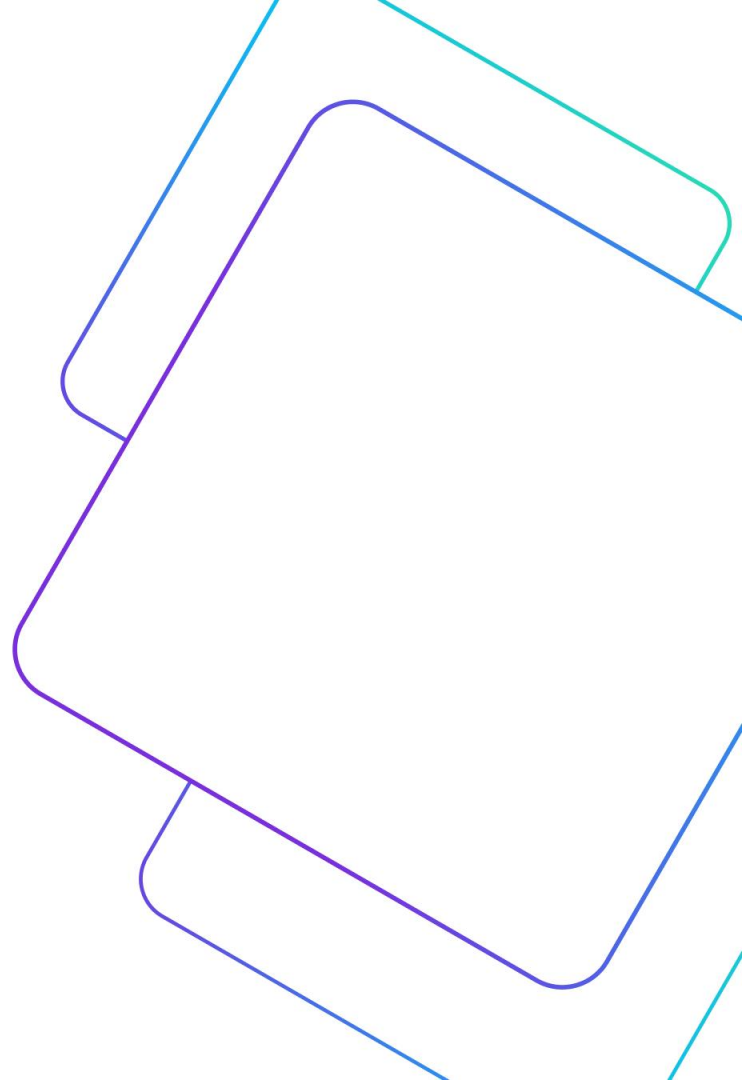
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Trust That Everyone is On The Same Page



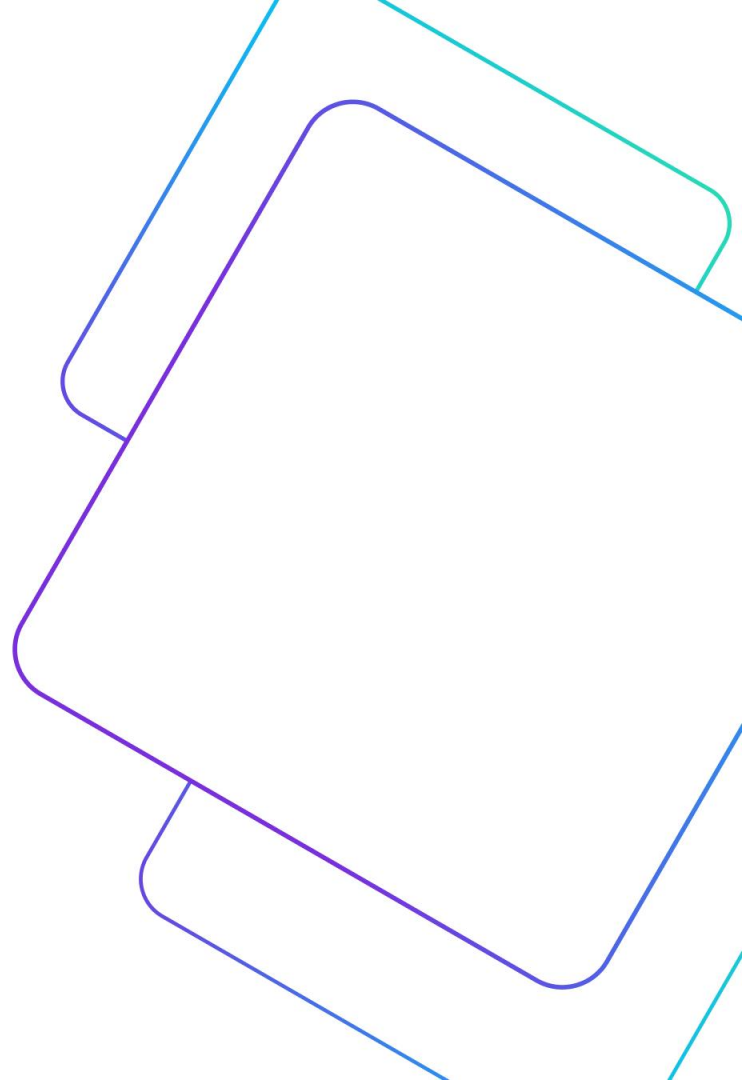
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Build Trust With Empathy



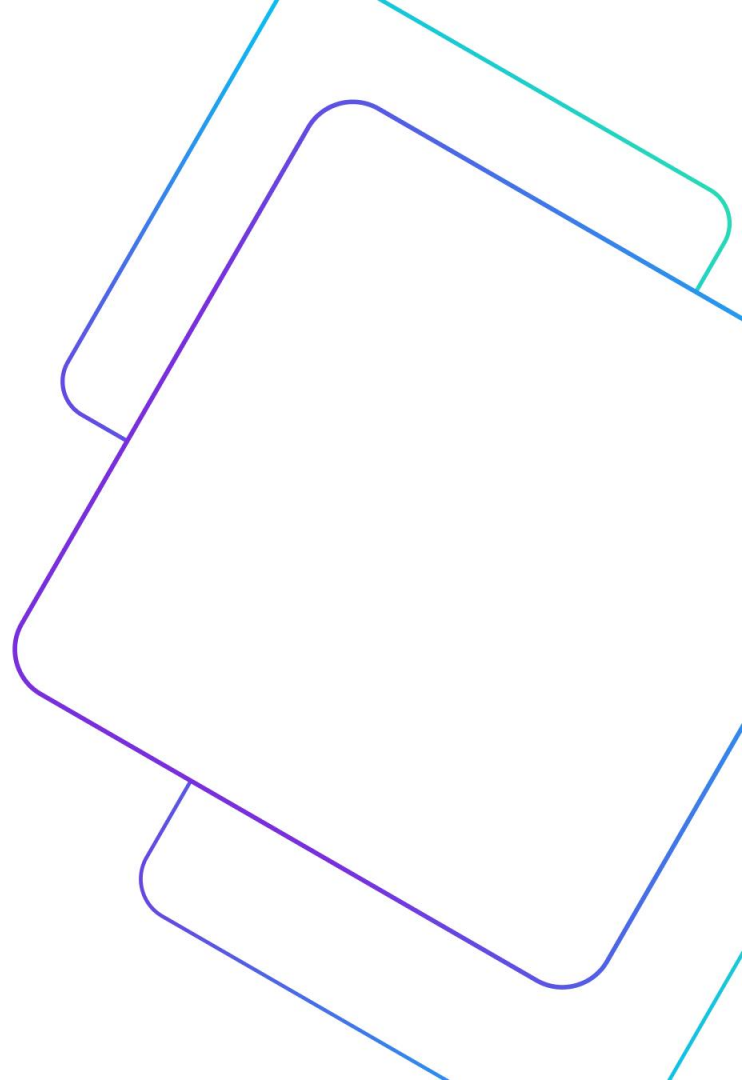
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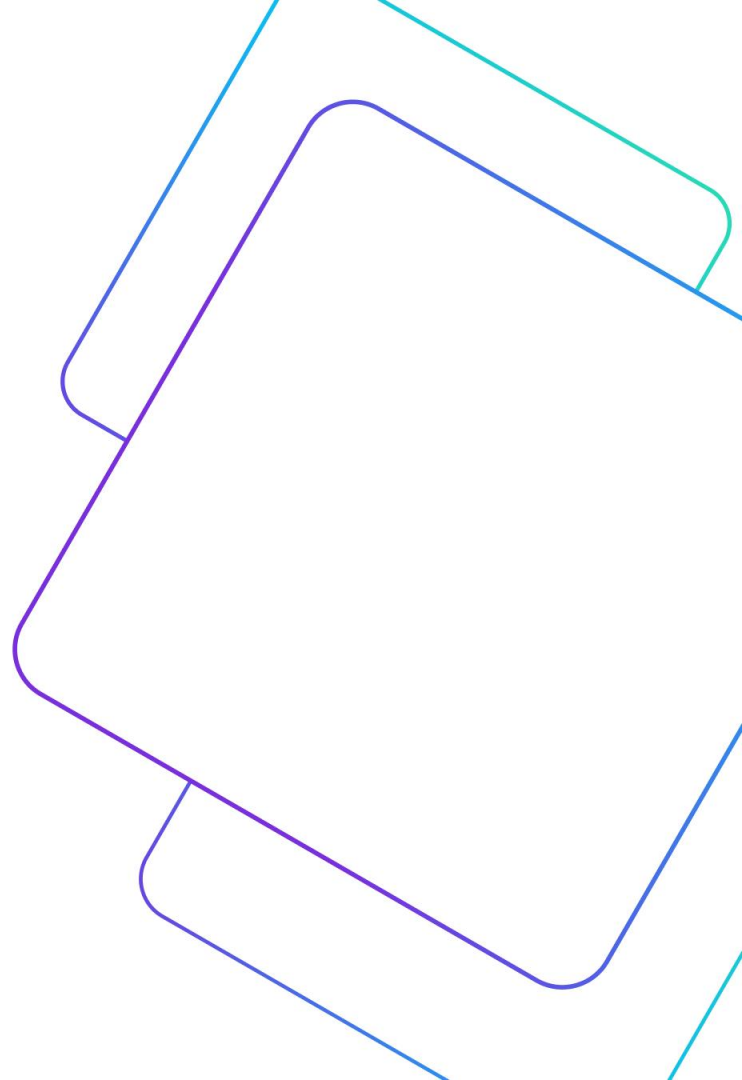
Trust Through Collaboration



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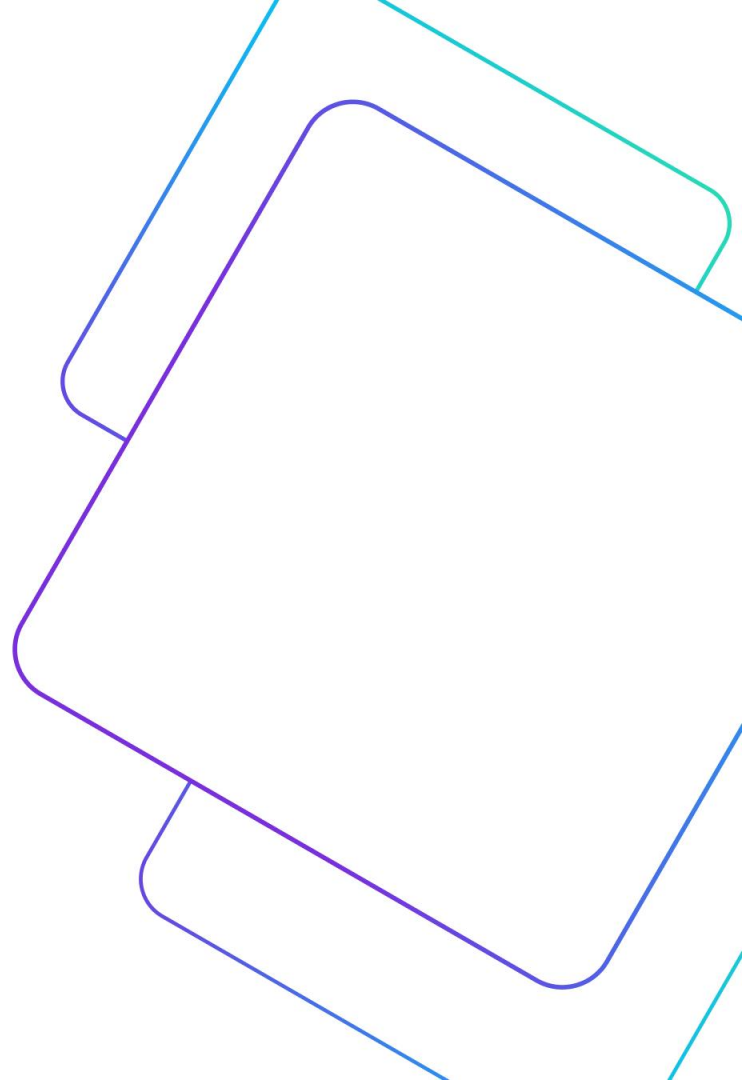
Let's Reduce This



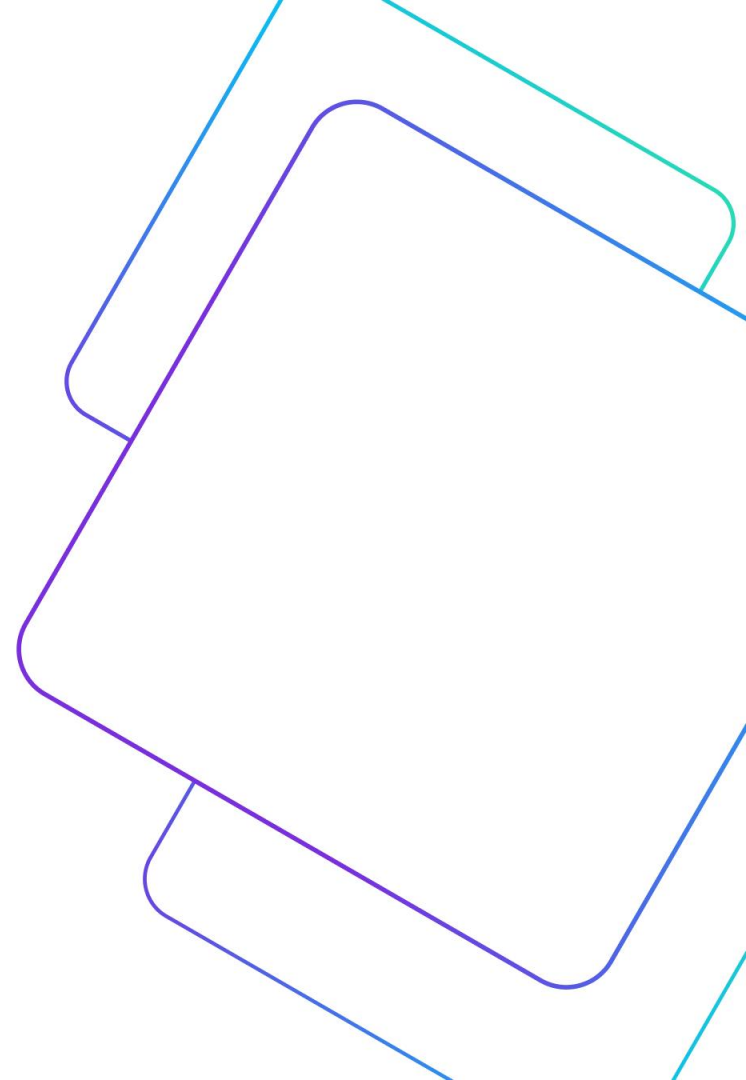
(Reduce The Risk Of) Disappointment



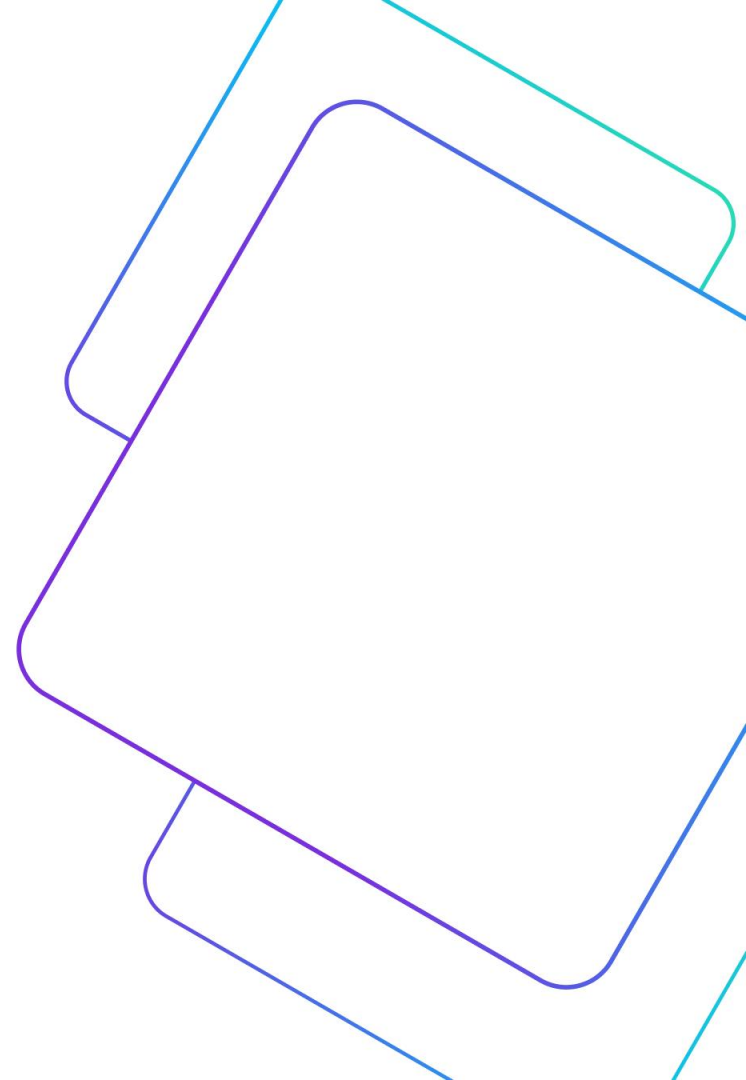
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(Reduce The Risk Of) Overruns



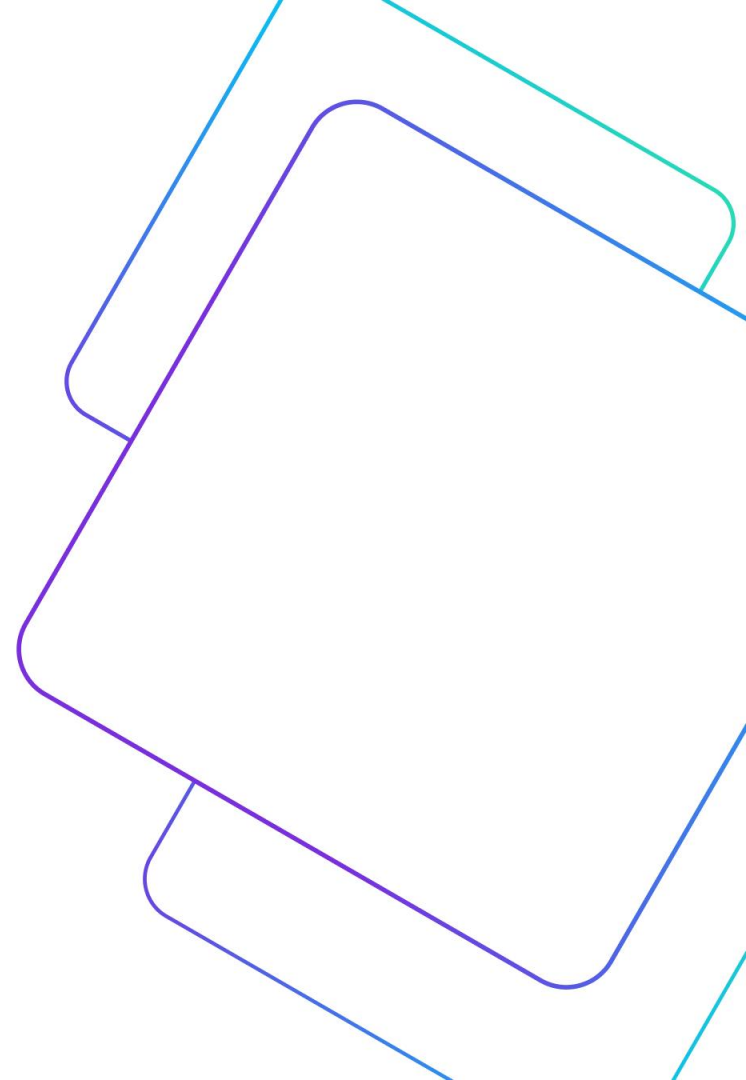
(Reduce The Risk Of) Knowledge Loss



(Reduce The Risk Of) Being Out of Compliance



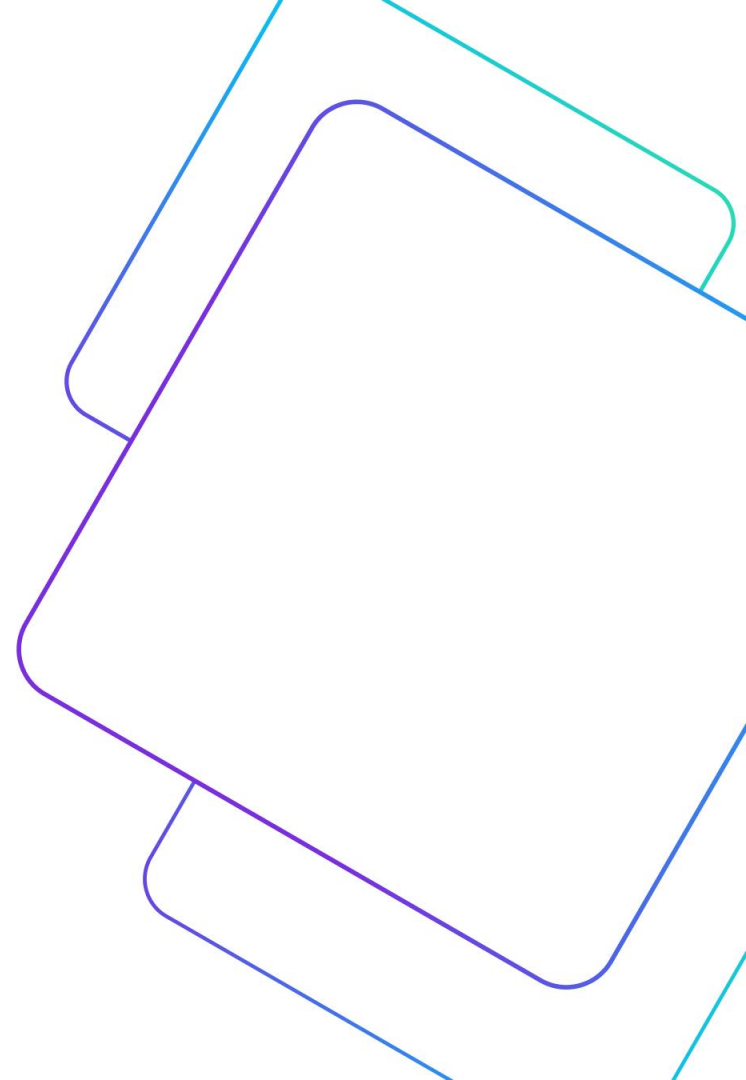
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Increase Strategic Awareness



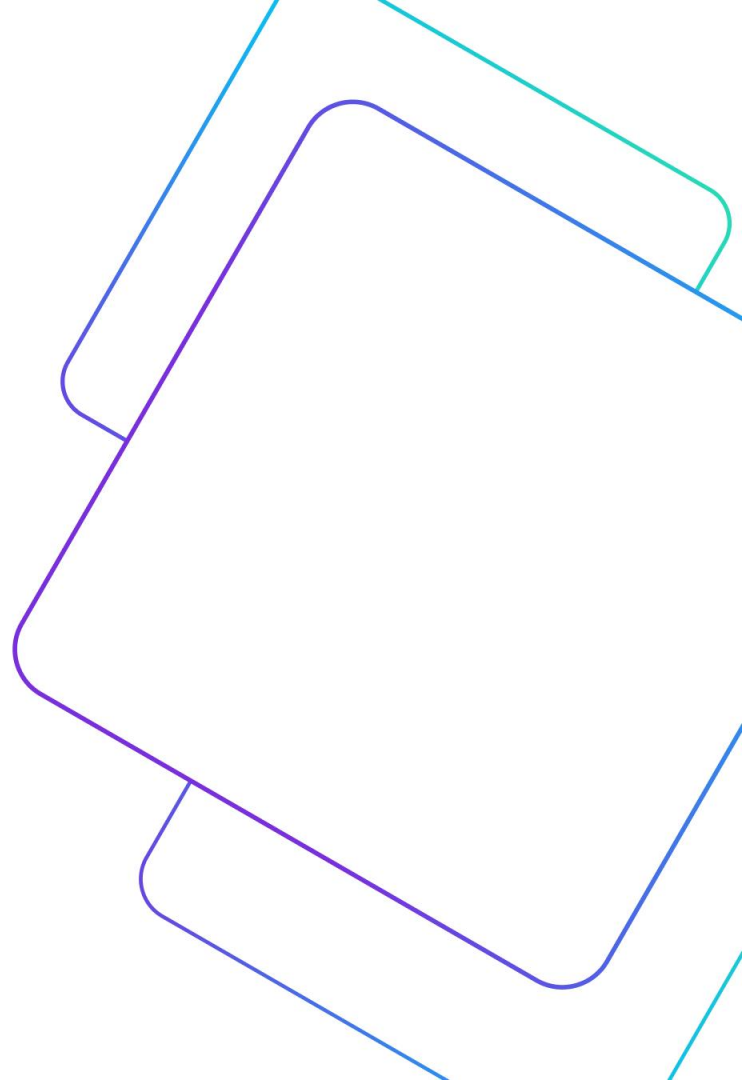
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Alignment



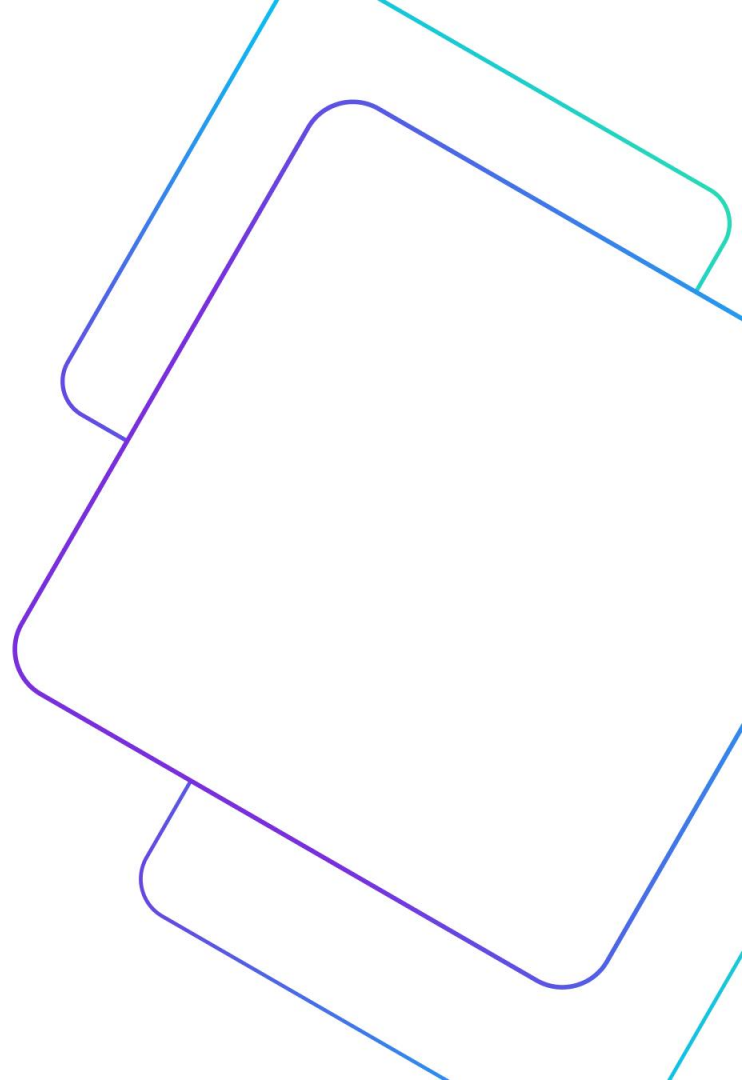
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Adoption



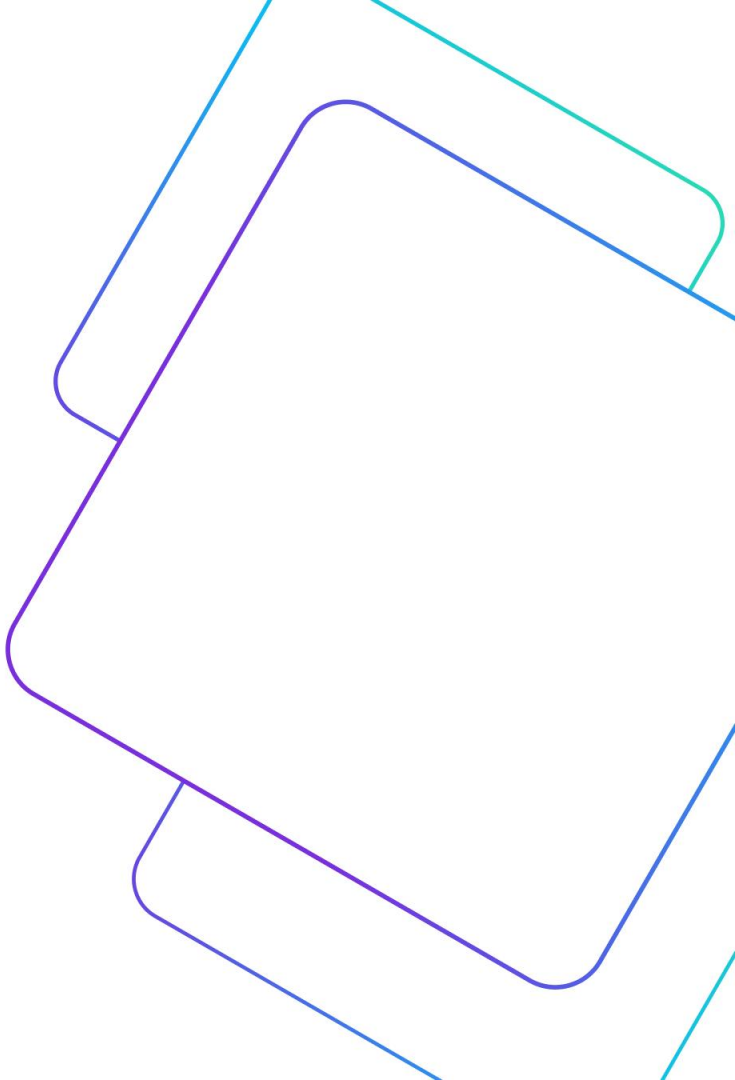
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Culture



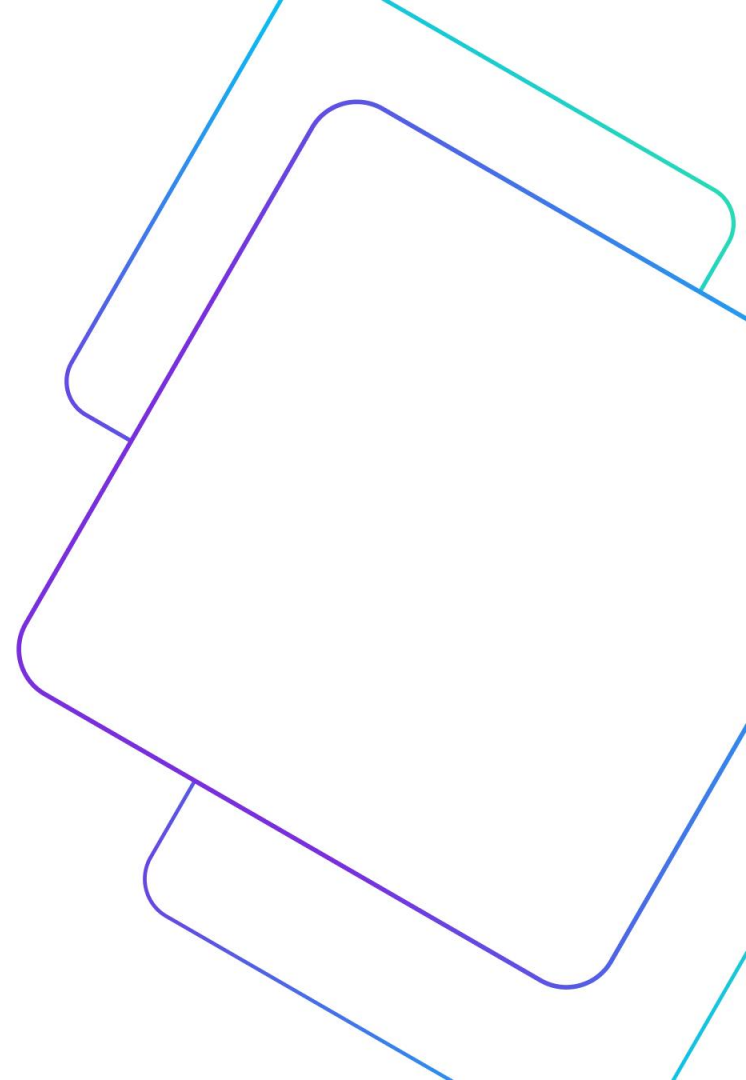
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Accelerate!



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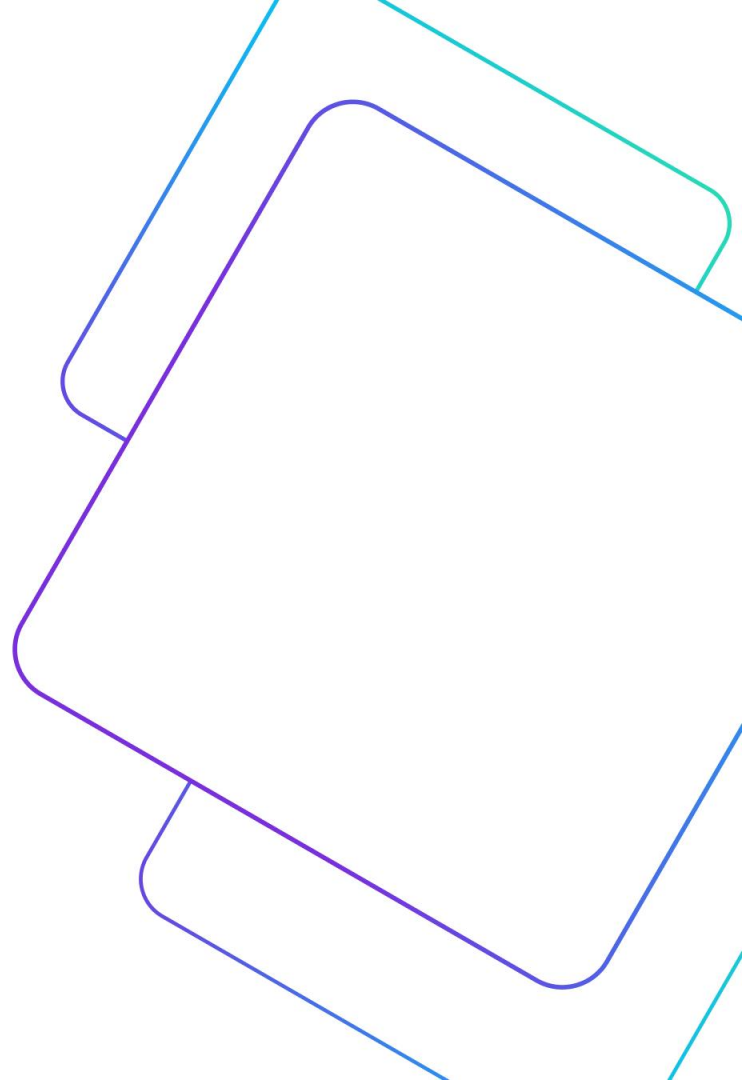


REDUCE TIME TO VALUE

- **Shorten the time to Implementation.**
- **Shorten the time to onboard.**
- **Shorten the time to transformation.**
- **Shorten the time to results.**



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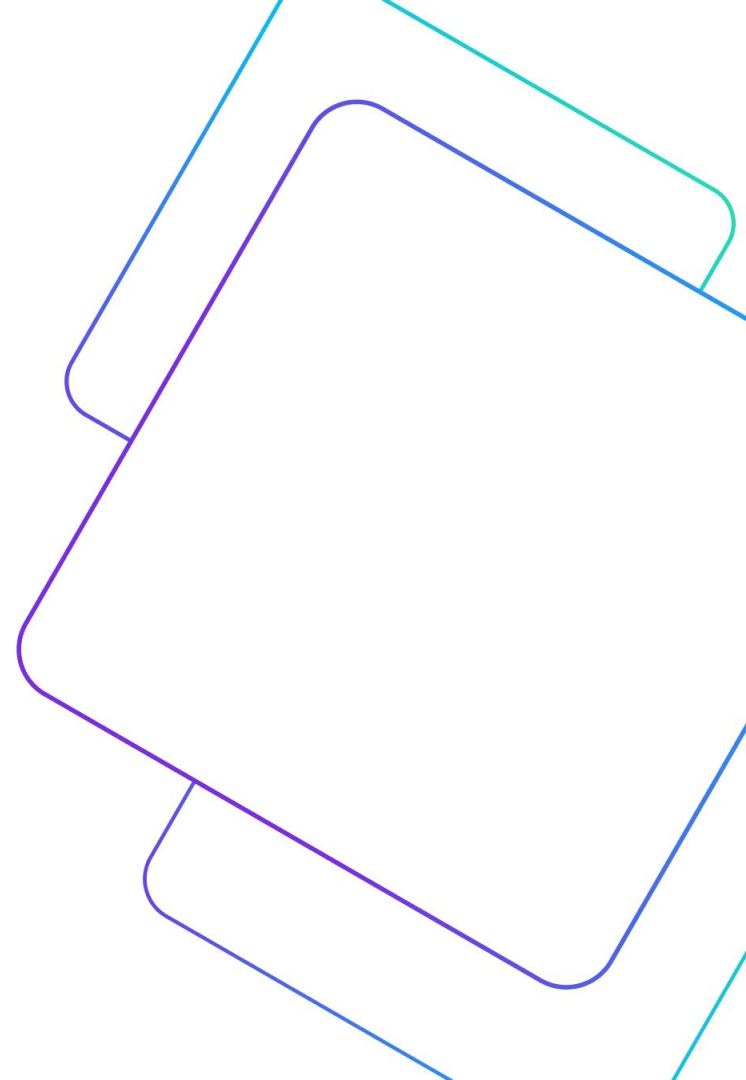


Reducing Uncertainty

*“the **cone of uncertainty** describes the evolution of the amount of best case uncertainty during a project. At the beginning of a project, comparatively little is known about the product or work results, and so estimates are subject to large uncertainty. As more research and development is done, more information is learned about the project, and the uncertainty then tends to decrease, reaching 0% when all residual risk has been terminated or transferred”*



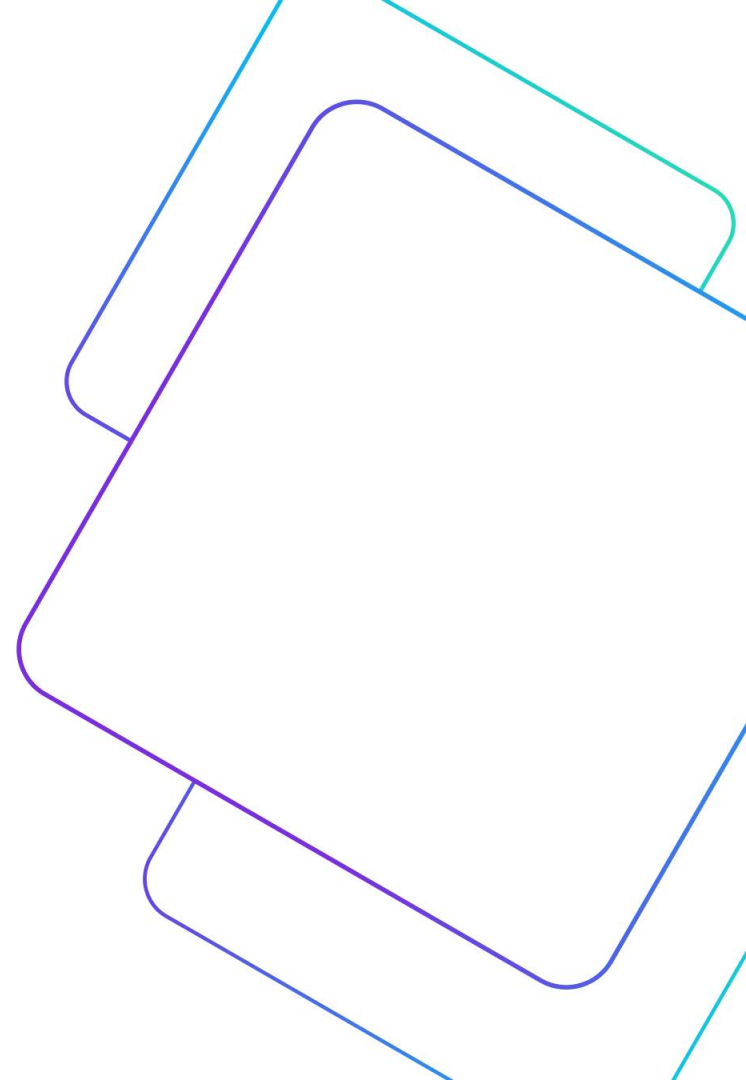
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Unknowns

Ambiguity

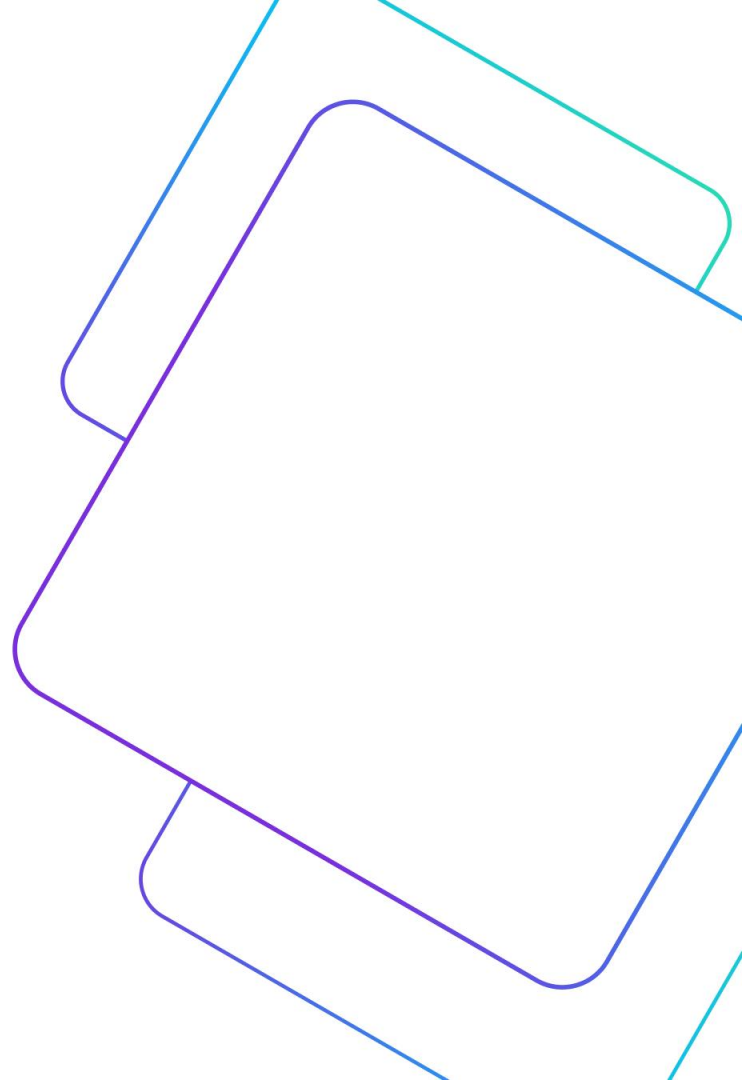
Uncertainty



In Summary..



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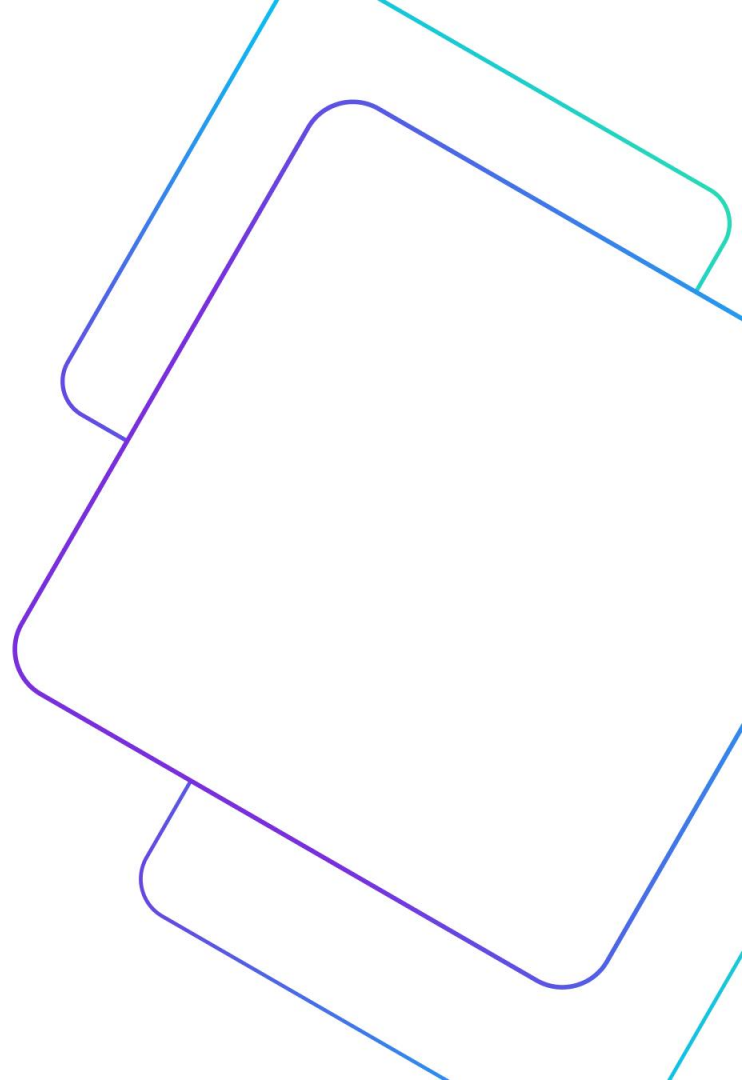
Next Steps



THANK YOU!



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