

## Feedback insights

I created two solutions. In the first, I implemented all logic within the Contact object, using two triggers and two classes. I hardcoded the PDF generation, as there were only two possible payment options. However, during mentoring, I received feedback that my solution was not scalable and should have leveraged existing objects, such as Quote and Pricebook, which provide some of the functionality I had to develop from scratch.

With this in mind, I started a new project, aiming to develop a more robust solution. I restructured the logic across multiple objects, utilized PDF templates, and incorporated a mix of flows and classes. This was a challenging process, as I initially made the same mistake of concentrating logic in a single object. However, conversations with a companion provided a new perspective, helping me realize the value of using the existing relationship between the salesforce objects. Had I adopted this approach from the start, my solution would have been less complex.

There are several potential improvements for my project, such as modifying default forms to collect only essential fields, creating my own PDF template, implementing an approval process with the Jump Start Wizard for approvals, or exploring Configure Price Quote (CPQ) functionality to enhance discount management.