Janna Macatangay BSIT 4-1 PUP STC

WhatNext Vision Motors: Shaping the Future of Mobility with Innovation and Excellence

WhatsNext Vision Motors is revolutionizing its customer experience and operational efficiency with a cutting-edge Salesforce CRM implementation. The project streamlines the vehicle ordering process by auto-assigning orders to the nearest dealer based on customer location and preventing orders for out-of-stock vehicles. Automated workflows update order statuses dynamically and send scheduled email reminders for test drives. Key technical implementations include Apex triggers for stock validation, batch jobs for stock updates, and scheduled Apex for automated order processing. This initiative enhances customer satisfaction, improves order accuracy, and boosts overall operational efficiency.

Requirements:

1. **Salesforce CRM Implementation**

- Store and manage vehicle details, stock availability, and dealer information in Salesforce.
- Track customer orders, test drives, and service requests efficiently.
- Automate workflows to assign orders to the nearest dealer based on customer location.

2. **Process Automation**

- Prevent order placement if the vehicle is out of stock.
- Auto-assign orders to the nearest dealer based on the customer's location.
- Send automated email reminders for scheduled test drives.

3. Apex and Trigger

- Implement Apex triggers to enforce business rules such as stock validation and automatic dealer assignment.
- Use trigger handlers to follow best practices and ensure modularity and maintainability.

4. Batch Jobs

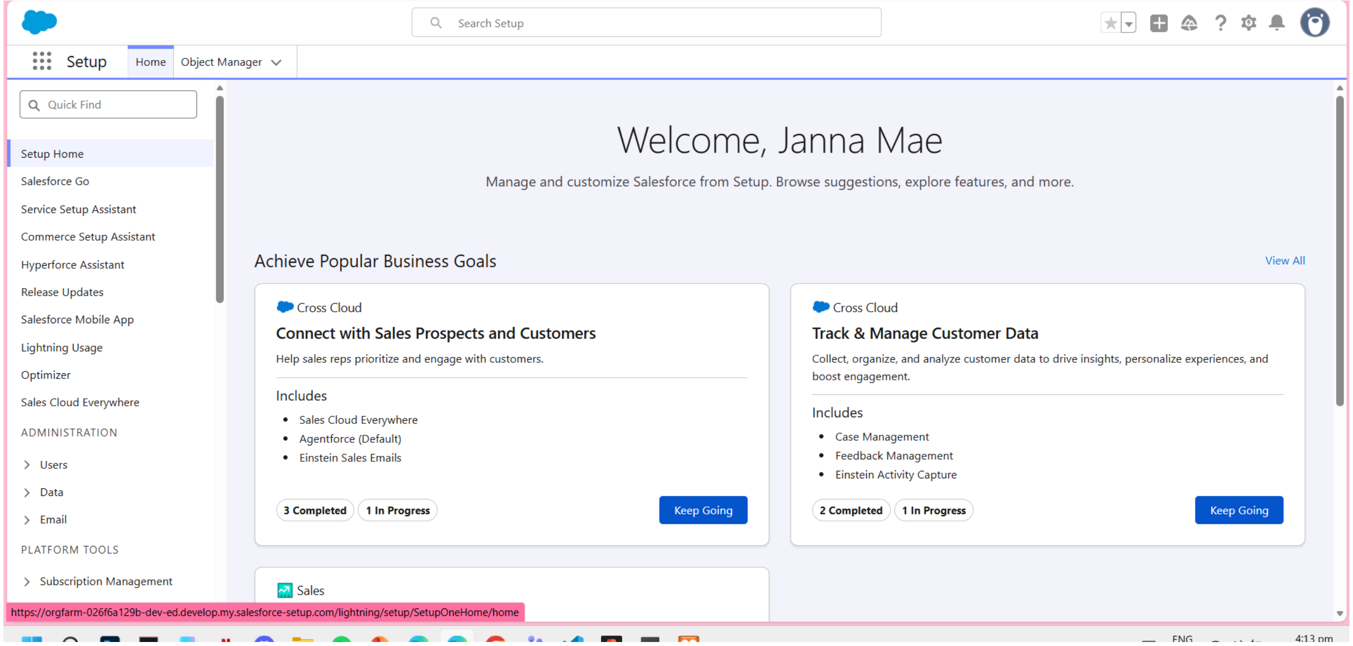
- Develop a batch Apex job to periodically check vehicle stock levels and update availability.
- Send scheduled email notifications for stock replenishment and order processing.

What you'll learn:

1. Data Modelling
2. Fields and Relationships
3. Lightning App Builder
4. Record Triggered Flows
5. Apex and Apex Triggers
6. Batch Apex
7. Scheduled Apex

Project Progress

Salesforce Credentials Creation



Welcome, Janna Mae

Manage and customize Salesforce from Setup. Browse suggestions, explore features, and more.

Achieve Popular Business Goals

View All

Cross Cloud

Connect with Sales Prospects and Customers

Help sales reps prioritize and engage with customers.

Includes

- Sales Cloud Everywhere
- Agentforce (Default)
- Einstein Sales Emails

3 Completed | 1 In Progress | Keep Going

Cross Cloud

Track & Manage Customer Data

Collect, organize, and analyze customer data to drive insights, personalize experiences, and boost engagement.

Includes

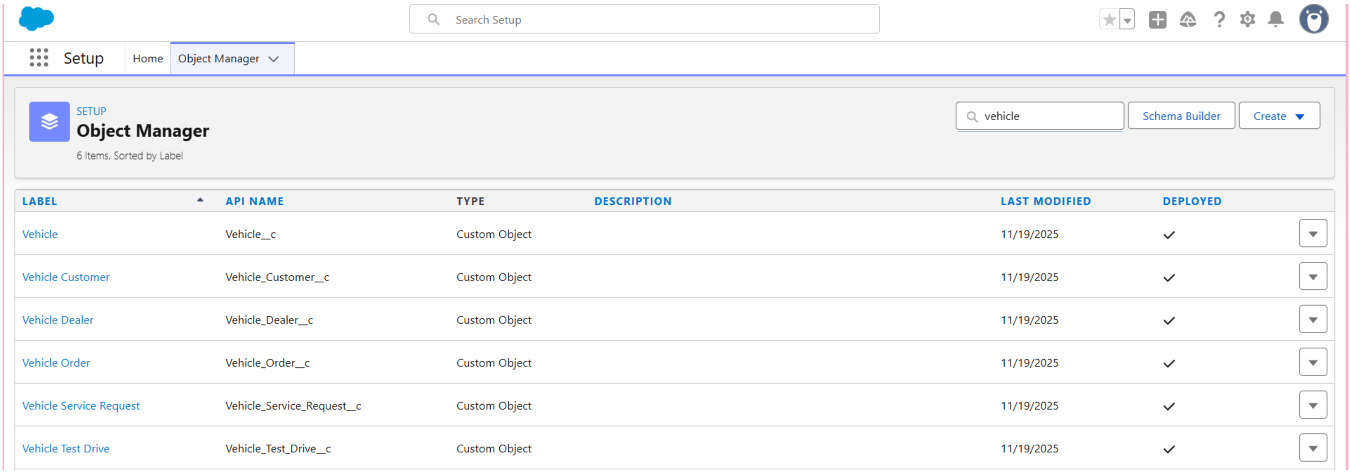
- Case Management
- Feedback Management
- Einstein Activity Capture

2 Completed | 1 In Progress | Keep Going

Sales

https://orgfarm-026f6a129b-dev-ed.develop.my.salesforce-setup.com/lightning/setup/SetupOneHome/home

Data Management-Objects



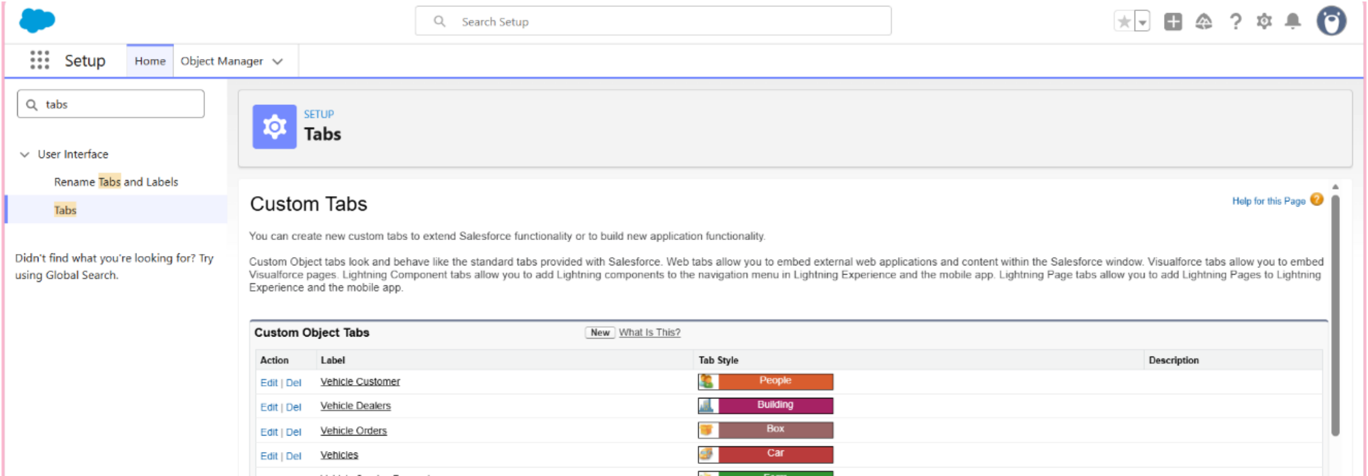
SETUP

Object Manager

6 Items, Sorted by Label

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Vehicle	Vehicle__c	Custom Object		11/19/2025	✓
Vehicle Customer	Vehicle_Customer__c	Custom Object		11/19/2025	✓
Vehicle Dealer	Vehicle_Dealer__c	Custom Object		11/19/2025	✓
Vehicle Order	Vehicle_Order__c	Custom Object		11/19/2025	✓
Vehicle Service Request	Vehicle_Service_Request__c	Custom Object		11/19/2025	✓
Vehicle Test Drive	Vehicle_Test_Drive__c	Custom Object		11/19/2025	✓

Data Management-Tabs



Didn't find what you're looking for? Try using Global Search.

SETUP

Tabs

Custom Tabs

Help for this Page

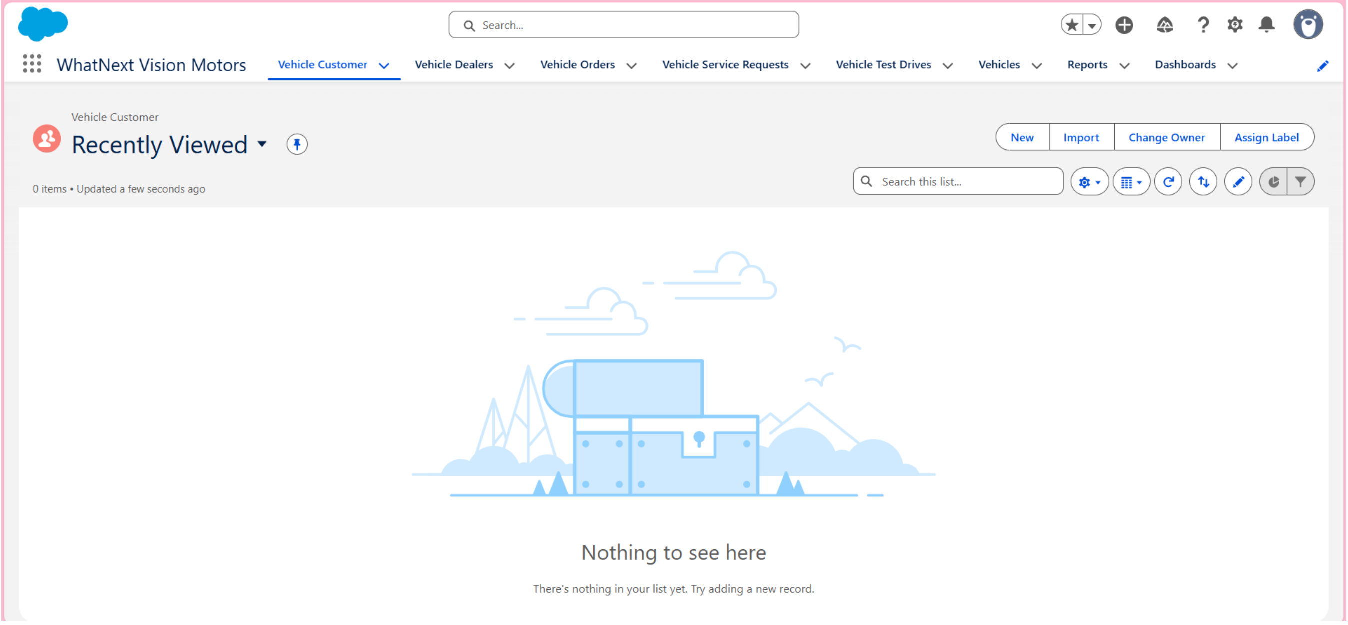
You can create new custom tabs to extend Salesforce functionality or to build new application functionality.

Custom Object tabs look and behave like the standard tabs provided with Salesforce. Web tabs allow you to embed external web applications and content within the Salesforce window. Visualforce tabs allow you to embed Visualforce pages. Lightning Component tabs allow you to add Lightning components to the navigation menu in Lightning Experience and the mobile app. Lightning Page tabs allow you to add Lightning Pages to Lightning Experience and the mobile app.

Custom Object Tabs | New | What Is This?

Action	Label	Tab Style	Description
Edit | Del	Vehicle Customer	People	
Edit | Del	Vehicle Dealers	Building	
Edit | Del	Vehicle Orders	Box	
Edit | Del	Vehicles	Car	

Data Management-App Manager



Vehicle Customer

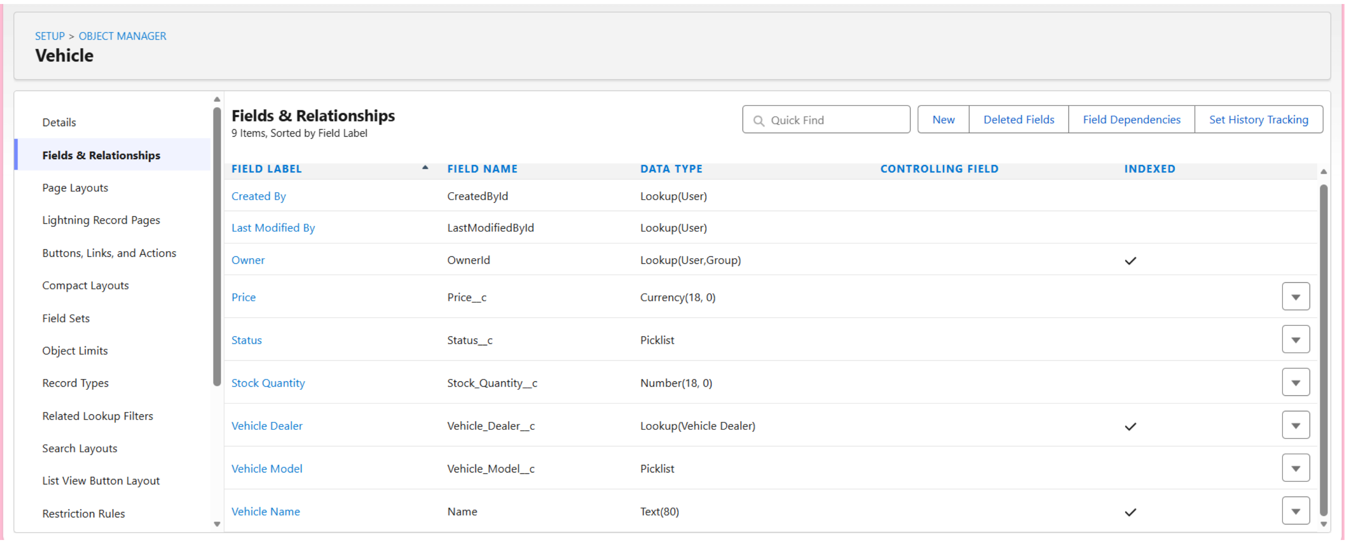
Recently Viewed

0 items • Updated a few seconds ago

Nothing to see here

There's nothing in your list yet. Try adding a new record.

Data Management-Fields

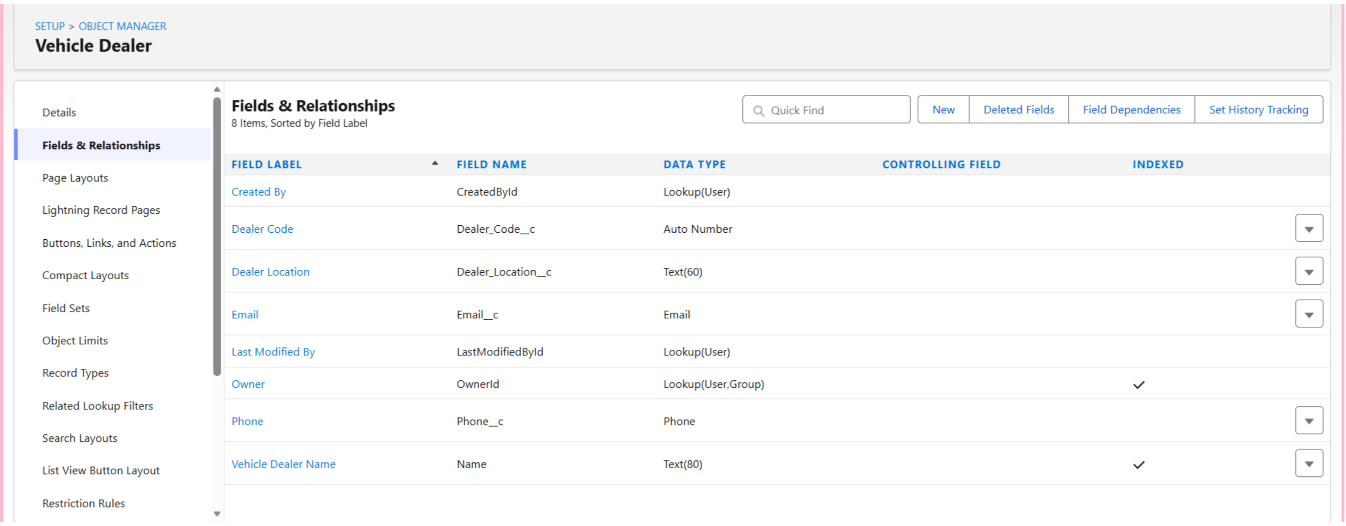


Vehicle

Fields & Relationships

9 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Price	Price__c	Currency(18, 0)		
Status	Status__c	Picklist		
Stock Quantity	Stock_Quantity__c	Number(18, 0)		
Vehicle Dealer	Vehicle_Dealer__c	Lookup(Vehicle Dealer)		✓
Vehicle Model	Vehicle_Model__c	Picklist		
Vehicle Name	Name	Text(80)		✓

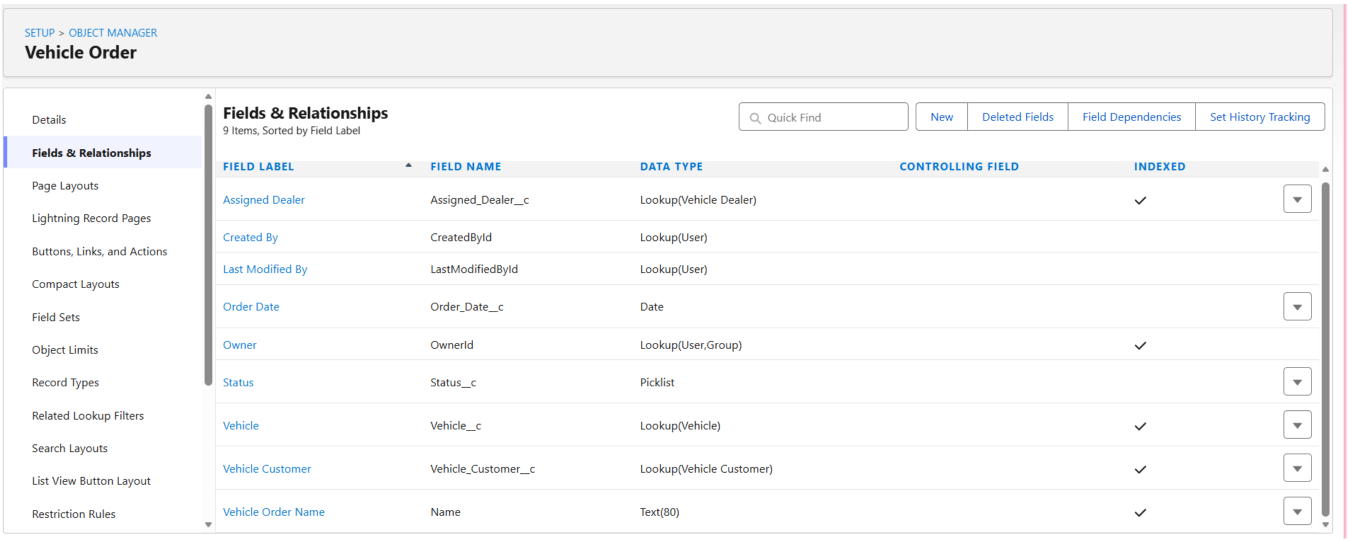


Vehicle Dealer

Fields & Relationships

8 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Dealer Code	Dealer_Code__c	Auto Number		
Dealer Location	Dealer_Location__c	Text(60)		
Email	Email__c	Email		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Phone	Phone__c	Phone		
Vehicle Dealer Name	Name	Text(80)		✓

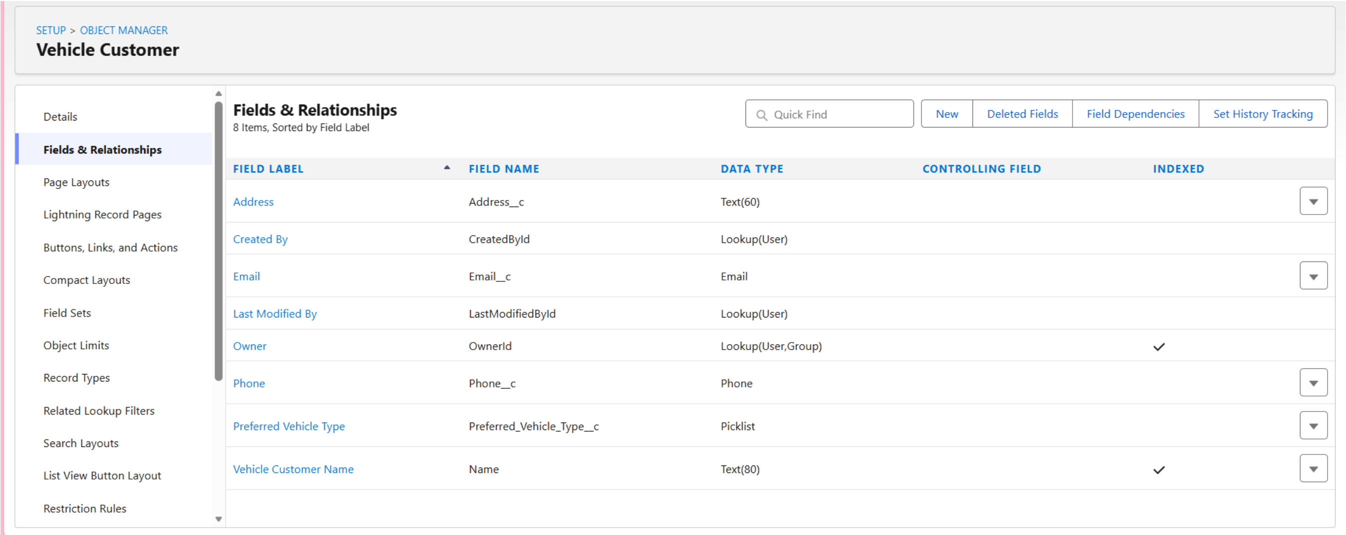


Vehicle Order

Fields & Relationships

9 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Assigned Dealer	Assigned_Dealer__c	Lookup(Vehicle Dealer)		✓
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Order Date	Order_Date__c	Date		
Owner	OwnerId	Lookup(User,Group)		✓
Status	Status__c	Picklist		
Vehicle	Vehicle__c	Lookup(Vehicle)		✓
Vehicle Customer	Vehicle_Customer__c	Lookup(Vehicle Customer)		✓
Vehicle Order Name	Name	Text(80)		✓

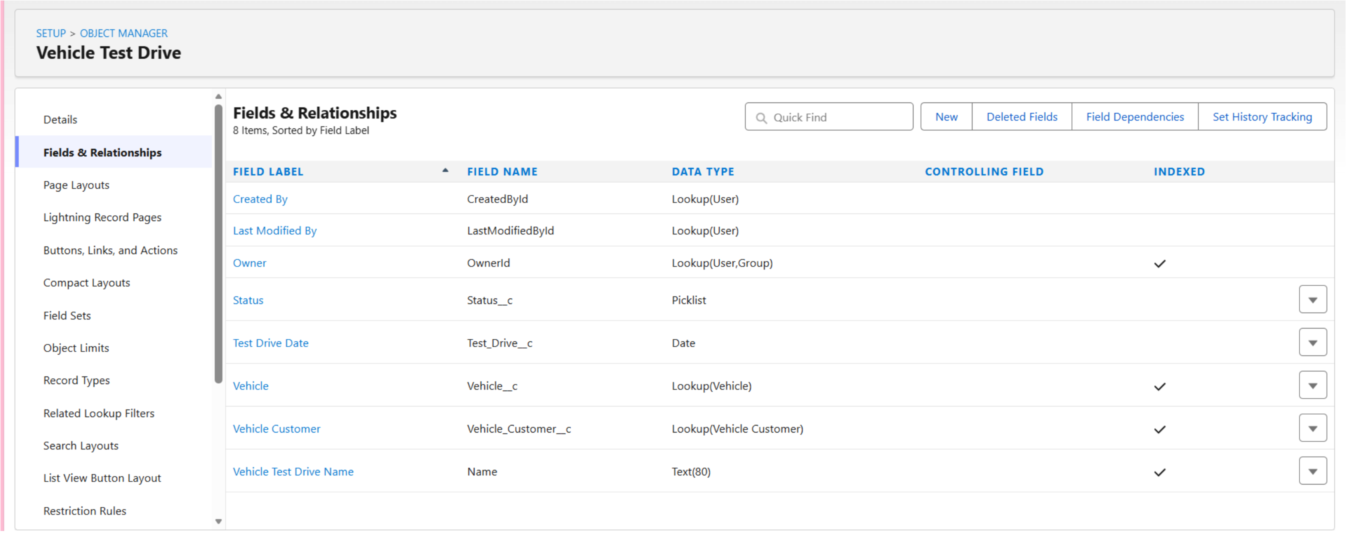


Vehicle Customer

Fields & Relationships

8 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Address	Address__c	Text(60)		
Created By	CreatedById	Lookup(User)		
Email	Email__c	Email		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Phone	Phone__c	Phone		
Preferred Vehicle Type	Preferred_Vehicle_Type__c	Picklist		
Vehicle Customer Name	Name	Text(80)		✓

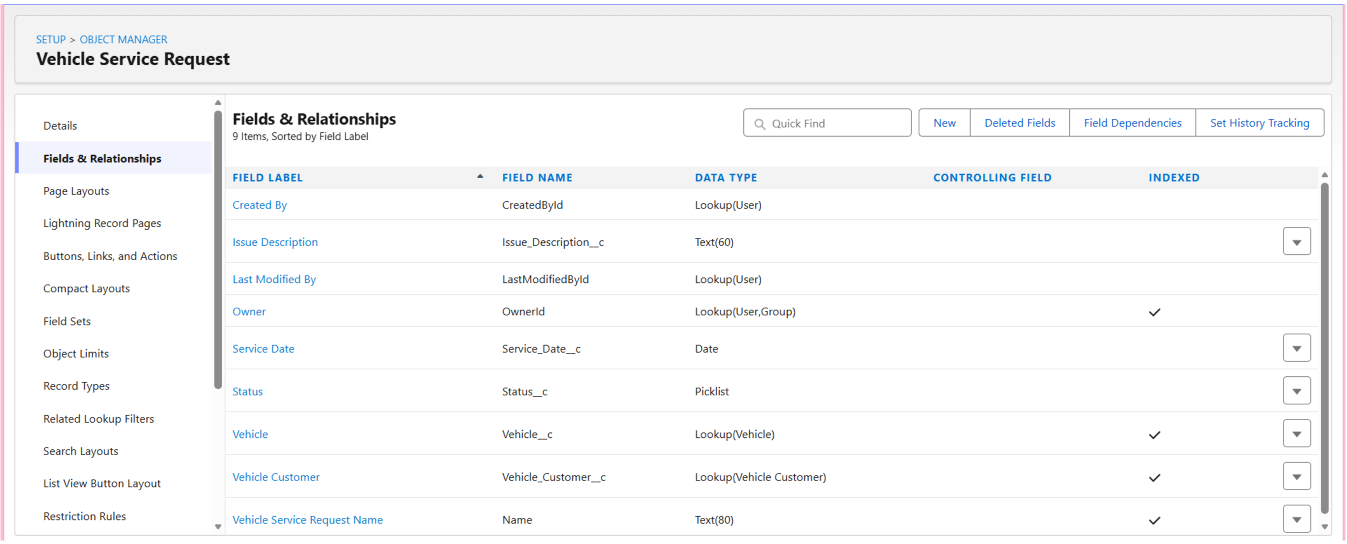


Vehicle Test Drive

Fields & Relationships

8 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Status	Status__c	Picklist		
Test Drive Date	Test_Drive__c	Date		
Vehicle	Vehicle__c	Lookup(Vehicle)		✓
Vehicle Customer	Vehicle_Customer__c	Lookup(Vehicle Customer)		✓
Vehicle Test Drive Name	Name	Text(80)		✓



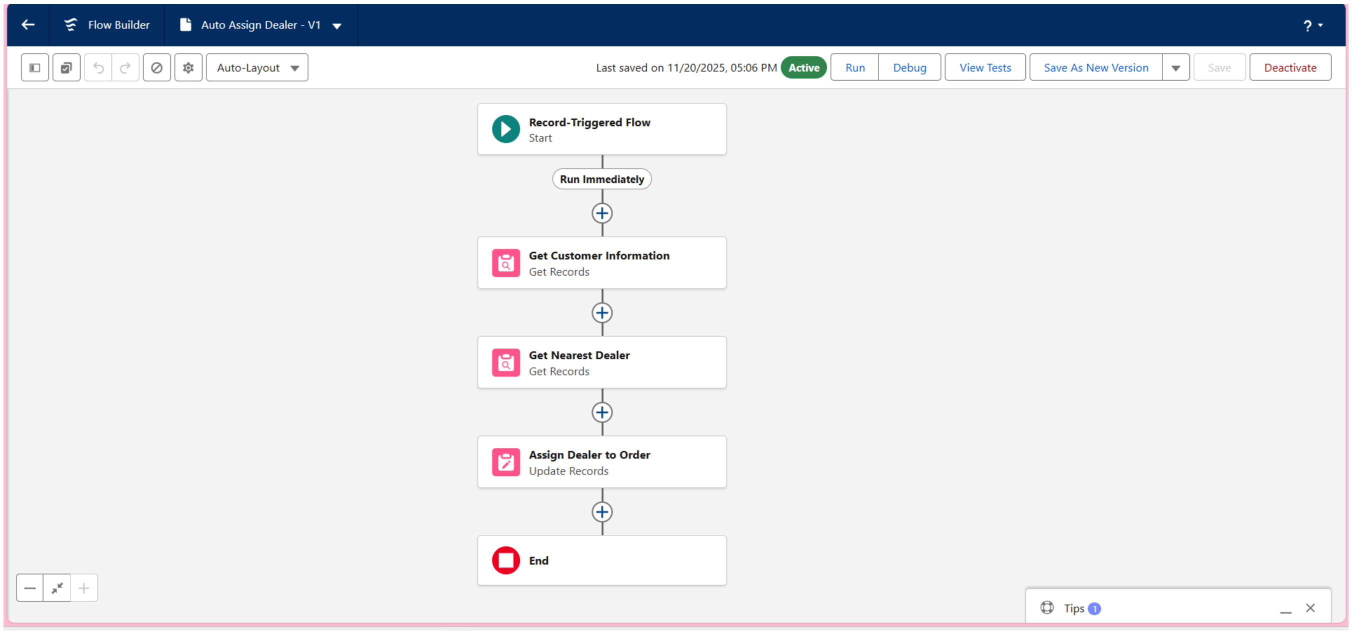
Vehicle Service Request

Fields & Relationships

9 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Issue Description	Issue_Description__c	Text(60)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Service Date	Service_Date__c	Date		
Status	Status__c	Picklist		
Vehicle	Vehicle__c	Lookup(Vehicle)		✓
Vehicle Customer	Vehicle_Customer__c	Lookup(Vehicle Customer)		✓
Vehicle Service Request Name	Name	Text(80)		✓

Automation



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Record-Triggered Flow
Start

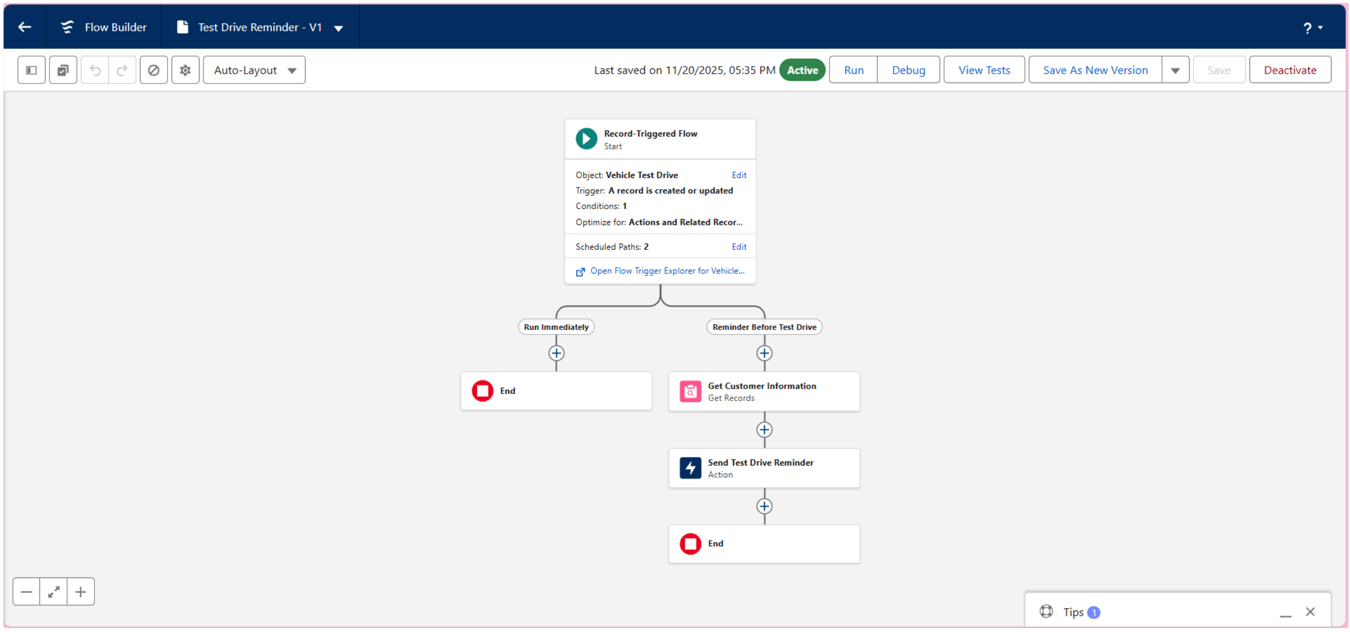
Run Immediately

Get Customer Information
Get Records

Get Nearest Dealer
Get Records

Assign Dealer to Order
Update Records

End



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Record-Triggered Flow
Start

Object: **Vehicle Test Drive**
Trigger: **A record is created or updated**
Conditions: **1**
Optimize for: **Actions and Related Recor...**

Scheduled Paths: **2**

Run Immediately

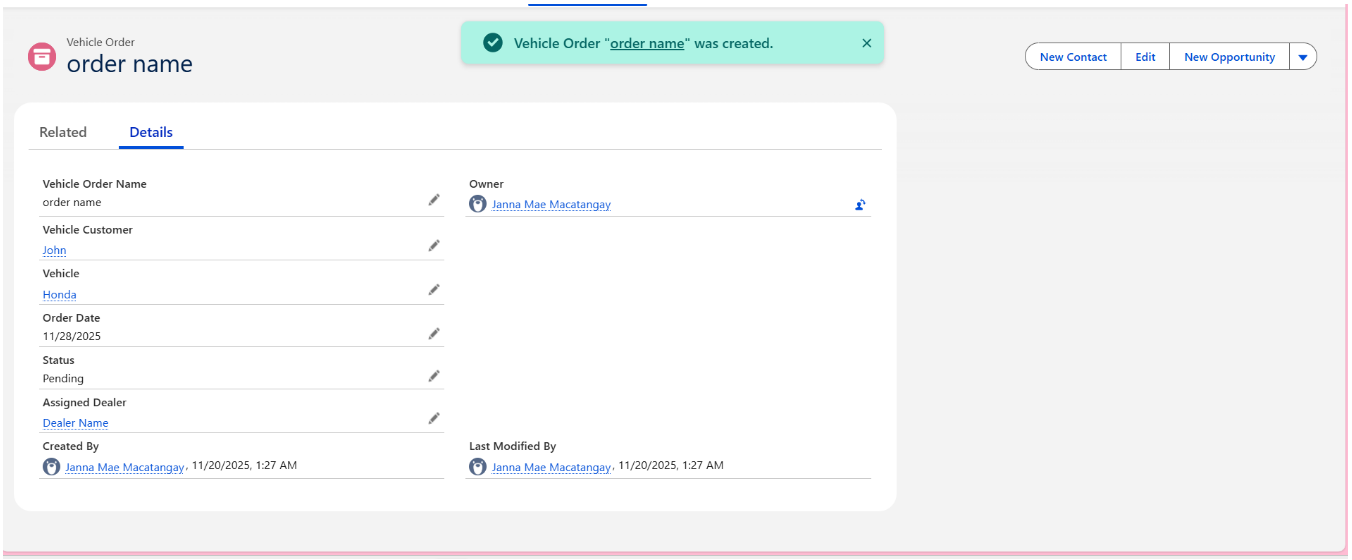
End

Reminder Before Test Drive

Get Customer Information
Get Records

Send Test Drive Reminder
Action

End



Vehicle Order

order name

Vehicle Order "order name" was created.

Vehicle Order Name
order name

Owner
Janna Mae Macatangay

Vehicle Customer
John

Vehicle
Honda

Order Date
11/28/2025

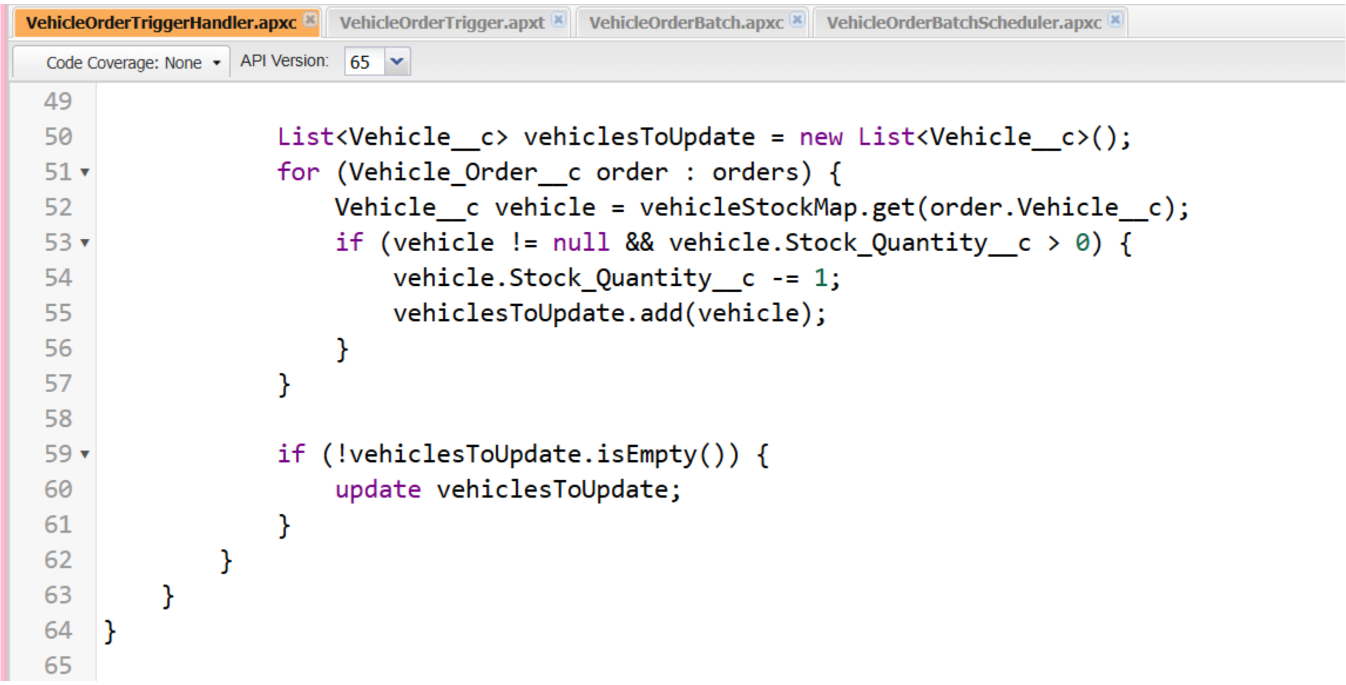
Status
Pending

Assigned Dealer
Dealer Name

Created By
Janna Mae Macatangay, 11/20/2025, 1:27 AM

Last Modified By
Janna Mae Macatangay, 11/20/2025, 1:27 AM

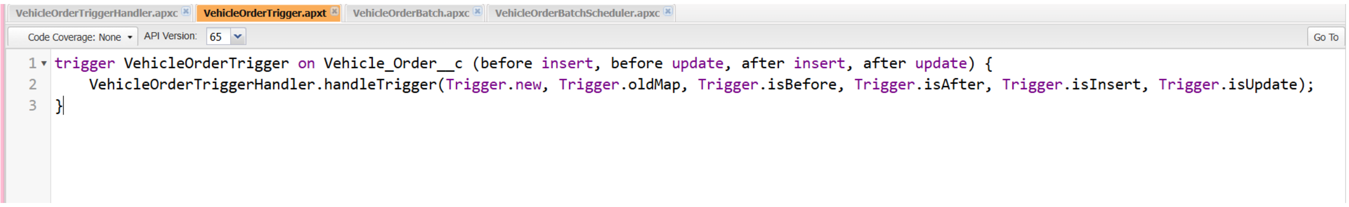
Apex and Batch Class


VehicleOrderTriggerHandler.apxc
VehicleOrderTrigger.apxt
VehicleOrderBatch.apxc
VehicleOrderBatchScheduler.apxc

Code Coverage: None

API Version: 65

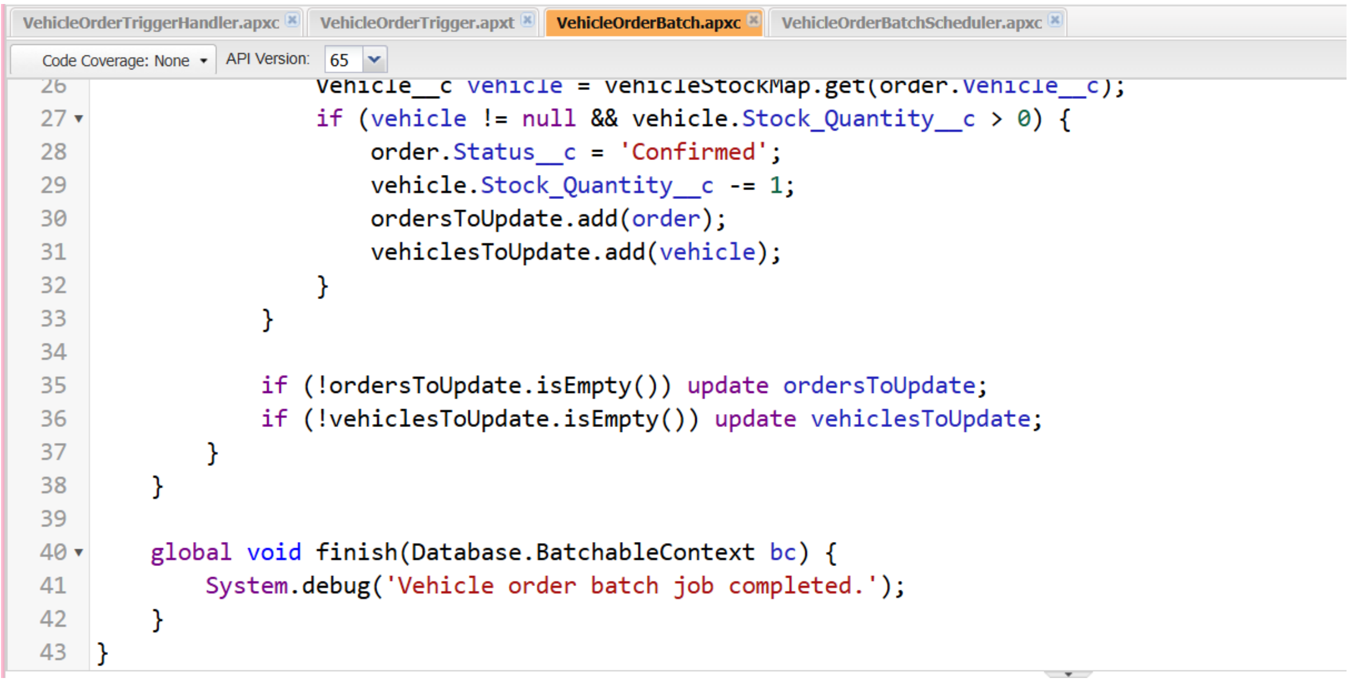
```

            List<Vehicle__c> vehiclesToUpdate = new List<Vehicle__c>();
            for (Vehicle_Order__c order : orders) {
                Vehicle__c vehicle = vehicleStockMap.get(order.Vehicle__c);
                if (vehicle != null && vehicle.Stock_Quantity__c > 0) {
                    vehicle.Stock_Quantity__c -= 1;
                    vehiclesToUpdate.add(vehicle);
                }
            }

            if (!vehiclesToUpdate.isEmpty()) {
                update vehiclesToUpdate;
            }
        }
    }
}

```


VehicleOrderTriggerHandler.apxc
VehicleOrderTrigger.apxt
VehicleOrderBatch.apxc
VehicleOrderBatchScheduler.apxc
Go To

Code Coverage: None

API Version: 65

```
trigger VehicleOrderTrigger on Vehicle_Order__c (before insert, before update, after insert, after update) {
    VehicleOrderTriggerHandler.handleTrigger(Trigger.new, Trigger.oldMap, Trigger.isBefore, Trigger.isAfter, Trigger.isInsert, Trigger.isUpdate);
}
```


VehicleOrderTriggerHandler.apxc
VehicleOrderTrigger.apxt
VehicleOrderBatch.apxc
VehicleOrderBatchScheduler.apxc

Code Coverage: None API Version: 65

```
                Vehicle__c vehicle = vehicleStockMap.get(order.Vehicle__c);
                if (vehicle != null && vehicle.Stock_Quantity__c > 0) {
                    order.Status__c = 'Confirmed';
                    vehicle.Stock_Quantity__c -= 1;
                    ordersToUpdate.add(order);
                    vehiclesToUpdate.add(vehicle);
                }
            }

            if (!ordersToUpdate.isEmpty()) update ordersToUpdate;
            if (!vehiclesToUpdate.isEmpty()) update vehiclesToUpdate;
        }
    }

    global void finish(Database.BatchableContext bc) {
        System.debug('Vehicle order batch job completed.');
    }
}
```