Project : ALUMNI CONNECT – STUDENT & ALUMNI ENGAGEMENT PLATFORM

• Industry: Education / EdTech

• Project Type: B2C Salesforce CRM implementation for student-alumni networking

• Target Users: Students, Alumni, College Career Services, Administrators

1.1 Problem Statement

Colleges and universities often struggle to maintain strong engagement between alumni and current students. Networking, mentorship, and placement opportunities are fragmented, and there is no centralized platform for alumni-student interactions. This leads to missed opportunities for career guidance, internships, and funding support.

To address this, the institution wants to implement a Salesforce CRM-based Alumni Connect Platform to:

- •Automate alumni and student registration and profile management
- •Enable alumni-student networking and mentorship programs
- •Manage events, job postings, and career support activities
- Provide dashboards to track engagement and outcomes

1.2 Use Cases

Alumni Management

- •Maintain alumni profiles with education, career, and expertise details.
- •Segment alumni based on industry, graduation year, and location.

Student Engagement

- •Students can search for alumni mentors based on career interest.
- •Enable direct communication (chat/email scheduling) with alumni.

Event Management

- •Schedule alumni meets, webinars, and mentorship sessions.
- Send automated SMS/email invites and reminders.

Job & Internship Opportunities

- •Alumni can post job openings and internships.
- Students can apply directly through the portal.

Donations & Fundraising

- Track alumni contributions and donations.
- •Generate receipts and acknowledgments automatically.

Reporting

- •Dashboard for alumni-student interactions.
- •Track number of mentorship sessions, job referrals, and events.
- •Monitor fundraising contributions and engagement trends.

Phase 1: Problem Understanding & Industry Analysis

Goal: understand networking challenges, define scope & success criteria.

Steps

1. Requirement Gathering:

- Students want access to mentorship, guidance, jobs
 - Survey students to understand the specific support they seek, such as personalized career advice, referrals, interview preparation, and access to alumni working in their target industries.
 - Students value one-on-one mentorship, which enables them to clarify academic choices, internship applications, and career decisions.
- Alumni want to engage via events, donations, networking
 - Gather input from alumni on preferred methods of interaction, like participating in career panels, giving guest lectures, making donations, and joining networking events.
 - Alumni also want streamlined ways to reconnect with peers and contribute their expertise to help current students.

- Admin needs a unified platform for managing data
 - College administrators require tools to maintain accurate student and alumni records and automate communications.
 - The ideal platform should enable easy organization of events, donations, and networking opportunities with centralized, up-to-date data.

2. Stakeholder Analysis: Students, Alumni, College Admins, Placement Officers.

- Identify all the groups affected by the project: students, alumni, college administrators, and placement officers.
- Each stakeholder group is analyzed for their needs and influence. For instance, placement officers focus on job integration, while students prioritize mentorship, and alumni value continued involvement with the institution.
- Establish channels to regularly collect feedback from every stakeholder category and use it throughout the development cycle.

3. Business Process Mapping: Current system is manual (spreadsheets, emails).

- Document and analyze the current systems and workflows used for alumni-student interaction.
- This typically reveals manual efforts like spreadsheets and emails, which are prone to errors, duplication, and inefficiency.
- Map existing processes to uncover bottlenecks and opportunities for automation (such as automating event invites or donation tracking).

4. Use Case Examples:

- Directory Search: Students and alumni want to locate peers based on criteria like graduation year, industry, or location.
- Chat: Enable secure messaging for students and alumni to communicate directly, ask questions, or seek advice.
- Event Invitations: Automate event reminders and RSVP management for webinars, reunions, or panel discussions.

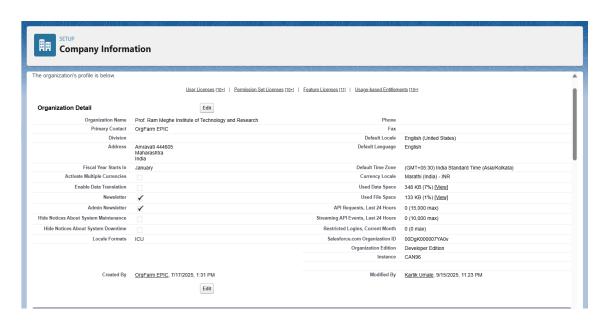
- Donation Management: Integrate fundraising features for tracking contributions and recognizing donors.
- 5. AppExchange Exploration: Check for existing community templates / Nonprofit Cloud apps.
- Research available solutions, such as Salesforce community templates or Nonprofit Cloud apps, to avoid reinventing the wheel.
- Assess existing tools to determine what can be adapted or integrated with the new platform, comparing their suitability against the requirements collected earlier.

Phase 2: Org Setup & Configuration

Goal: prepare Salesforce org with users, profiles, permissions for alumni & students.

Steps

- 1. Edition: Education Cloud (preferred) or Sales Cloud + Community.
- 2. Company Profile: Set timezone, currency (for donations), locale.

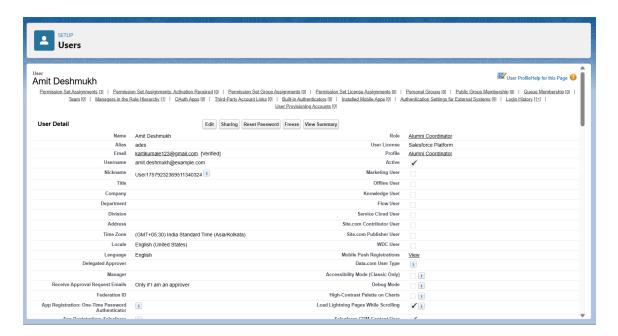


3. Users & Licenses:

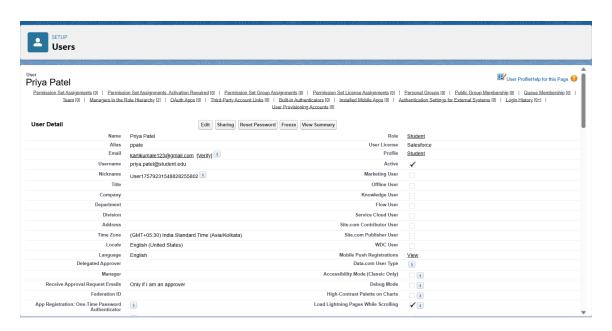
Admin



Alumni Coordinator (staff)



Students (Community users)

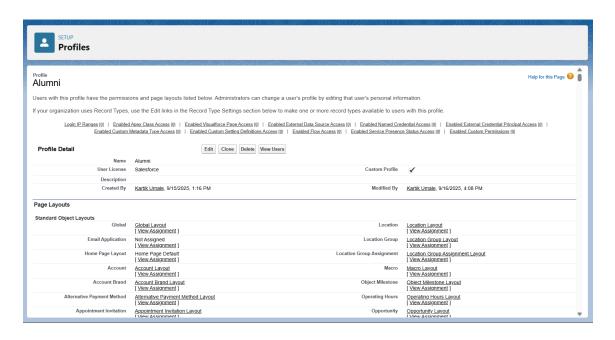


Alumni (Community users)

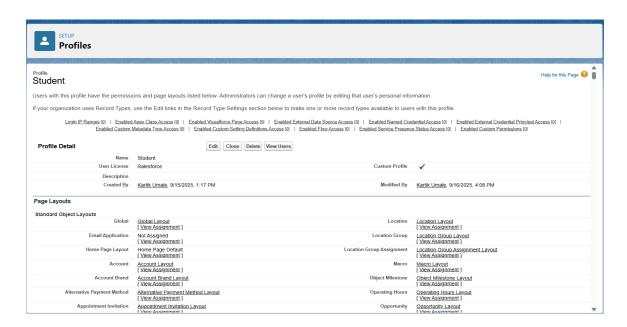


4. Profiles & Permission Sets:

Alumni Profile

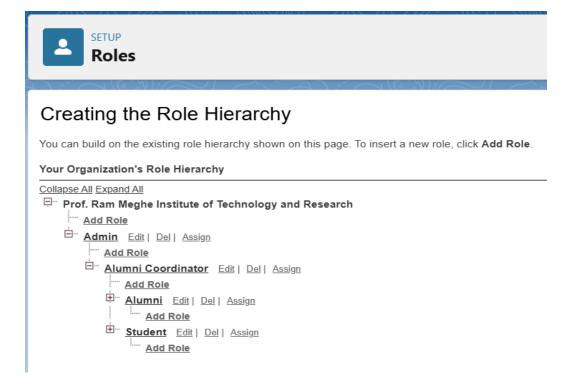


Student Profile



5. Roles & Hierarchy:

Admin > Alumni Coordinator > Alumni/Students.



- 6. OWD & Sharing Rules (optional):
- Alumni & Students private by default.
- Sharing rules to allow "Connections".
- 7. Sandbox Setup: Developer sandbox for build, UAT for testing.

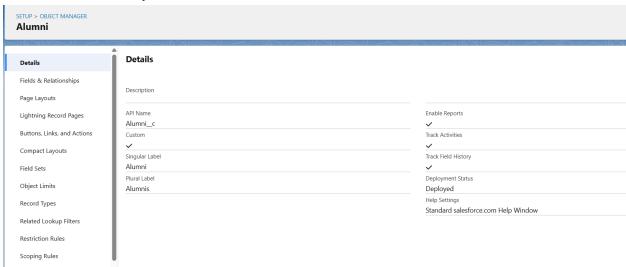
Deliverables: Org ready with profiles, roles, and login policies.

Phase 3: Data Modeling & Relationships

Goal: design objects for alumni, students, connections, and events.

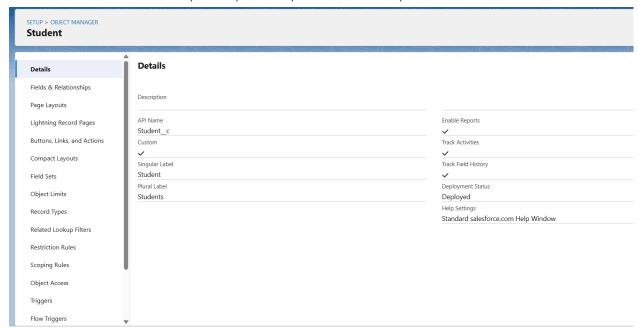
- 1. Objects & Fields:
- Alumni

 Fields: Name, Graduation Year, Course, Current Employer, Designation, Industry, Location.



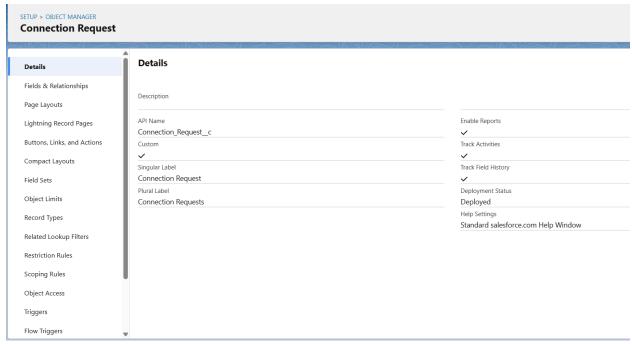
Student

o Fields: Name, Batch, Course, Area of Interest, Career Goals.

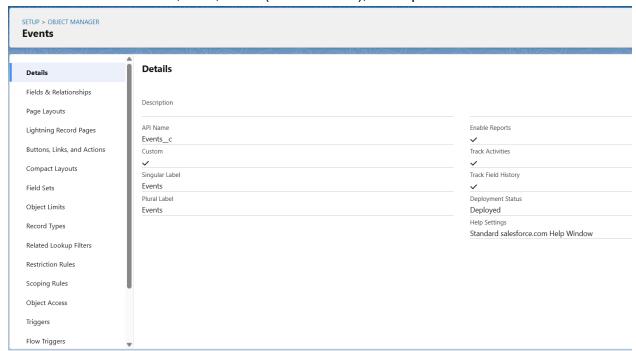


Connection Request (Custom Object)

o Fields: Student, Alumni, Status (Pending/Accepted/Rejected), Request Date.

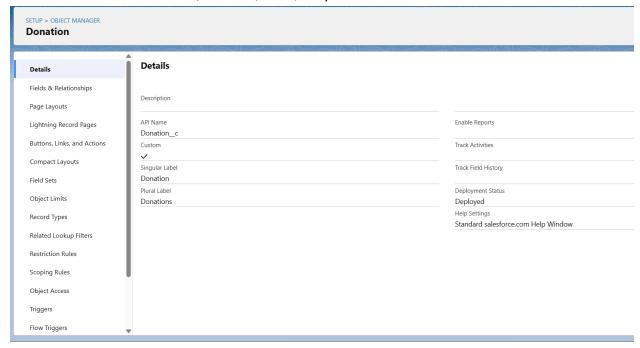


- Event (Standard Campaign or Custom Object)
 - o Fields: Title, Date, Mode (Online/Offline), Participants.



• Donation (Opportunity Object)

o Fields: Alumni, Amount, Date, Purpose.



2. Relationships:

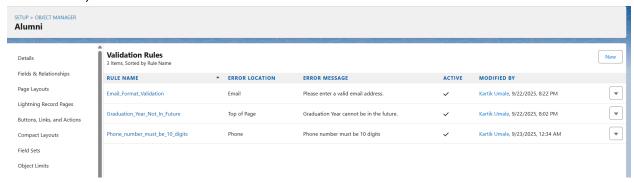
- Student ↔ Alumni
- Alumni ↔ Event

Deliverables: ER diagram, field list, sample records.

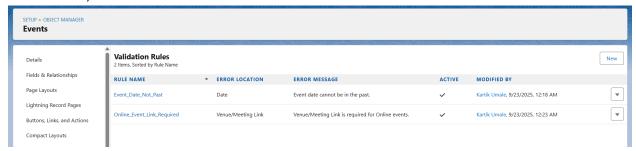
Phase 4: Process Automation

Validation Rules

1) Alumni validation rules



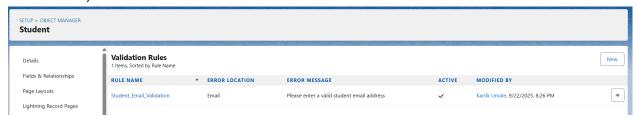
2) Event validation rules



3) Donation validation rules

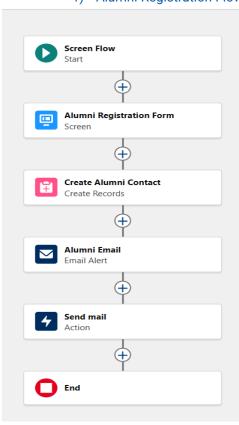


4) Student validation rules

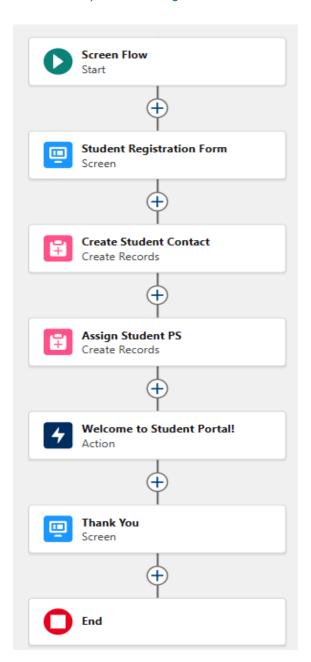


• Flow Builder

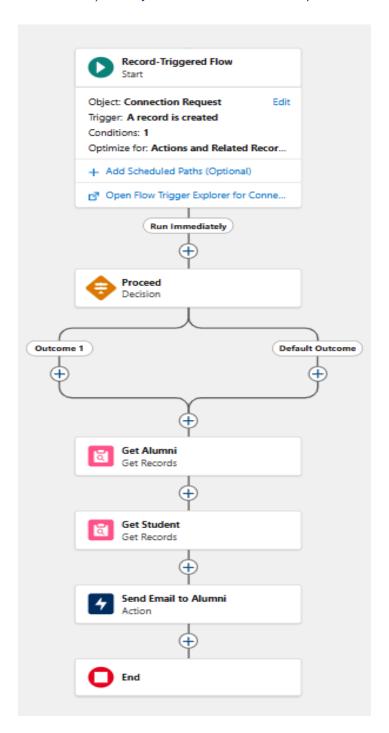
1) Alumni Registration Flow



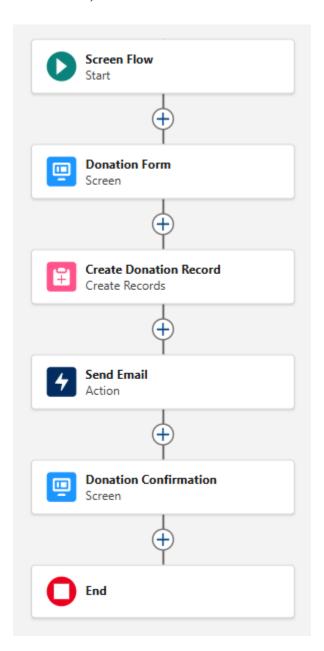
2) Student Registration Flow



3) Notify Alumni On Connection Request



4) Donation Flow



Phase 5: Apex Programming (Developer)

In the Alumni Connect project, Apex was not required, because:

- All necessary automation was implemented using Flows and declarative tools:
 - Record-triggered flows handle alumni registration, connection requests, and email alerts.
- No complex calculations, batch processing, or external API callouts were needed.
- The project scope is **basic**, so **declarative automation** is sufficient to meet all functional requirements.

Using Apex was optional, and skipping it simplified the project without affecting functionality.

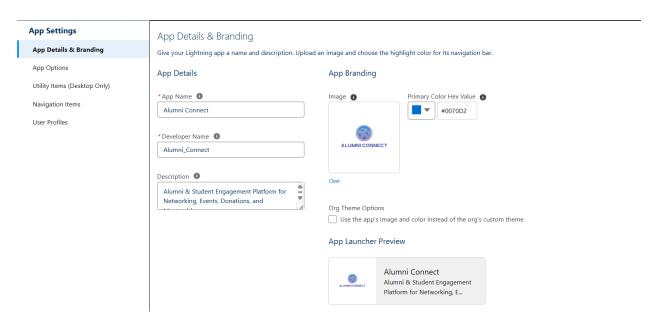
Future Scope

Although Apex was not used in this project, it could be implemented in future enhancements:

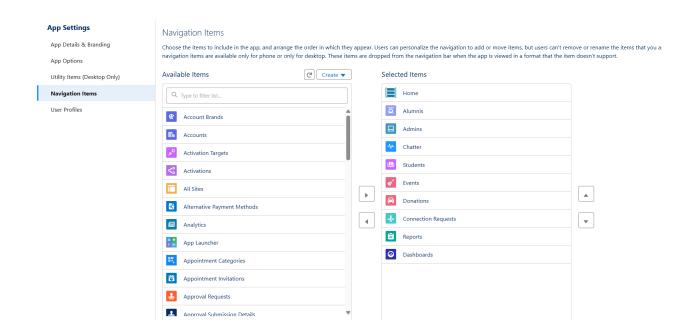
- Complex Business Logic → Advanced rules for matching students with alumni or calculating engagement scores.
- Batch Apex → Processing large volumes of records efficiently, e.g., alumni statistics or monthly summaries.
- **Scheduled Apex** → Automate periodic updates or notifications.
- External API Integration → Callouts to external services like SMS gateways, analytics platforms, or AI systems.
- Reusable Apex Classes → Encapsulate logic for scalability and maintenance.

Phase 6: User Interface Development

• Lightning App Builder



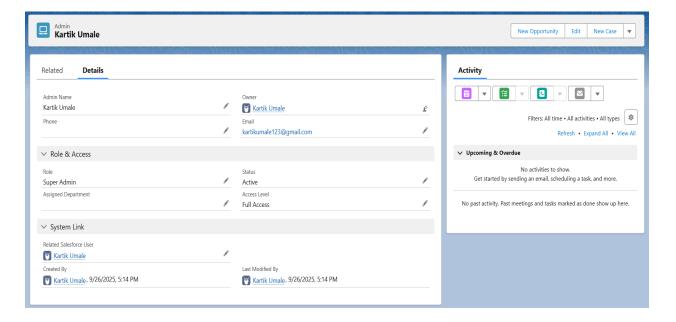
Tabs



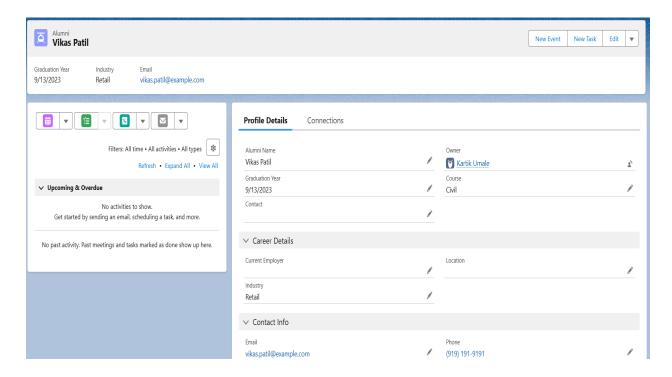


Record Pages

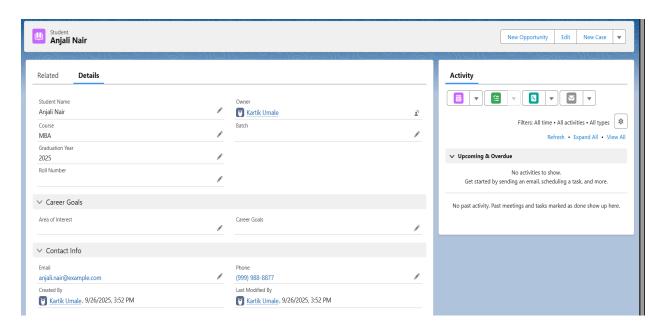
1. Admins Record page



2. Alumni Record page



3. Student Record page



Phase 7: Integration & External Access

In the Alumni Connect project, no external system integration was required, because:

- All alumni and student data is stored within Salesforce custom objects.
- Flows, trigger flows, and formulas handle all internal automations (e.g., registration welcome emails, connection requests).
- No external APIs or services (like AI scoring, SMS gateways, or third-party databases) were needed.
- Reports and Dashboards provide all the insights required internally.

Future Scope

If the project were extended, integration could include:

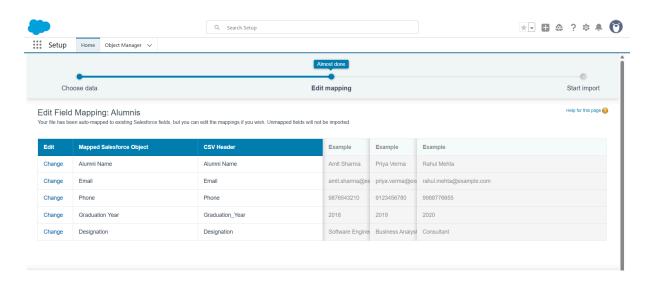
- External Email/SMS Services → send notifications through Twilio, SendGrid, or similar.
- Alumni Portal API → connect Salesforce to an external alumni portal using Named Credentials.
- Real-Time Engagement Tracking → use Platform Events or Change Data Capture to sync updates outside Salesforce.
- Advanced Analytics / Al → integrate with ML models for engagement predictions.

"Phase 7 is **Not Applicable** for this project in terms of external integrations. However, the project is fully capable of supporting future integration if needed, and internal reporting/dashboard features provide comprehensive insights into alumni engagement and activity."

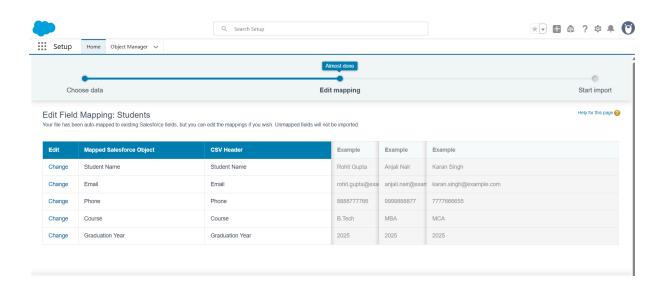
Phase 8: Data Management & Deployment

• Data Import Wizard

1. Alumni data

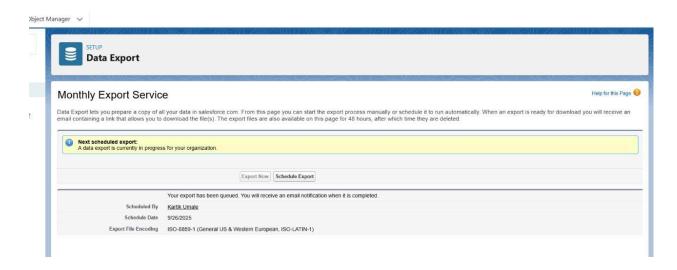


2. Student data



Duplicate Rules (Optional)

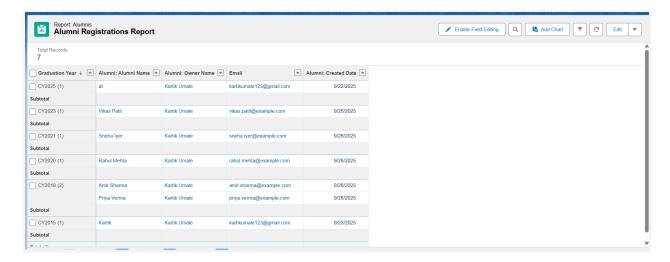
Data Export & Backup



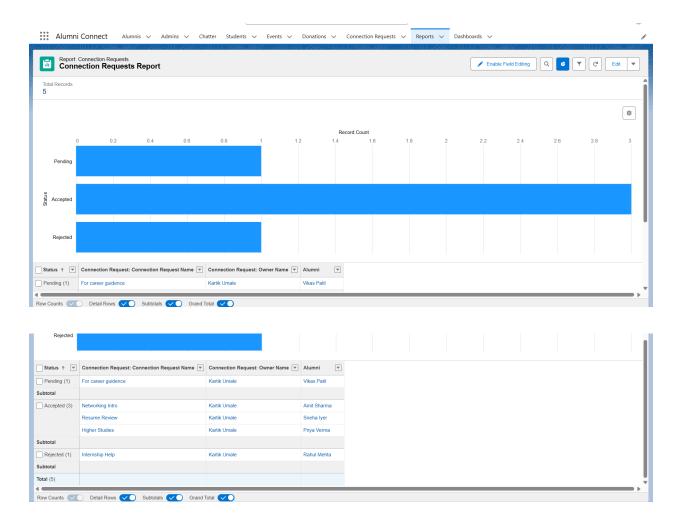
Phase 9: Reporting, Dashboards & Security Review

Reports

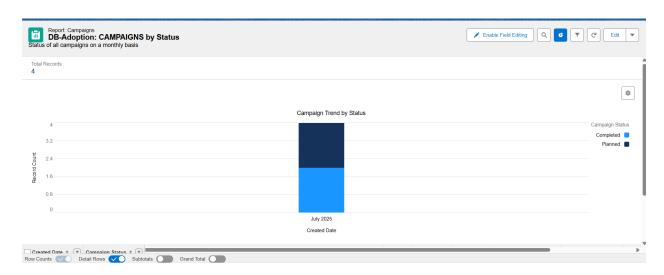
1. Alumni Registrations Report



2. Connection Requests Report

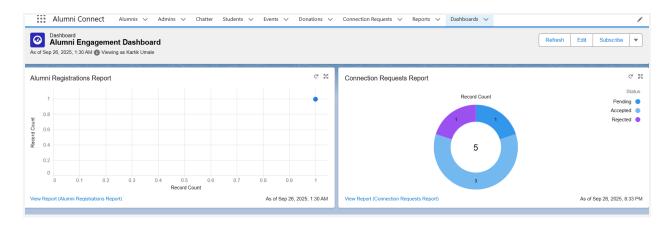


3. Report: Campaigns DB-Adoption: CAMPAIGNS by Status



Dashboards

1. Alumni Engagement Dashboard



Sharing Settings

Organization-Wide Defaults	Edit		Organization-Wide Defaults Help ?
Object	Default Internal Access	Default External Access	Grant Access Using Hierarchies
Admin	Public Read/Write	Private	✓
Alumni	Public Read Only	Private	✓
Connection Request	Private	Private	✓
Donation	Public Read Only	Private	✓
Events	Private	Private	✓
Student	Private	Private	✓

Phase 9: Final Presentation & Demo Day

Video Link -

https://drive.google.com/file/d/1m2D2CDOPGR91V5CuM4IXNrSSKwy3I_Ep/view?usp=sharing