

## Phase 10: Final Presentation & Demo Day

### Goal

Showcase the **Medicare Cloud Project** end-to-end, highlight its value, gather feedback, and prepare it for portfolio or professional use.

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### **1** Pitch Presentation

**Purpose:** Summarize the project problem, solution, and benefits.

- **Include:**
    - Problem statement: Manual hospital workflows and scattered data.
    - Solution: Salesforce Medicare Cloud with Patients, Appointments, and Claims.
    - Key Features: Data model, automation, security, and integrations.
    - Benefits: Increased efficiency, reduced errors, and better patient care.
  - **Tool:** PowerPoint or Google Slides.
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### **2** Demo Walkthrough

**Purpose:** Demonstrate the live Salesforce org.

- **Steps to Demo:**
  1. Log in as **Doctor** → Create Patient & Appointment.
  2. Log in as **Nurse** → Update notes and view appointments.
  3. Log in as **Insurance Officer** → Process an Insurance Claim.
  4. Log in as **Admin** → Show Dashboards & Reports (e.g., today's appointments, claims).
  5. Highlight **Automation** → Show Validation Rule error, Workflow email, or Flow execution.
- **Pro Tip:** Use a pre-planned demo script to avoid missing steps.

### **Feedback Collection**

**Purpose:** Gather insights from stakeholders, mentors, or users.

- **Methods:**
    - Google Form or MS Forms survey.
    - Live Q&A during demo.
    - Post-demo email follow-up.
  - **Sample Questions:**
    - Does the solution meet requirements?
    - What functionality is missing?
    - Is the UI easy to use?
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### **Handoff Documentation**

**Purpose:** Ensure smooth transition to future admins or developers.

- **Deliverables:**
    - **Admin Guide:** Users, Profiles, Roles, Permission Sets.
    - **Technical Guide:** Objects, Fields, Automations, Integrations.
    - **Deployment Guide:** Sandbox → Production steps.
    - **Known Issues & Future Enhancements.**
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### **LinkedIn/Portfolio Showcase**

**Purpose:** Highlight project experience publicly.

- Create a **LinkedIn Post/Article** with:
  - Title: *"Salesforce Healthcare Project – Medicare Cloud"*
  - Key highlights (data model, automation, integration).
  - Screenshots or demo video.

- Hashtags: #Salesforce #Healthcare #CRMProjects.
  - Add project write-up and artifacts to **Portfolio/Resume**.
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