**Lead Management & Task Tracking System**

**Phase 10: Final Presentation & Demo Day**

## 1. Introduction

Phase 10 focuses on preparing, presenting, and showcasing the project to stakeholders. This phase ensures that your project is **well-documented, demonstrated effectively, and visible professionally**.

**Objectives:**

* Present project goals, features, and business value.
* Demonstrate the functionality of the Lead Management & Task Tracking System.
* Collect feedback for improvement.
* Document the project for future reference and portfolio showcase.

## 2. Pitch Presentation

**Purpose:** Introduce your project, its objectives, and business impact.

**Setup Steps:**

1. Use **PowerPoint, Google Slides, or Canva**.
2. Include slides covering:
   * Project Title & Team Members
   * Problem Statement & Industry Context
   * Key Features & Functionalities
   * Salesforce Architecture (Objects, Flows, Apex, LWC)
   * Integrations and Automation
   * Reporting & Dashboards
   * Security & Data Management
3. Keep slides **concise and visually appealing**.
4. Practice **3–5 minute pitch** per slide.

**Deliverable:** Final pitch presentation ready for Demo Day.

## 3. Demo Walkthrough

**Purpose:** Show real-time functionality to stakeholders.

**Setup Steps:**

1. Prepare **Salesforce Sandbox or Dev Org** with sample data.
2. Demonstrate key features:
   * Creating and managing leads
   * Assigning tasks and tracking progress
   * Process automation (Flows, Approval Processes)
   * LWC components (Lead Dashboard, Task List)
   * Integration examples (HTTP callouts, Platform Events)
   * Reports and dashboards
3. Highlight **user experience and workflow efficiency**.
4. Record a **demo video** as backup for remote presentations.

**Deliverable:** Live demo or recorded walkthrough showing all key functionalities.

## 4. Feedback Collection

**Purpose:** Gather suggestions from stakeholders to improve the system.

**Setup Steps:**

1. Create **feedback forms** using Google Forms, Microsoft Forms, or Salesforce Surveys.
2. Ask questions like:
   * Are the features intuitive and useful?
   * Are the reports/dashboards insightful?
   * Any missing functionalities?
   * Overall user experience feedback
3. Compile and analyze the feedback for improvements.

**Deliverable:** Feedback report from Demo Day stakeholders.

## 5. Handoff Documentation

**Purpose:** Provide detailed documentation for future maintenance or upgrades.

**Contents:**

1. **Project Overview:** Objectives, scope, and business impact.
2. **Configuration Documentation:** Objects, fields, Flows, Apex, LWC components.
3. **Integration Details:** Named Credentials, API endpoints, Platform Events, CDC.
4. **Security & Data Management:** Sharing rules, FLS, duplicate rules, backup strategies.
5. **Deployment Instructions:** Change Sets, managed/unmanaged packages, org setup.
6. **Reports & Dashboards:** Sample reports, dashboard snapshots, report types.

**Deliverable:** Comprehensive project handoff document.

## 6. LinkedIn / Portfolio Project Showcase

**Purpose:** Highlight the project publicly for professional visibility.

**Setup Steps:**

1. Create a **LinkedIn post** or **portfolio webpage** summarizing:
   * Project name and objective
   * Key features and tech stack (Salesforce, Apex, LWC, Flow, Integrations)
   * Screenshots of dashboards and LWC components
   * Optional demo video
2. Tag relevant technologies and your institution.
3. Add it to **resume/portfolio** under Salesforce projects.

**Deliverable:** Public-facing portfolio entry and LinkedIn post showcasing the project.