Phase 10: Final Presentation & Demo Day – (Online Laptop Booking)

1. Pitch Presentation

 Purpose: Communicate the business problem, Salesforce solution, and project impact to stakeholders, managers, or evaluators.

• Content of Pitch:

1. Business Problem:

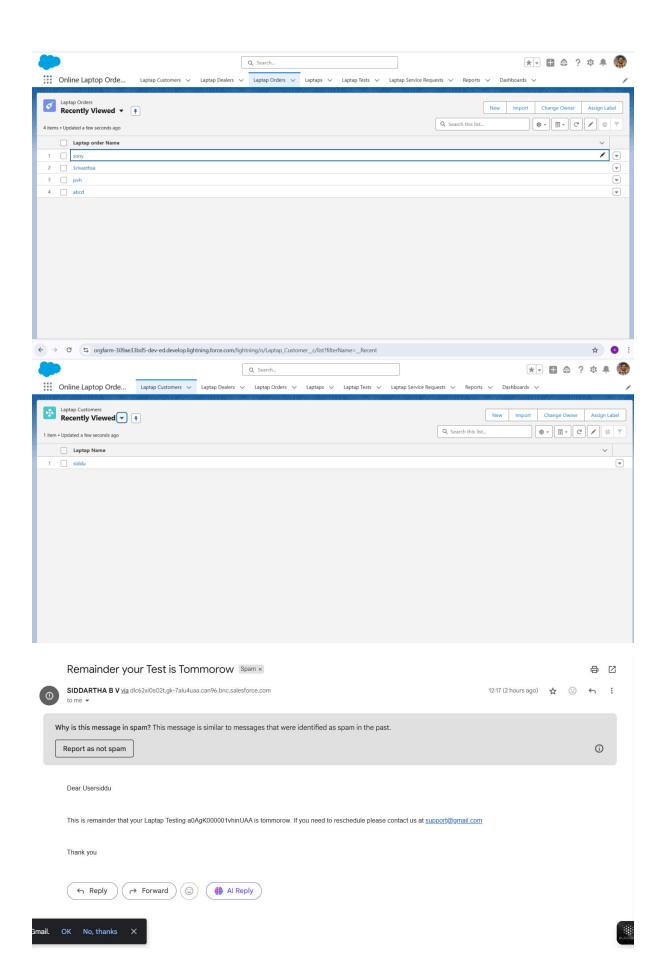
- Multiple dealers managing laptop orders manually
- Customers unable to track order and service status efficiently
- Risk of errors in stock management and service tracking

2. Salesforce Solution:

- Custom objects for Laptop, Dealer, Customer, Order, Testing, and Service Testing
- Automated workflows, validation rules, approval processes, and LWC forms
- Role-based dashboards and dynamic reporting for Admins, Dealers, and Sales

3. ROI / Impact:

- Faster order processing and service handling
- Reduced manual errors
- Improved customer satisfaction and dealer accountability



2. Demo Walkthrough

- Purpose: Provide a live demonstration of the system in action.
- Key Demonstration Steps:
 - 1. Order Creation:
 - Create a Laptop Order using LWC order form or screen flow
 - Assign to Dealer and select Laptop model and quantity
 - 2. Dealer Assignment & Approval:
 - Show high-value orders going through approval process
 - Dealer receives notification for assigned orders
 - 3. Testing & Service Completion:
 - Update Laptop Testing records and show status changes
 - Update Service Testing records and notify customer
 - 4. Dashboards & Reports:
 - Show dealer performance dashboard, customer tracking dashboard, and pending service dashboard
 - Demonstrate dynamic dashboards for different user roles

3. Feedback Collection

- **Purpose:** Gather input from stakeholders to improve the system.
- Methods:
 - o **Surveys or forms:** Ask users to rate usability, functionality, and suggestions
 - Interviews or Q&A sessions: Collect qualitative feedback on improvements or missing features
- Impact:
 - o Ensures continuous improvement
 - Helps identify gaps in the current implementation before final handoff

4. Handoff Documentation

- Purpose: Provide detailed guides for future users and administrators.
- Contents:
 - 1. **Setup Guide:** Steps to configure the Salesforce org, objects, fields, and automation

- 2. **User Manual:** Instructions for Sales, Dealers, Admins, and Support on using the system
- 3. **Deployment Notes:** Details about Sandbox testing, change sets, and deployment processes
- 4. **Troubleshooting Tips:** Common issues and solutions

• Impact:

- o Ensures smooth transition and adoption
- Reduces dependency on the original developer for support

Summary of Phase 10

- 1. Pitch Presentation: Communicate business problem, solution, and ROI
- 2. **Demo Walkthrough:** Live showcase of order creation, dealer assignment, testing, service completion, and dashboards
- 3. Feedback Collection: Collect stakeholder insights for improvement
- 4. **Handoff Documentation:** Provide detailed setup guides, user manuals, and troubleshooting notes