

Amazon Connect CTI Adapter v5 for Salesforce Lightning

Setup and Installation Guide



December, 2020

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Abstract

This guide details the integration between Amazon Connect and Salesforce Lightning. It covers the installation, configuration, and operation of the two primary components of the integration: the Amazon Connect CTI Adapter for Salesforce and the AWS Serverless Application Repository for Amazon Connect Salesforce integration.

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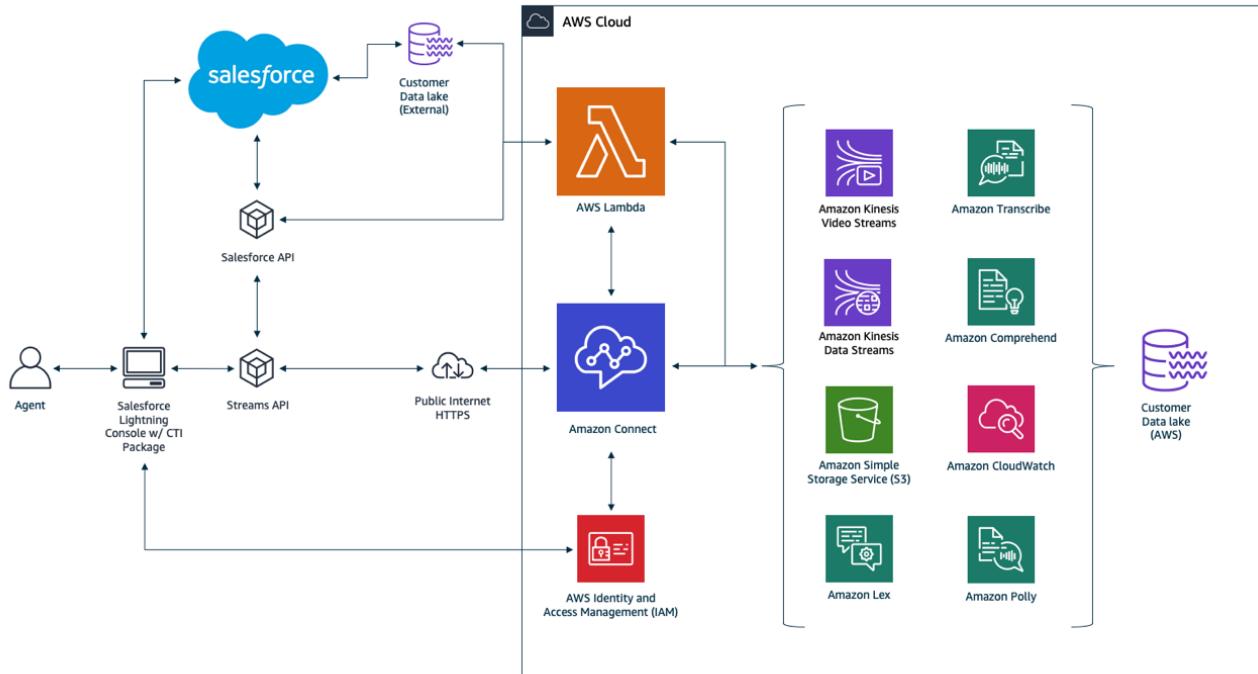
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Introduction

The Amazon Connect CTI integration consists of two components, a [managed Salesforce package](#) and an [AWS Serverless application](#) deployed to your AWS environment. The managed package provides the core CTI integration between Amazon Connect and Salesforce. The Serverless repository adds to the core CTI integration by providing additional tools that provide access and analysis of data from both platforms. With these components, customers can build a deep integration between Amazon Connect and Salesforce.



Release Notes

Important: when upgrading the CTI Adapter, please make sure that the Salesforce Lambdas are also updated to the newest version. Also review the [CTI Adapter Installation Troubleshooting and Common Issues](#) section for known issues and troubleshooting.

5.9 December 2020

- **Feature:** Amazon Connect Contact Lens post call integration - Contact Lens transcripts and insights are now supported in CTI contact channel analytics
- **Feature:** Amazon Connect Tasks support - Added the Amazon Connect Task Contact as a source to CTI Flow in addition to Task specific events
- **Feature:** CTI Block - Is Task Contact? - Check if the contact is a task
- **Feature:** CTI Block - Create Task Contact - Creating a new task contact with certain inputs.
- **Feature:** CTI Block - Pop Task Contact's Reference Urls - Pop any reference urls that are related to the task contact
- Upgraded Salesforce API to v50.0.
- **Feature update:** If you have CCP open on multiple tabs, CTI Flows will be executed only on one of them. The execution will be performed on the current tab, by default. If the agent is currently looking at a different site, a random tab will be selected to perform the execution.
- **Enhancement:** \$User.ProfileId is now available through "userProfile" property.
- **Enhancement:** CTI Flow execution timeout window has been increased to 60 seconds.

- **Feature update:** When the CCP popout is opened, we now ask for a confirmation before refreshing or closing the tab that opened it. Note that if you do close the original tab, the pop out might also be closed.
- **Bugfix:** Voicemail Drops feature has been fixed.
- **Bugfix:** CTI Flow "Open Subtab" block has been fixed.

5.7 November 2020

- **Feature update:** Change audio recording feature in the Contact Channel Analytics page to use an audio streaming approach. Please review the updated [Contact Channel Analytics](#) section for the setup details.
- **Feature:** Add permission set specifically for the audio recording feature
- **Feature:** Localization into 9 languages.
- **Feature:** Add callType to return fields of "Get Contact Properties" block
- **Feature:** Add formatted phone number to return fields of "Get Contact Properties" block
- **Feature:** Add script name to CTI flow definition file.
- **Feature:** Remove context from log outputs
- **Bugfix:** Return field of "Open Primary Tab" was value, not id, as specified. We now provide it in both `value` and `id` fields for backward compatibility.
- **Feature:** Make the error message shown when the execution runs too long more informative.
- **Feature:** Make sure the attributes overlay doesn't open automatically when CCP is opened. Documentation: "Create and pop that task" default flow is fixed.
- **Bugfix:** update return value of "Get Agent Configuration" block to match the documentation.
- **Feature:** Increase CTI Flow timeout to 10 seconds.
- **Bugfix:** remove the leading wildcard matcher in "Get Salesforce Contact Id" block query. The wildcard matcher caused performance issues with the query. Going forward make sure the phone number is an exact match to the one in file.
- **Bugfix:** Ensure "Join Strings" block does not ignore boolean false values.
- **Bugfix:** Ensure "Log to Console" block does not ignore boolean false values.
- **Feature:** Add uid field on top of the block on the canvas.
- **Bugfix:** Remove the loginWindow object from log output because it errors with "Cannot convert object to primitive value."
- **Bugfix:** ContactChannel object updates to new agent if previous agent rejected or missed a contact
- **Bugfix:** Changing status to logout now correctly logs agent out
- **Feature:** Rename "Enable Click to Dial?" to "Can Make Outbound Calls?".
- **Feature:** CTI Flow Block - math function - "Multiply"
- **Feature:** CTI Flow Block - math function - "Divide"
- **Feature:** CTI Flow Block - "Get Tab Object Map"
- **Feature:** CTI Flow Block - "Close Salesforce Tab"
- **Feature:** CTI Flow Block - "Delay"
- **Feature:** CTI Flow Block - "Get Primary Tab Ids"
- **Feature:** Improve browser log formatting.
- **Feature:** CTI Flow Block - "Get Tabs With Matching Url"

- **Feature:** *Update Connect agent status when all Salesforce tabs are closed*: You can set the agent status to a specific state if the SetAgentStatusOnSessionEnd feature is turned on and the agent's routing profile name includes the value of IfProfileNameIncludes setting, such as "On-Call." By default, the agent status is set to "Offline" if the feature is enabled and nothing is specified for IfProfileNameIncludes. If this feature is enabled, the agent will be automatically shown as available when they login to Salesforce and the CCP.
- **Feature:** CTI Flow Block - Length"
- **Feature:** CTI Flow Block - "Slice"
- **Feature:** CTI Flow Block - "Cast a Value to a Type"
- **Bugfix:** Agent is able to accept calls when Medialess is turned on.
- **Feature:** CTI Flow Block - "Get CCP Logs" Remove "Initialization" and "Browser" sources
- **Feature:** Allow users to specify Amazon Connect Instance url in CTI Adapter details in addition to Amazon Connect Instance Alias

5.5 October 2020

- **Feature:** CTI Flow Block - "Clear All Properties"
- **Feature:** CTI Flow Block - "Unset Property"
- **Feature:** CTI Flow Block - "Show All Attributes"
- **Bugfix:** Attributes panel can now display attributes of transferred contacts.

5.4 Late September 2020

- **Feature:** You can now provide additional ad-hoc fields to "Create a Task" block. (Note: the values of these fields don't have a lookup dropdown yet.)
- **Feature:** New CTI Block! - You can now create "counters" with the "Update Counter" and read the value of your counters using "Get Counter" block.
- **Feature:** You can now get the number of open tabs from `openAgentTabs` counter.
- **Feature:** You can now compare multiple things using "Is One Of?" block in CTI Flows.
- **Feature:** New CTI Block! - You can now extract a value from a complex value, such as an array or an object, using the "Extract Value" block. (This comes handy when you retrieve a Salesforce object.)
- **Feature:** New CTI Block! - You can use the Salesforce retrieve API to fetch a record from the server by id using "Retrieve Salesforce Record" block.
- **Feature:** New CTI Block! - You can use the "Get Salesforce Contact Id" to fetch the id of a Salesforce contact by its phone number.
- **Feature:** New CTI Block! - You can now show a window alert using "Alert" block.
- **Feature:** New CTI Block! - You can now use create a complex string using string templates and multiple variables with the help of "String Template" block.
- **Bugfix:** When a screenpop is "deferred," the CTI Block used to return an inexact match and the Id field in the return value of the block would be blank. This issue has been fixed in this release.
- **Bugfix:** Presence sync is working again. The current release also reduces the wait threshold between each presence sync update from 1 second to 100ms, i.e. co-occurring events won't get lost anymore (as much).

- **Bugfix:** The encoding issue affecting "SOQL Block" has been fixed. The single quotes in the SOQL query are no longer encoded as HTML entities.
- **Bugfix:** To access the return value of another block, power users use "magic strings," e.g. \$.actions..results., but these strings used to be cleared in the UI when the block is selected on the canvas. This issue is now fixed.
- **Bugfix:** The spelling of TaskSubtype field in "Create a Task" block has been fixed. Your TaskSubtype won't get lost anymore.
- **Bugfix:** Call recording view for a Case has been fixed.
- **Bugfix:** "Is Contact Inbound?" block is working again.
- **Bugfix:** "Is Truthy?" block now works with boolean input values.
- **Bugfix:** Salesforce UI onNavigationChange event listener is working again.
- **Bugfix:** We now alert you to change your instance alias if you try to sign in with instance alias set to "default."

5.3 September 2020

- **Bugfix:** Fix the issue that caused ACSFCCP_CallRecordingTask component to not work.

5.1 Late August 2020

- **Bugfix:** Ensure "Get App View" CTI Flow block doesn't break the sidebar
- **Enhancement:** Add "queueARN" field to "Dial Number" CTI Flow block
- **Bugfix:** Ensure some required CTI Flow block fields are not shown as "optional"
- **Bugfix:** Ensure "Save (or Create) a Record" block works as expected
- **Bugfix:** Fix the validation error on "CallDurationInSeconds" field in "Create a Task" block
- **Bugfix:** Fix phantom scrollbar on Windows machines
- **Bugfix:** Fix issue where copying contact attributes to clipboard doesn't work
- **Bugfix:** Fix issue where "saveLog" CTI Flow block throws an error
- **Bugfix:** Fix issue with onOffline Flow event not firing
- **Bugfix:** Fix various omnichannel presence sync bugs
- **Bugfix:** Ensure the CCP default dimensions are adjusted to CCPv2 defaults
- **Feature:** Add block "Set Agent Status By Name on Connect."

5.0 August 2020

- **This release has new features and updates:** Please test and validate version 5.0 in your Salesforce sandbox before upgrading this in production.
- **CTI Flows:** CTI Flows replace Lightning CTI Extensions in allowing customers to build their agent for Lightning and Classic via a drag drop UI. Many of the CTI blocks are similar to the Lightning CTI Extension script API calls and can be mapped similarly. Lightning CTI Extension scripts are NOT automatically migrated to CTI Flows. When upgrading the with existing scripts, it will give you the option to download the existing script for reference before building your CTI Flows. We strongly recommend you validate this install/upgrade in a test environment and fully test the CTI Flows against your previous scripts functionality. Please open a support ticket if there is additional functionality you require from your current scripting implementation.

- **Security Profile improvements:** AC Administrator, AC Agent, and AC Manager permission sets to enforces objects access and fields level (FLS) as per Salesforce security guideline for managed package. To Amazon Connect Objects and fields, user should either one of Amazon Connect permission sets AC Administrator, AC Agent, and AC Manager.
- **Attributes:** Amazon Connect CCP (Contact Control Panel) in Lightning Classic now display an overlay for showing attributes consistently.
- **AWS Secrets Manager** support for storing Salesforce credentials.
- **VPC Support:** ability to place Lambdas in VPC
- **New Salesforce API integration:** Exposed new operations in sfinvokeapi read or create Salesforce records(query queryOne, createChatterPost, createChatterComment, lookup_all, delete)
- **Upgrade:** Amazon Connect Streams API bumped up to version 1.5.
- **Bugfix:** Task creation issue for non connect users - Fixed task trigger apex code, added a validation before security access check for Amazon managed package objects
- **Bugfix:** Contact interaction fixed.
- **Other minor bugfixes and improvements**

4.5 April 2020

- **This release has new features and updates:** Please test and validate version 4.5 in your Salesforce sandbox before upgrading this in production.
- **Installation / Configuration:** AC_Administrator permission set has been added to manage CTI Configuration in addition to AC_Manager and AC_Agent. See documentation for further information.
- **API:** Updated support for CCPv2 in Classic/Console. See documentation for Call Center settings.
- **Bugfix:** Updated attribute display to resolve duplicated attributes.
- **Security:** Improved control access at the object-level, the record-level, and at the field level.

4.4 March 2020

- **This release has significant new features and updates:** Please test and validate version 4.4 in your Salesforce sandbox before upgrading this in production.
- **Documentation:** Guide has been rewritten and restructured based on feedback.
- **Installation / Configuration:** Improved installation and configuration guide
- **Installation / Configuration:** Added Enhanced Agent Logout functionality to Lightning.
- **API:** Updated to the latest Amazon Connect Streams and Chat libraries
- **API:** Additional extensibility methods provided
- **Setup:** Improved Presence Sync Rule editor
- **Setup:** CTI Adapter validation is performed upon initialization and will inform the user of common misconfigurations.
- **Setup:** Additional CTI Script examples are provided.
- **Setup:** The ability to place the lightning transcript view on Task, Contact Channel, and Contact Channel Analytics object has been added.
- **Bugfix:** Updated whitelisting steps to address login popup issue.
- **Bugfix:** OmniChannel workload data not being usable has been resolved

- **Bugfix:** CTI Attribute issue when processing multiple pieces of contact attribute data has been resolved.
- **Bugfix:** The call transcript now scrolls within a fixed region rather than consuming vertical space.
- **Bugfix:** Finding Task Record in Classic/Console fixed.
- **Security:** The ability to create, update, and delete AC_CtiAdapter, AC_CtiScript, AC_CtiAttribute and AC_PresenceSyncRule records has been removed from the AC_Agent permission set.

4.2 December 2019

- **This release has significant new features and updates:** Please test and validate version 4.2 in your Salesforce sandbox before upgrading this in production.
- **Installation / Configuration:** Improved installation and configuration guide
- **API:** Lightning CCP Extension scripts and reference guide
- **Setup:** A default CTI adapter and scripts for click-to-dial, voice contact pop, and chat contact pop are not included in the base installation.
- **Editor:** A more robust script editor is included for use in CTI adapter / script configuration.
- **Bugfix:** SSO issue has been resolved

4.1 November 2019

- **This release has significant new features and updates:** Please test and validate version 4.1 in your Salesforce sandbox before upgrading this in production. As we look to simplify documentation, this release introduces a new [Amazon Connect CTI Adapter v4 for Salesforce Lightning](#) setup and installation guide. Please review this setup guide in detail to see all the latest changes for Lightning CTI Adapter installations.
- **Classic and Console CTI setup guide:** Please use the [Amazon Connect CTI Adapter v4 for Salesforce Classic](#) setup and installation guide for Classic and Console CTI Adapter installations.
- **Amazon Connect Chat and Contact Control Panel (CCP) v2:** support for Amazon Connect chat and integration of CCP v2. CCP v2 is required for Lightning CTI Adapter installations. CCP v1 is still supported for Classic / Console CTI Adapter installations.
- **Historical and Real-Time Reporting:** updated historical metric functionality with additional metrics and dashboards. Added real-time metrics and dashboards. This functionality requires an update of AWS Serverless Lambda functions for Salesforce.
- **Lightning CCP Extensions and configuration:** We have revamped the approach for the Call Center config and have added a new AC CTI Adapters Lighting config page.
- **High Velocity Sales:** CTI Adapter integration supported for Salesforce High Velocity Sales product.

Key Benefits and Requirements

Key Benefits

The key benefits of the Amazon Connect CTI Adapter are:

- **Amazon Connect Voice and Chat:** ability to take voice and chat calls in the salesforce agent experience and advanced screen pop on the incoming phone number, case, account or contact. Agents can also click to dial a number within their contacts.
- **Single Sign-On support:** seamless login with Connect and Salesforce with any standard SAML 2.0 provider.
- **Call disposition and activity management:** configure post call workflows to support your Agent's after call work.
- **Call logging and recording:** Voice and chat interactions can be logged as Salesforce activities and Amazon Connect call recordings can be played within the Salesforce.
- **Omnichannel Presence Sync:** enable Salesforce chat, sms and email to share presence with Amazon Connect. Amazon Connect will know when an agent is handling a Salesforce chat and make them unavailable for a voice call, and vice versa.
- **CTI Flows:** easily customize and extend behaviors within the CTI Adapter such as screenpop and activity management. Default flows along with the API guide provide key examples.
- **High-velocity sales (HVS):** using Salesforce HVS, enable your inside sales team to follow a repeatable pre-define sales cadence for your business. It enables sales managers and reps to work on prioritize list of prospects and follow best sequence of sales outreach activities defined by your sales process.

The key benefits of the AWS Serverless Application Repository for Salesforce are:

- **Access Salesforce Data:** easily inject salesforce data into the customer experience. Businesses can offer personalized greetings and dynamic routing based on customer information, create new objects, update existing records, and delete items based on customer choices in the IVR.
- **Contact center real-time reports:** display real-time contact center metrics within Salesforce from Amazon Connect.
- **Contact center historical reports:** display historical contact center metrics within Salesforce from Amazon Connect.
- **Contact analytics:** transcribe voice calls and perform analysis of the conversations using AI to surface sentiment, keywords, syntax, entities, etc.

We recommend that you initially install and configure the package into your Salesforce sandbox. This will allow you to test the integration, become more familiar with it, and modify it to your needs prior to deploying it to your production org.

If you are using Lightning, you can get a head start by working through the [Build an Amazon Connect Integration Salesforce Trailhead](#).

Requirements

To successfully deploy, configure, and implement the Amazon Connect integration with Salesforce, you must ensure that the following requirements and prerequisites are in place before.

Prerequisites - Amazon Connect CTI Adapter

In order to successfully install and configure the Amazon Connect CTI Adapter from the AppExchange you will need:

1. Salesforce
 - a. Salesforce org with Lightning experience
 - b. My Domain configured and deployed to users
2. An Amazon Connect instance
3. SAML Details (If using SAML)

Prerequisites - AWS Serverless Application Repository for Salesforce

In order to successfully install and configure the Salesforce functions from the Serverless Application Repository, you will also need:

1. A Kinesis stream configured for your Amazon Connect contact trace records (CTRs)
2. Salesforce:
 - a. An API user account
 - b. A new Connected App

Browser Compatibility

Amazon Connect requires WebRTC to enable soft-phone voice media stream and Websockets to enable soft-phone signaling. Consequently, users are required to use the latest version of either Google Chrome or Mozilla Firefox. For more information, please see the [Amazon Connect documentation](#).

Salesforce Lightning Support

Please note that following features are currently not supported in Salesforce Lightning:

- Outbound Campaign Calls using Salesforce Omni can be routed to the agent, but the automated screen pops and the dialing of the phone number will not work. The agent will

have to click on the record links to open the records and use Salesforce's Click-to-Dial feature to make the phone call.

- Lightning Standard Navigation is not currently supported in App Options for the Amazon Connect CTI Adapter.

Installation

The Amazon Connect integration with Salesforce consists of two components: The CTI Adapter Managed Package, which is available at no cost in the AppExchange Marketplace, and the AWS Serverless application package for Salesforce, which provides additional features beyond the baseline CTI integration.

Installing CTI Adapter Managed Package from AppExchange

The Amazon Connect CTI Adapter for Salesforce provides the core integration between the two platforms. It embeds the Amazon Connect Contact Control Panel into Salesforce which provides telephony control as well as access to event data coming from Amazon Connect. Using this adapter, you can configure screen pops based on customer data, automate contact center telephony functions like click-to-dial, and establish presence syncing rules for integration with Salesforce Omni-Channel. This is the base of the integration.

Installing the Package

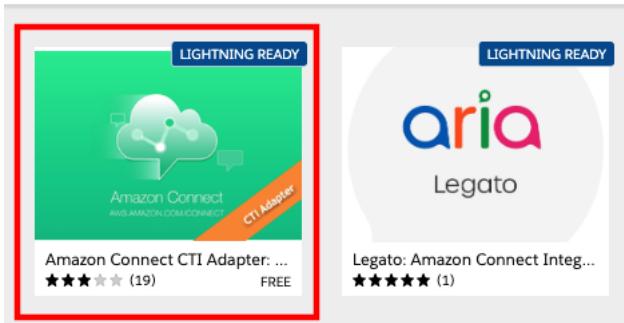
The first step in the deployment of the integration is to install the Amazon Connect CTI Adapter managed package from the AppExchange Marketplace.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find**, type **AppExchange** (the results will populate without hitting enter)
3. Select **AppExchange Marketplace** from the links provided
4. In the AppExchange window, enter **Amazon Connect** into the **Search AppExchange** field and press enter
5. In the **Search Results**, select **Amazon Connect CTI Adapter**

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Search Results for "Amazon Connect"

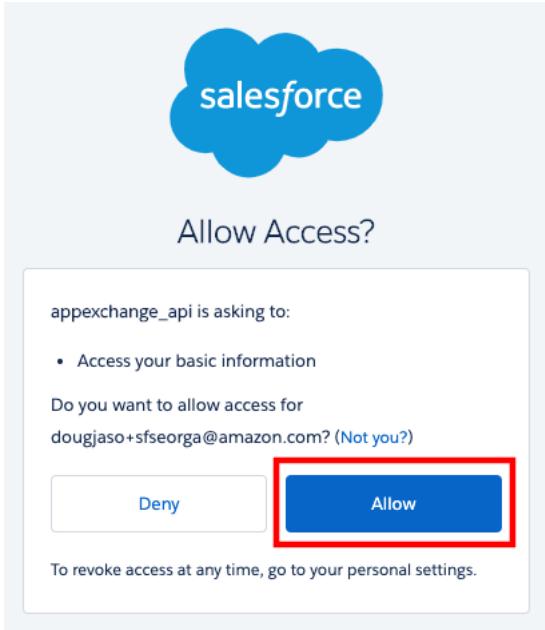
48 Apps · Sorted by Relevance



6. On the **Amazon Connect CTI Adapter** detail page, select **Get It Now**

This screenshot shows the detailed view of the 'Amazon Connect CTI Adapter' listing on the AppExchange website. The top navigation bar includes a back link, the app name, developer information ('by Amazon Web Services'), and a search bar. The main content area features a video thumbnail showing a man speaking, with a play button overlaid. To the left of the video is a sidebar with tabs for 'DETAILS' (which is selected), 'REVIEWS', and 'PROVIDER'. The 'DETAILS' tab shows a star rating of ★★★★☆, a 'Free' status, and social sharing icons. To the right of the video, there's a 'Free' badge, a brief description of the adapter's purpose, and a 'Read More' link. At the bottom of the page, there are sections for 'Highlights' and 'Contact Information' with a link to the AWS contact page. A prominent blue 'Get It Now' button is located at the bottom right, with a red box drawn around it to indicate the action step.

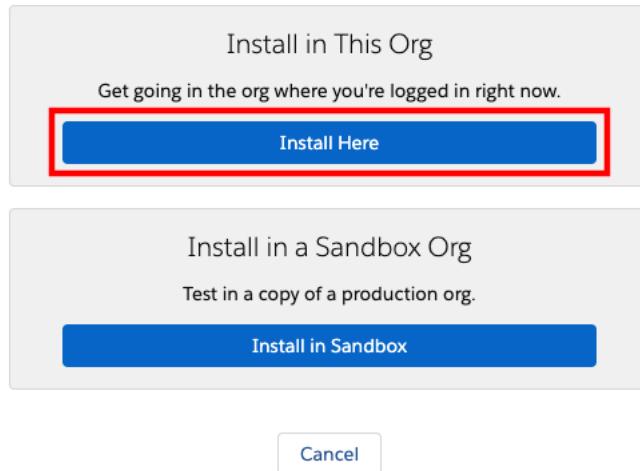
7. If you are presented with the Log In to AppExchange screen, select **Open Login Screen**. You should then be presented with an Allow Access Screen. Choose **Allow**



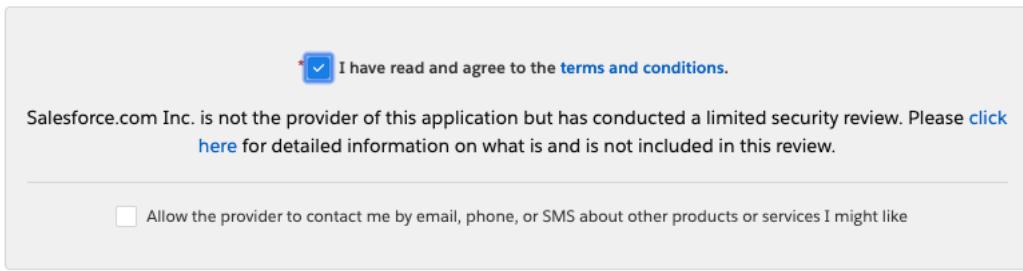
8. On the **Where do you want to install Amazon Connect CTI Adapter** page, choose the **Install Here** button in the Install in This Org section

Where do you want to install Amazon Connect CTI Adapter: CTI | Contact Center | IVR | ACD | Call Recording?

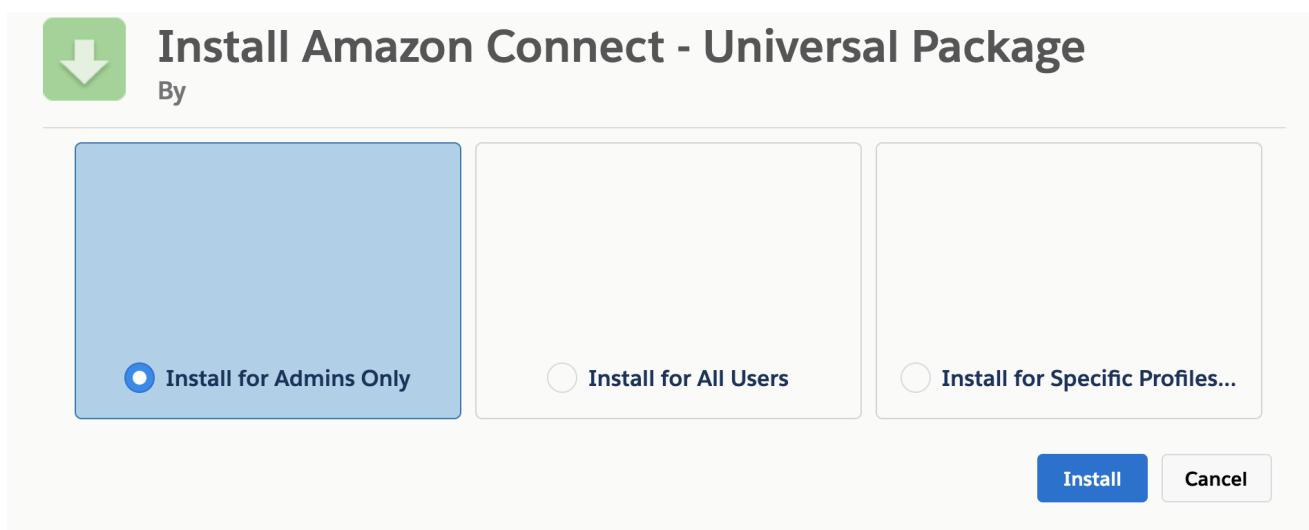
Before you install in a production org, we recommend testing in a sandbox first.



9. On the **Confirm installation details** screen, fill out the **Tell us about yourself** form, check the box to **agree with the terms and conditions**, and optionally select the box to **allow the provider to contact you**. Then select **Confirm and Install**

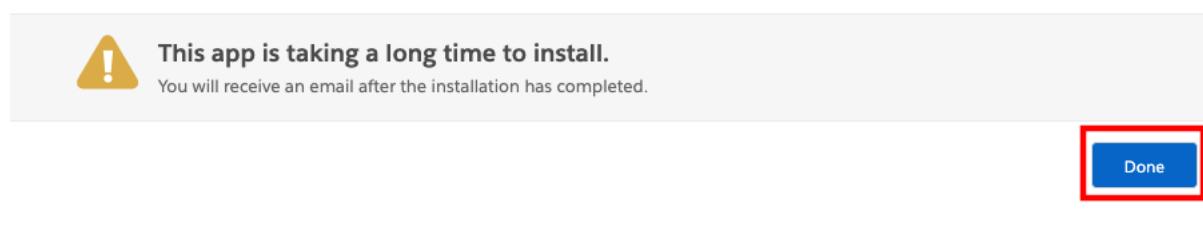
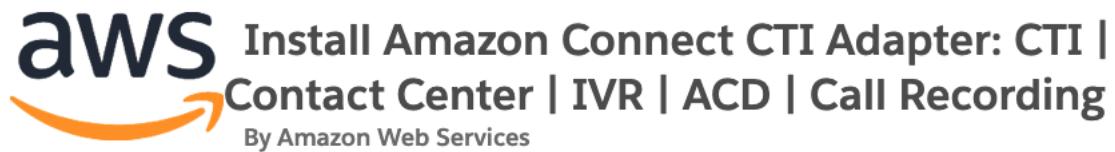


10. Select **Install for Admins Only**, then choose **Install**



11. The CTI Adapter will take some time to install. While it installs, you will be presented with the **This app is taking a long time to install** screen.

12. Choose Done.



13. Once you receive confirmation that the **installation has completed** via email, return to the browser
14. Close the **Amazon Connect CTI Adapter** detail page (if still open)
15. In Quick Find, enter **Installed**, then select Installed Packages from the result

The screenshot shows the Salesforce Setup interface. At the top, there are tabs: 'Setup' (selected), 'Home', and 'Objects'. Below the tabs is a search bar containing the text 'Installed'. Underneath the search bar, there are two collapsed sections: 'Apps' and 'Packaging'. The 'Packaging' section contains a single item, 'Installed Packages', which is highlighted with a red rectangular border.

16. Once the **Installed Packages** page opens, validate that the **Amazon Connect -- Universal Package** is installed

The screenshot shows the 'Installed Packages' page in Salesforce. The page title is 'SETUP Installed Packages'. It includes a brief introduction about AppExchange and a 'Visit AppExchange' button. Below this is a table titled 'Installed Packages' with one row. The row details the 'Amazon Connect - Universal Package' by 'Amazon AWS' with version '4.2' and namespace prefix 'amazonconnect'. The 'Install Date' is '1/21/2020, 10:42 PM'. The table has columns for Action, Package Name, Publisher, Version Number, Namespace Prefix, Install Date, Limits, Apps, Tabs, Objects, and AppExchange Ready.

Action	Package Name	Publisher	Version Number	Namespace Prefix	Install Date	Limits	Apps	Tabs	Objects	AppExchange Ready
Uninstall	Amazon Connect - Universal Package	Amazon AWS	4.2	amazonconnect	1/21/2020, 10:42 PM		0	5	20	Passed

Set Access Permissions

All users must be assigned the required permission set to access Salesforce metadata. The Amazon Connect CTI Adapter includes two Permission Sets, one for agents and one for managers, that grant users the appropriate access for their role. More information on assigning user permissions can be found in the [Salesforce help documentation](#).

1. Log in into your Salesforce org and go to **Setup**
2. In **Quick Find**, enter **Permission** and select **Permission Sets** from the results
3. Choose **AC_Administrator**, **AC_Agent** or **AC_Manager** as appropriate for the user(s)

Permission Sets

On this page you can create, view, and manage permission sets.

In addition, you can use the Salesforce mobile app to assign permission sets to a user. Download Salesforce from the App Store or Google Play: [iOS](#) | [Android](#)

All Permission Sets		Edit Delete Create New View
New		A B C D E
Action	Permission Set Label	Description
Del Clone	AC Administrator	Allows the user to configure Amazon Connect setup and provides full access to Am...
Del Clone	AC Agent	
Del Clone	AC Manager	
Del Clone	AC User	

4. Choose Manage Assignments.

5. Choose Add Assignments.

6. Select the users to assign the permissions, then choose Assign.

Assign Users							
All Users							
View: All Users Edit Create New View							
Action	Full Name	Alias	Username	Last Login	Role	Active	Profile
Edit	Chatter.Exzed	Chatter	[REDACTED]@chatter.salesforce.com	1/21/2020, 10:40 PM	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Chatter Free User
Edit	Davidson.Jason	[REDACTED]	[REDACTED]		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	System Administrator
Edit	User_Integration	[REDACTED]	[REDACTED]		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Analytics Cloud Integration User
Edit	User_Security	[REDACTED]	[REDACTED]		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Analytics Cloud Security User

7. Repeat these steps as needed for all users

AC_Administrator

Org Level Object Sharing Model	Object Access	Read	Create	Edit	Delete	View All	Modify All
Public	AC Agent Performance	<input checked="" type="checkbox"/>					
Public	AC Contact Channel Analytics	<input checked="" type="checkbox"/>					
Public	AC Contact Channels	<input checked="" type="checkbox"/>					
Public	AC Contact Trace Records	<input checked="" type="checkbox"/>					
Public	AC CTI Adapters	<input checked="" type="checkbox"/>					
Public	AC CTI Attributes	<input checked="" type="checkbox"/>					
Public	AC CTI Scripts	<input checked="" type="checkbox"/>					
Public	AC Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Historical Queue Metrics	<input checked="" type="checkbox"/>					
Public	AC Presence Sync Rules	<input checked="" type="checkbox"/>					
Public	AC Queue Metric Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Real Time Queue Metrics	<input checked="" type="checkbox"/>					
Private	AC Voicemail Drops	<input checked="" type="checkbox"/>					
Public	Amazon Connect Call Campaigns	<input checked="" type="checkbox"/>					

AC_Manager

Org Level Object Sharing Model	Object Access	Read	Create	Edit	Delete	View All	Modify All
Public	AC Agent Performance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Channel Analytics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Channels	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Trace Records	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Adapters	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Attributes	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Scripts	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Historical Queue Metrics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Presence Sync Rules	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Queue Metric Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Real Time Queue Metrics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Private	AC Voicemail Drops	<input checked="" type="checkbox"/>					
Public	Amazon Connect Call Campaigns	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

AC_Agent

Org Level Object Sharing Model	Object Access	Read	Create	Edit	Delete	View All	Modify All
Public	AC Agent Performance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Channel Analytics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Channels	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Contact Trace Records	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Adapters	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Attributes	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC CTI Scripts	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Historical Queue Metrics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Presence Sync Rules	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Public	AC Queue Metric Events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public	AC Real Time Queue Metrics	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Private	AC Voicemail Drops	<input checked="" type="checkbox"/>					
Public	Amazon Connect Call Campaigns	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Configure the Lightning Experience

In this guide, we will configure the CTI Adapter for Service Console (Lightning Experience). You may use the same procedure described in this section for other applications.

Configure Service Console

First, you need to add the CTI softphone to your Service Console.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** box, type **App Manager**, then choose **App Manager** from the result list.

The screenshot shows the Salesforce App Manager interface. At the top, there is a navigation bar with tabs: Setup, Home, Objects, and a search bar containing the text "App Manager". Below the search bar, a list of apps is displayed under the heading "Apps". The "App Manager" app is highlighted with a red box. A message at the bottom says, "Didn't find what you're looking for? Try using Global Search."

ID	Name	Type	Description	Created Date	Status	Action
12	Salesforce Chatter	Chatter	The Salesforce Chatter social network, including profiles and feeds	1/21/2020, 8:46 PM	Classic	▼
13	Service	Service	Manage customer service with accounts, contacts, cases, and more	1/21/2020, 8:46 PM	Classic	▼
14	Service Console	LightningService	(Lightning Experience) Lets support agents work with multiple re...	1/21/2020, 8:46 PM	Lightning	▼
15	Site.com	Sites	Build pixel-perfect, data-rich websites using the drag-and-drop Sit...	1/21/2020, 8:46 PM	Classic	Edit

3. Expand the drop-down menu associated to Service Console and select **Edit**.

The screenshot shows the Lightning App Builder interface. At the top, there is a navigation bar with tabs: Lightning App Builder and App Settings. The "App Settings" tab is selected. On the left, a navigation menu is open, showing several options: App Details & Branding (selected), Utility Items (highlighted with a red box), App Options, Navigation Items, and Navigation Rules.

4. Once the **Lightning App Builder** opens, select **Utility Items** from the left Navigation

5. Choose **Add Utility Item**, then select **Open CTI Softphone**.

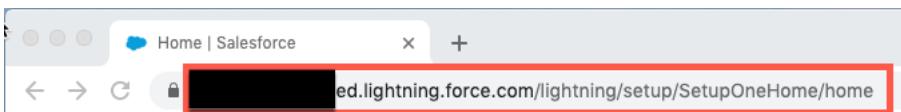
The screenshot shows the 'Utility Items' section in the Salesforce setup. At the top, there's a search bar labeled 'Search...'. Below it, a list titled 'Standard (16)' is displayed, containing icons and names for various utility items: Chatter Feed, Chatter Publisher, Einstein Analytics Dashboard, Einstein Next Best Action, Flow, History, List View, Macros, Notes, and Open CTI Softphone. The 'Open CTI Softphone' item is highlighted with a red box.

6. Change the Label, if desired, then choose **Save**.

Whitelist Your Salesforce Org with Amazon Connect

In order to embed the Amazon Connect Contact Control Panel (CCP) into your Service Console, you need to whitelist two (2) domains for your org with Amazon Connect. This allows for cross domain access to the underlying resources required for the CCP to function.

1. Log in into your Salesforce org and go to **Setup**
2. Copy the entire URL of this page and past it to a text document.



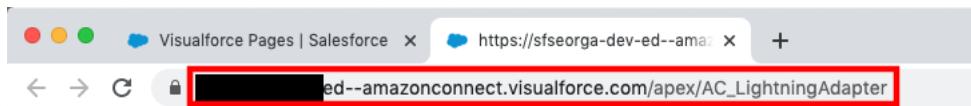
3. In the **Quick Find** field, type **visual**, then select **Visual Force Pages** from the results

The screenshot shows the Salesforce search interface with the 'Quick Find' field containing the word 'visual'. Below the field, a list of results is shown under 'Visualforce Components', with 'Visualforce Pages' highlighted by a red box. At the bottom, there's a message: 'Didn't find what you're looking for? Try using Global Search.'

4. Choose the **AC_LightningAdapter** Visualforce page

Visualforce Pages									
Visualforce Pages provide a robust and easy to use mechanism to create new and exciting user experiences for your application or to enhance existing applications to optimize your users' productivity.									
View: All Create New View									
A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Other All									
Action	Label	Name	Namespace Prefix	Api Version	Description	Created By Alias	Created Date	Last Modified By Alias	Last Modified Date
Security	AC_CreateCIAAdapter	AC_CreateCIAAdapter	amazonconnect	47.0	J0209		1/21/2020, 10:42 PM	J0209	1/21/2020, 10:42 PM
Security	AC_LightningAdapter	AC_LightningAdapter	amazonconnect	47.0	J0209		1/21/2020, 10:41 PM	J0209	1/21/2020, 10:42 PM
Security	AC_LightningScriptIncludes	AC_LightningScriptIncludes	amazonconnect	47.0	J0209		1/21/2020, 10:41 PM	J0209	1/21/2020, 10:42 PM

5. On the Visualforce detail page, select the **Preview** button. This will open a new browser tab showing the page content, which should only be a button labelled Sign in to CCP. Copy the entire URL of this page and past it to a text document.



6. In a new browser tab, login to the [**AWS console**](#)

7. Navigate to the [**Amazon Connect Console**](#)

8. Validate that you are in the correct **AWS region** for your instance, then select your instance alias from the list of instances

Amazon Connect virtual contact center instances				
Select a virtual contact center instance to manage its directory, administrator(s), telephony options, data storage, and advanced features.				
Add an Instance	Remove	Instance Alias	Access URL	Channels
<input type="checkbox"/> sfseorgateconsolidated		https://[REDACTED].awsapp...	Inbound, outbound telephony	1/21/2020

9. Choose **Application Integration** from the left navigation

10. Select + Add origin

11. In the Enter origin URL field, enter the URL of the page that you copied in step 2. Only enter the url through the .com, for example:

https://XXXXXXXXX-dev-ed-.lightning.force.com

12. Select Add. You should see your org domain listed in the Approved origins section.

Approved origins

Once you integrated with a CRM product, add the origins (scheme + host + port) that Amazon Connect will need to have access to.

https://[REDACTED] dev-ed.lightning.force.com	remove
---	------------------------

13. Select + Add origin

14. In the Enter origin URL field, enter the URL of the visualforce page that you copied in step 5. Only enter the url through the .com, for example:

<https://XXXXXXXXX-dev-ed--amazonconnect.visualforce.com>

15. Select Add. You should see your org domain listed in the Approved origins section

Approved origins

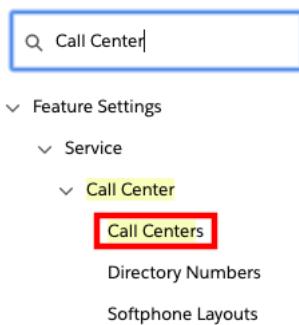
Once you integrated with a CRM product, add the origins (scheme + host + port) that Amazon Connect will need to have access to.

<https://XXXXXXXXX-dev-ed--amazonconnect.visualforce.com> [remove](#)

Modify the Call Center

Now that you have whitelisted the org in the Amazon Connect Console, you will need to modify the Call Center that was configured in Salesforce when the AppExchange package was installed. Once you complete the configuration, you add users to the Call Center to provide access to it.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter **Call Center**, then select **Call Centers** from the result list



3. If you see the **Say Hello to Salesforce Call Center** page, select **Continue**

4. Select **AC Lightning Adapter**

All Call Centers

A call center corresponds to a single computer-telephony integration (CTI) system already in place. You can manage Call Center features.

Action	Name
Edit Del	AC Lightning Adapter
Edit Del	Amazon Connect CCP Adapter Classic 3.11
Edit Del	Amazon Connect CCP Adapter Console 3.11

5. On the **AC Lightning Adapter** detail page, select **Edit**
6. Replace the **CTI Adapter URL** with the AC Lightning Adapter visualforce page url you copied in the previous section.

7. Next, change the values for **Softphone Height** to **570** and the **Softphone Width** to **330**, and choose **Save**.
8. Once you return to the AC Lightning Adapter detail page, choose **Manage Call Center Users** in the Call Center Users section
9. On the **AC Lightning Adapter: Manage Users** page, select **Add More Users**.
10. Set filters (if desired) and then choose **Find**.
11. Select the checkbox next to the user to add, then choose **Add to Call Center**.

Full Name	Alias	Username	Role	Profile
<input checked="" type="checkbox"/> Owolabi, Jason	JDowu	[REDACTED]		System Administrator
<input type="checkbox"/> User_Integration	integ	integration@009f000004azwewak.com		Analytics Cloud Integration User
<input type="checkbox"/> User_Security	sec	invoitssecurity@009f000004azwewak.com		Analytics Cloud Security User

12. Repeat the steps to add more users.

Configure the Toolkit settings

1. Navigate to **Setup** then in type **Custom Settings** in Quick Find

2. Next to the Toolkit for Amazon Connect custom setting, choose **Manage Custom Settings**

Action	Label	Visibility	Settings Type	Namespace Prefix	Description
Manage	Toolkit for Amazon Connect	Public	Hierarchy	amazonconnect	Configuration settings of the Toolkit for Amazon Connect.

3. Select **New**

Custom Setting

Toolkit for Amazon Connect

If the custom setting is a list, click **New** to add a new set of data. For dialing code.

If the custom setting is a hierarchy, you can add data for the user, for a specific user is running the app, a specific profile, or just a general value.

New

▼ Default Organization Level Value

4. On the following page, provide the URL to your Amazon Connect instance. The value of the URL field would be in the form of:

`https://your-instance-alias.awssapps.com`

Toolkit for Amazon Connect Edit

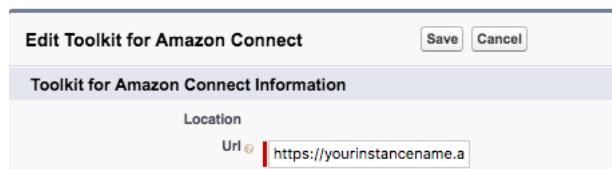
Provide values for the fields you created. This data is cached with the application.

Edit Toolkit for Amazon Connect **Save** **Cancel**

Toolkit for Amazon Connect Information

Location

Url 



5. Select **Save**

Create the Softphone Layout

Next, we need to create a softphone layout for the solution. The softphone layout settings will tell the console what resources are available for screenpop by default and what to do under different match conditions.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** box, type **Softphone**, then choose **Softphone Layouts** from the results
3. If you are presented with the Get Started message, choose **Continue**
4. On the Softphone Layouts page, choose **New**

Softphone Layouts 

A softphone is a customizable call control tool that appears in the sidebar of every salesforce.com page if a user is assigned to a call center and is working on a machine on which a CTI adapter has been installed. Similar to page layouts, you can design custom softphone layouts and assign them to call center users based on their user profile.

Name	Default	Created By Alias	Created Date	Last Modified By Alias	Last Modified Date
No records to display					

New **Softphone Layout Assignment** **Create Unit**



5. Enter a name for the layout, such as **AmazonConnectDefault**, then select the **Is Default Layout** checkbox.

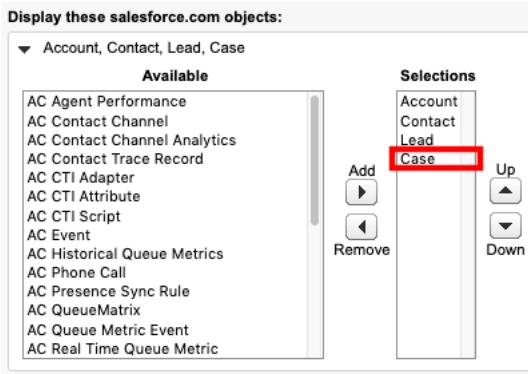
Softphone Layout Edit

Each softphone layout allows you to customize the appearance of a softphone for inbound, outbound, or transfer calls. This page shows how to edit an existing layout.



The screenshot shows a software interface titled "Softphone Layout Edit". At the top right are "Save" and "Cancel" buttons. Below them is a row with a "Name" field containing "AmazonConnectDefault" and a checked "Is Default Layout" checkbox. The entire row is highlighted with a red box.

6. Expand **Display these salesforce.com objects** and select objects that CTI Connector should be able to search, for a screen-pop query. In this example, Case has been added to the default selection, allowing search and screen-pop by CaseID.



The screenshot shows a configuration interface for selecting objects. On the left is a list of available objects under "Available", including Account, Contact, Lead, and Case. On the right is a list of selected objects under "Selections", including Account, Contact, Lead, and Case. The "Case" object is highlighted with a red box. Between the two lists are "Add" and "Remove" buttons, and "Up" and "Down" navigation buttons.

7. If desired, configure the search behavior to your requirements



The screenshot shows a list of search behavior rules. Each rule has an "Edit" link to its right. The rules are:

- If single Account found, display: Account.Name
If multiple matches are found, only the Account Name is displayed in Salesforce Classic. In Lightning Experience, all the selected fields are displayed.
- If single Contact found, display: Name
If multiple matches are found, only the Name is displayed in Salesforce Classic. In Lightning Experience, all the selected fields are displayed.
- If single Lead found, display: Name
If multiple matches are found, only the Name is displayed in Salesforce Classic. In Lightning Experience, all the selected fields are displayed.
- If single Case found, display: Case Number
If multiple matches are found, only the Case Number is displayed in Salesforce Classic. In Lightning Experience, all the selected fields are displayed.

8. Additionally, validate the Screen Pop settings. Please note that the default behavior is to not pop a screen if there is more than one result



The screenshot shows the "Screen Pop Settings" configuration. It includes sections for "Screen pops open within", "No matching records", "Single-matching record", and "Multiple-matching records". The "Multiple-matching records" section is expanded, showing options for "Don't pop any screen", "Pop to search page" (which is selected), "Pop to Visualforce page" (with a text input field), and "Pop to flow" (with a dropdown menu showing "-None-").

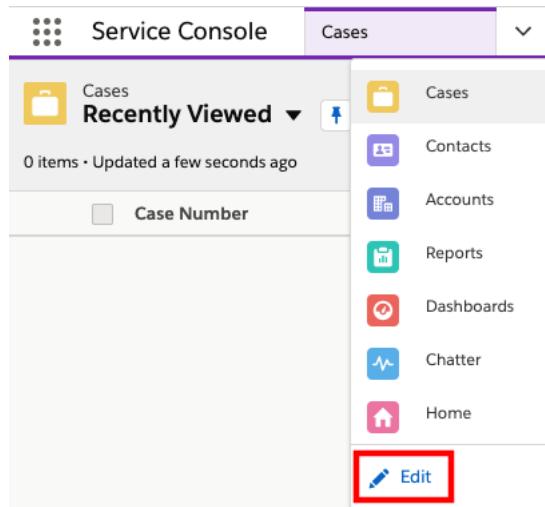
9. Once you have configured the search behavior, choose **Save**

Initial CTI Adapter Configuration

Once we have setup the Call Center, we need to do a final configuration of the CTI Adapter before we can test the basic configuration. This will tie the Lightning CTI adapter settings to the Call Center.

Add the CTI Adapter Console App

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **Edit**.



3. On the Edit Service Console App Navigation Items page, select **Add More Items**

A screenshot of the "Edit Service Console App Navigation Items" page. The title is at the top left. Below it is a section with the text "Personalize your nav bar for this app. Reorder items, and rename or remove items you've added." followed by a "Learn More" link and a help icon. At the bottom left is a section titled "NAVIGATION ITEMS (7)". In the bottom right corner of the page area is a blue "Add More Items" button, which is highlighted with a red rectangular box.

4. Select the + next to **AC CTI Adapters** and select the **Add 1 Nav Item** button

Add Items

AVAILABLE ITEMS

All 1

Search all items...

AC CTI Adapters X

1 item selected

- AC CTI Adapters
- AC Contact Channel Analytics
- AC Contact Trace Records
- AC Queue Metrics
- AC Real Time Queue Metrics
- App Launcher
- Approval Requests
- Assets
- Authorization Form
- Authorization Form Consent
- Authorization Form Data Use
- Authorization Form Text
- Calendar

Cancel **Add 1 Nav Item**

5. If desired, move the **AC CTI Adapters** button up in the navigation Items menu by dragging it up or down the list, then choose **Save** to save changes
6. Select **AC CTI Adapters** from navigation menu
7. If Recently Viewed is selected, select the drop-down and select **All** from the List Views menu.

AC CTI Adapters

Recently Viewed ▾

0 items

LIST VIEWS

All

Recently Viewed (Pinned list)

8. If no **ACLightningAdapter** entry exists, then select the new button to configure your AC CTI adapters, otherwise select the **ACLightningAdapter**
9. Fill out or confirm the Details as follows:
10. CTI Adapter Name: **ACLightningAdapter**

11. Amazon Connect Instance: The url of your Amazon Connect Instance. You can find this in the Amazon Connect Console as shown below (remove everything after ".com"):

The screenshot shows the 'Overview' section of the Amazon Connect console. On the left, there's a sidebar with links like 'Overview', 'Telephony', 'Data storage', etc. The main area has fields for 'Instance ARN', 'Directory', 'Service-linked role', 'Login URL' (which contains a redacted URL), and 'Emergency access'. A warning message below the login URL says: 'Warning: This login method will give you full permission within the Amazon Connect instance and should not be used for day-to-day operations.' There's also a link to 'Log in for emergency access'.

12. Amazon Connect Instance Region: This is the region that your Amazon Connect instance is deployed in. For this field, you will enter the region code. For example, if you have deployed your Amazon Connect instance in US East (N. Virginia), you would enter us-east-1. For a list of region codes, please refer to the [AWS Service Endpoints](#) reference

13. Call Center Definition Name: **ACLightningAdapter** Note: This is the value of the Internal Name in the call center in the Call Center definition

14. Leave all other settings at the default for now, and choose Save

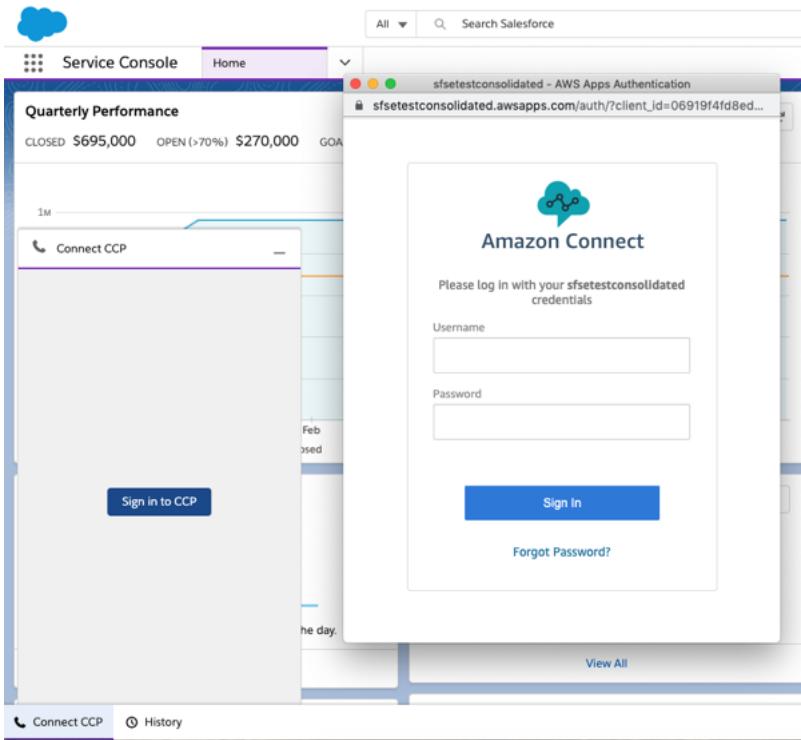
The screenshot shows the 'AC CTI Adapter' configuration page. It has a 'Details' tab open. Under 'CTI Adapter Name', it says 'ACLightningAdapter'. Other settings include 'Amazon Connect Instance' (redacted URL), 'Custom Ringtone' (unchecked), 'Softphone Popup Enabled' (checked), 'Medialess' (unchecked), and 'Single SignOn (SSO)' (unchecked). On the right, there are sections for 'Owner' (redacted), 'Amazon Connect Instance Region' (unchecked), 'Call Center Definition Name' (ACLightningAdapter), 'Debug Level' (Off), and 'Presence Sync Enabled' (checked).

15. Refresh the browser

16. In the bottom left corner of the Service Console, select the CTI Softphone icon

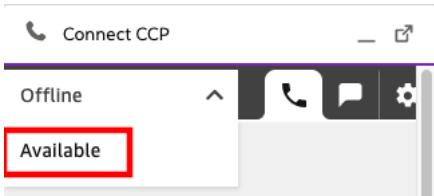


17. Select the **Sign in to CCP** button. A new window will pop up. Enter your Amazon Connect login credentials and select **Sign In**. Make sure to allow Microphone access (if asked by browser) **NOTE:** At this point, this process will only work for Amazon Connect instances configured for local user storage. If you are configuring SAML, please follow the SAML setup process in the [Single Sign On Settings](#) section before continuing.

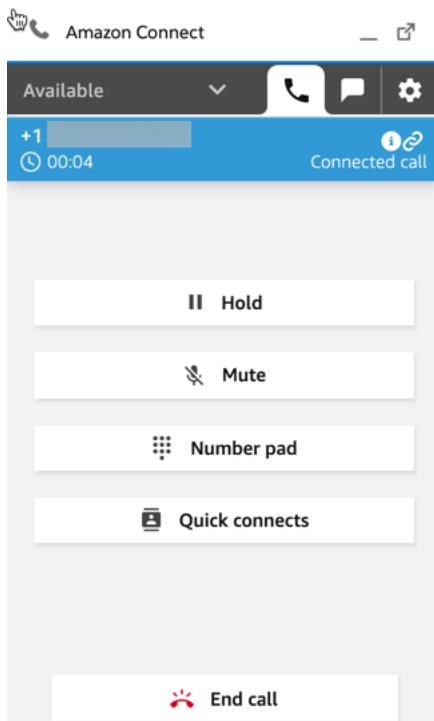
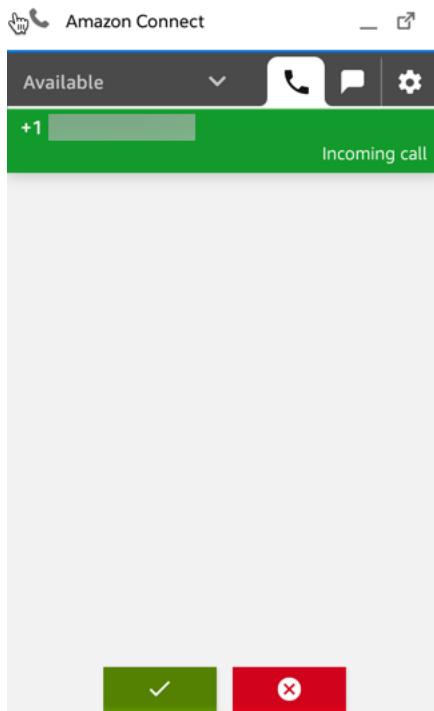


18. Once Login is successful, the pop-up window will automatically close.

19. Expand the status menu and choose Available



20. Make an inbound phone call to your Amazon Connect instance. The CCP will alert you to the incoming call and allow you to accept it. Once you do, the call will be connected



21. **End the call** and clear the contact

22. Set your agent back to **Available**

Enhanced Agent Logout

You can configure an agent status within "Manage agent status" with "Logout" (case-sensitive) in the status name to enable enhanced agent logout. When the agent selects that logout status in the Contact Control Panel, it will first set the agent in an offline status. It will then logout the agent in Connect and the AWS Console. Here is an example of the agent status configured within Connect:

Manage agent status

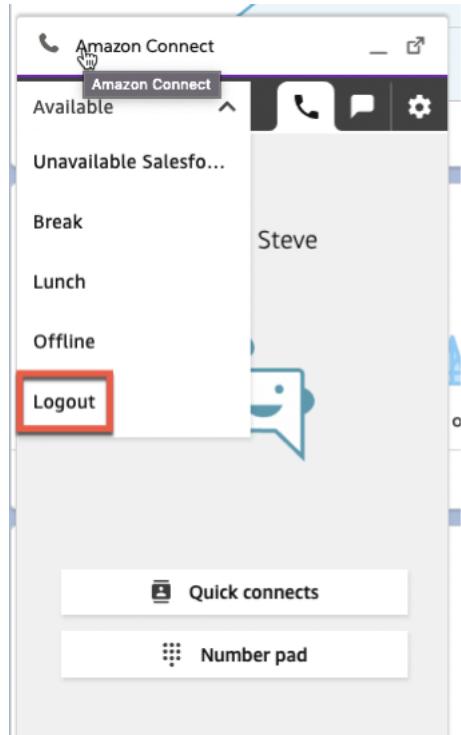
Create new agent status, and drag table rows to specify the order these statuses appear in the Contact Control Panel (CCP). To maintain integrity of historical metrics, agent status cannot be deleted. However, they can be disabled so that they no longer show in the CCP.

Add new agent status

Status name	Description	Type	Enabled for use in CCP
Unavailable Salesforce	Unavailable Salesforce	Custom	<input checked="" type="checkbox"/>
Break	Break	Custom	<input checked="" type="checkbox"/>
Lunch	Lunch	Custom	<input checked="" type="checkbox"/>
Available	Available state	Routable	<input checked="" type="checkbox"/>
Offline	Offline state	Offline	<input checked="" type="checkbox"/>
Logout	Sets the Connect user to offline and then completes logs out the Connect user	Custom	<input checked="" type="checkbox"/>

Save Cancel

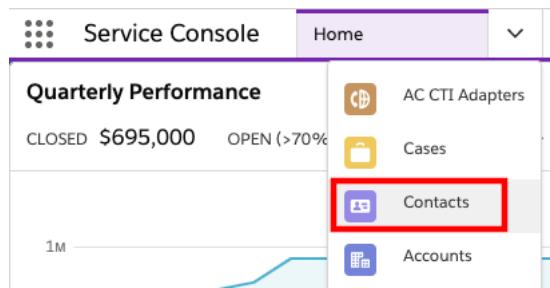
Here is an example of an agent selecting the "Logout" status within the Contact Control Panel:



Validate Basic Screenpop

Next, we will add a contact to Salesforce that has your phone number assigned to it. This will allow us to validate the basic screenpop functionality that is provided with the CTI adapter.

1. Select **Contacts** from the dropdown menu



2. Select **New** from top-right corner

3. Complete the required fields. Make sure that your phone number is entered for the Phone field.

New Contact

Contact Information

Contact Owner
Jason Douglas

* Name
Salutation
First Name
* Last Name

Phone
7048076561

Home Phone

Account Name
Search Accounts...

Mobile

Title

Other Phone

Department

Fax

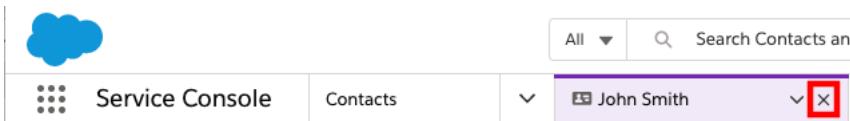
Birthdate

Email

The screenshot shows the "New Contact" page. It includes sections for "Contact Information", "Contact Owner" (set to Jason Douglas), and "Name" (with fields for Salutation, First Name, and Last Name, all filled with "John" and "Smith" respectively). The "Phone" field contains the number "7048076561" and is highlighted with a red box. Other fields like "Home Phone", "Mobile", "Title", "Other Phone", "Department", "Fax", "Birthdate", and "Email" are present but not filled. At the bottom are three buttons: "Cancel", "Save & New", and "Save", with "Save" also highlighted with a red box.

4. Select **Save**

5. Close the Contact tab by selecting the X next to the name of the contact that you just created



6. Refresh your browser
7. Place another phone call into your instance
8. The new contact should automatically pop-up as it has been recognized by incoming phone number.

Installing the Amazon Connect Salesforce Lambda Package

The Amazon Connect Salesforce Lambda package adds considerable capability to the integration. It includes data connectivity between Amazon Connect and Salesforce for typical tasks like lookups, case creation, and updates. Additionally, it adds new features like real-time and historical data imports, contact trace record imports, recording import, transcription, and contact analytics functions. These capabilities are configurable and can be activated or deactivated on a call-by-call basis.

The Amazon Connect Salesforce Lambda package is delivered via the AWS Serverless Application Repository. The AWS Serverless Application Repository enables you to quickly deploy code samples, components, and complete applications. Each application is packaged with an AWS Serverless Application Model (SAM) template that defines the AWS resources used. There is no additional charge to use the Serverless Application Repository - you only pay for the AWS resources used in the applications you deploy.

Prerequisite Configuration and Data Collection

In order to successfully deploy and utilize the functions in the Amazon Connect Salesforce Lambda package, you will need to validate and configure some items in your Salesforce Org and gather some information from your Amazon Connect instance.

- Check your Salesforce API version
- Create a new Connected App
- Create a new API user
- Gather Amazon Connect information

As you are preparing to deploy the package, it is a good idea to open a text editor and note information as you configure the environment. We will point out the items you will need to provide.

Check your Salesforce API Version

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, type **apex**, then select **Apex Classes** from the results

The screenshot shows a search bar at the top with the word "apex". Below it, there's a list of categories and their sub-options. Under "Email", there's "Apex Exception Email". Under "Custom Code", there's a section titled "Apex Classes" which is highlighted with a red box. Other options in this section include "Apex Settings", "Apex Test Execution", "Apex Test History", and "Apex Triggers".

3. Select New

The screenshot shows the "Apex Class Edit" page. At the top, there's a navigation bar with links for "Developer Console", "New" (which is highlighted with a red box), "Generate from WSDL", "Run All Tests", and "Schedule Apex". Below the navigation bar is a toolbar with buttons for "Action", "Name", "Namespace Prefix", "Api Version", "Status", "Size Without Comments", "Last Modified By", and "Has Trace Flags".

4. Select the Version Settings tab

The screenshot shows the "Apex Class Edit" page with the "Version Settings" tab selected (highlighted with a red box). The page includes tabs for "Apex Class" and "Version Settings". There are also buttons for "Save", "Quick Save", and "Cancel". Below the tabs is a toolbar with icons for search, refresh, and text styling.

5. Note the Salesforce.com API version in your notepad

The screenshot shows the "Apex Class Edit" page with the "Version Settings" tab selected. It lists package names with their corresponding API versions. The "Salesforce.com API" entry has its "Version" dropdown highlighted with a red box, showing the value "47.0".

Name	Version
Salesforce.com API	47.0
Amazon Connect - Universal Package	4.2

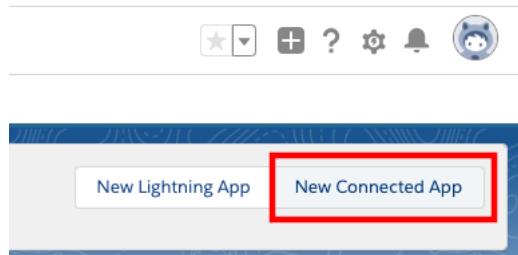
Create a New Connected App

To leverage the full potential of the integration, Salesforce data needs to be accessed from AWS environment. The package comes with a set of pre-built AWS Lambda functions to

lookup, update and create Salesforce objects within Amazon Connect Contact Flows. These Lambda function access Salesforce using the Salesforce REST API.

To get access to the environment, a Connected App must be configured with OAuth settings enabled.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, type **app manager**, then select **App Manager** from the results
3. In the upper right corner, select **New Connected App**



4. On the New Connected App form, enter a name for the Connected App, such as **Amazon Connect Integration** and press tab. This will populate the API Name automatically. Then provide a contact email address

New Connected App

Connected App Name	Amazon Connect Integration
API Name	Amazon_Connect_Integration
Contact Email	douglasjason@amazon.com

5. Select the checkbox to **Enable OAuth Settings**

▼ API (Enable OAuth Settings)

Enable OAuth Settings

6. Set the **Callback URL** to <https://www.salesforce.com>

API (Enable OAuth Settings)

Enable OAuth Settings

Enable for Device Flow

Callback URL

7. In the Selected OAuth Scopes section, select the following and add them to the Selected OAuth Scopes:
8. Access and manage your data (api)

9. Access your basic information (id, profile, email, address, phone)
10. Select the checkbox for Require Secret for Web Server Flow
11. The **API (Enable OAuth Settings)** section should now look like this

API (Enable OAuth Settings)

Enable OAuth Settings

Enable for Device Flow

Callback URL:

Use digital signatures

Selected OAuth Scopes

Available OAuth Scopes	Selected OAuth Scopes
Access and manage your Chatter data (chatter_api) Access and manage your Eclair data (eclair_api) Access and manage your Wave data (wave_api) Access custom permissions (custom_permissions) Allow access to your unique identifier (openid) Full access (full) Perform requests on your behalf at any time (refresh_token, offline_access) Provide access to custom applications (visualforce) Provide access to your data via the Web (web)	Access and manage your data (api) Access your basic information (id, profile, email, address, phone)

Add

Remove

Require Secret for Web Server Flow

Introspect All Tokens

Configure ID Token

Enable Asset Tokens

Enable Single Logout

12. Select **Save** at the bottom of the screen.
13. Select **Continue** on the New Connected App page
14. You should now be at the new app's page
15. Copy the value for **Consumer Key** to your notepad
16. Select **Click to reveal** next to Consumer Secret and copy the value to your notepad
17. At the top of the detail page, select **Manage**
18. On the Connected App Detail page, select the **Edit Policies** button
19. Set Permitted Users to **Admin approved users are pre-authorized** and choose OK on the pop-up dialog
20. Set IP Relaxation to **Relax IP restrictions**
21. The OAuth Policies section should now look like the following

OAuth Policies

Permitted Users: Admin approved users are pre-authorized

IP Relaxation: Relax IP restrictions

Refresh Token Policy: Immediately expire refresh token

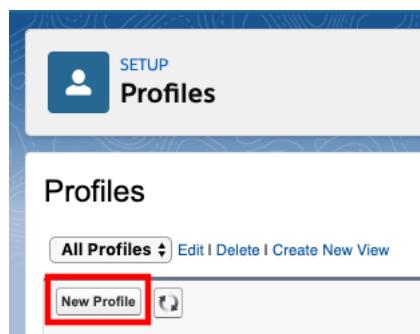
Enable Single Logout

22. Select **Save**

Create a new API user

The Lambda functions authenticate with Salesforce via user credentials. It is a common practice to create an API user account for this purpose.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, type **profiles**, then select **Profiles** from the results
3. Select New Profile



4. Provide a Profile Name, such as **API_ONLY**
5. From the **Existing Profile** dropdown, select **System Administrator** **NOTE:** You're advised to use a full Salesforce License for the user to be able to set the below permissions and have full access to avoid any other errors.

Clone Profile

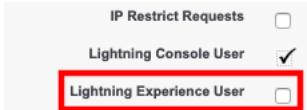
Enter the name of the new profile.

A screenshot of a 'Clone Profile' dialog box. At the top, a message says 'You must select an existing profile to clone from.' Below is a form with three fields:

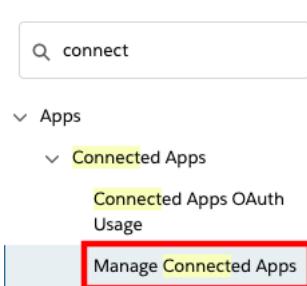
- 'Existing Profile': A dropdown menu showing 'System Administrator'.
- 'User License': A dropdown menu showing 'Salesforce'.
- 'Profile Name': An input field containing 'API_ONLY'.

At the bottom are 'Save' and 'Cancel' buttons.

6. Select **Save** to create the new profile
7. Once the new profile page opens, select the **Edit** button
8. Scroll down to the Administrative Permissions section
9. If the Lightning Experience User checkbox is selected, clear it



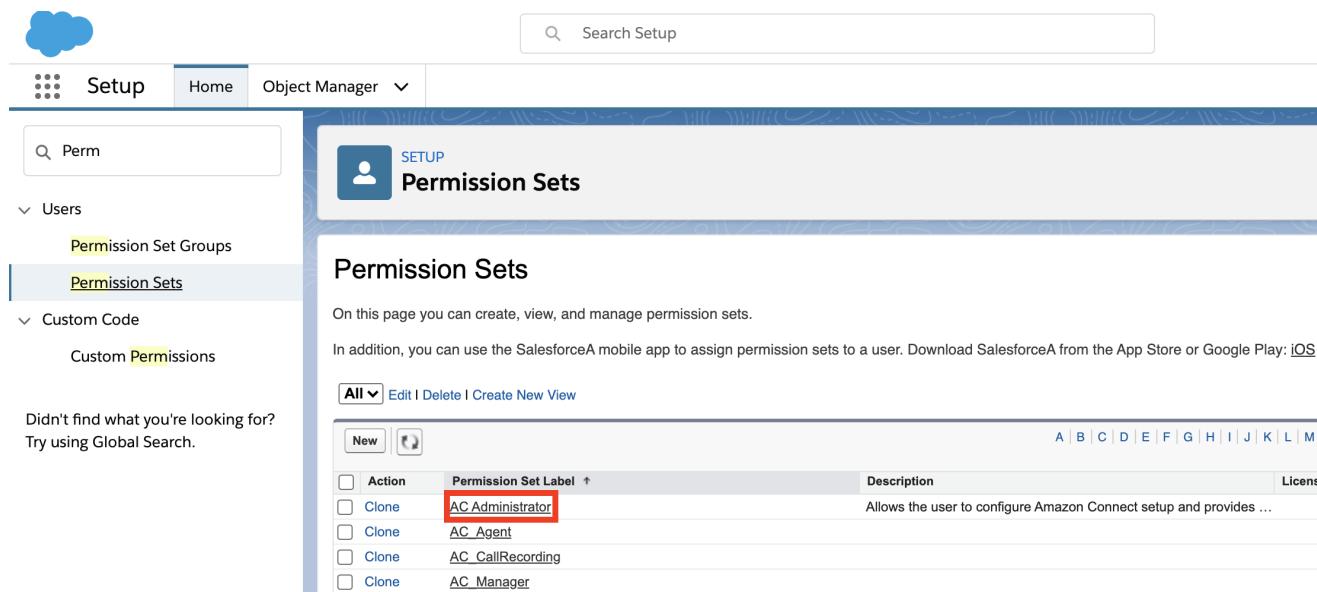
10. Scroll down to the **Password Policies** section at the bottom of the page
11. Set **User password expire in** to **Never expires** **NOTE:** Failure to this may lead to production outages.
12. Select **Save**
13. In the **Quick Find** field, type **connect**, then select **Manage Connected Apps** from the results



14. Select the app you have created earlier, **Amazon Connect Integration**
15. In the profiles section, select **Manage Profiles**
16. Select the new **API_Only** profile that you just created
17. Select **Save** at the bottom of the page
18. In the **Quick Find** field, type **users** then select **Users** from the results
19. Select New User
20. Set the required fields as:
 - a. Last Name: apiuser
 - b. Alias: apiuser
 - c. Email: provide a valid email address
 - d. Username: apiuser@<yoursalesforcedomain>.com
 - e. Nickname: apiuser
21. On the right-hand side, set **User License** to **Salesforce**
22. Set Profile to **API_ONLY**

23. Choose **Save**

24. In **Quick Find**, search for "Permission Sets". Select the **AC_Administrator** permission set.



The screenshot shows the Salesforce Setup interface. The top navigation bar includes a cloud icon, 'Setup' (selected), 'Home', and 'Object Manager'. A search bar says 'Search Setup'. On the left, a sidebar has 'Perm' in the quick find field. Under 'Users', 'Permission Set Groups' is expanded, showing 'Permission Sets' (selected). Under 'Custom Code', 'Custom Permissions' is listed. A message at the bottom left says ' Didn't find what you're looking for? Try using Global Search.' The main content area is titled 'Permission Sets' with a sub-header 'Permission Sets'. It says 'On this page you can create, view, and manage permission sets.' Below is a table with columns: Action, Permission Set Label, Description, and Licenses. The table shows several rows, with the first row's 'Permission Set Label' column ('AC Administrator') highlighted with a red box. The table footer has links for 'All', 'Edit', 'Delete', and 'Create New View'.

Action	Permission Set Label	Description	Licenses
<input type="checkbox"/>	AC Administrator	Allows the user to configure Amazon Connect setup and provides ...	
<input type="checkbox"/>	AC Agent		
<input type="checkbox"/>	AC_CallRecording		
<input type="checkbox"/>	AC_Manager		

25. Select **Manage Assignments**. Add the apiuser you just created to the permission set.

26. A confirmation email with an **activation link** will be sent to the email address provided. Choose the link to activate your user and set their password

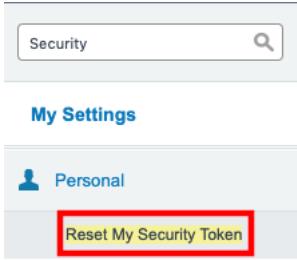
27. Fill out the form to set a password for the API user

28. Select **Change Password**. The API user will log into the Salesforce Classic view

29. Access the API user's personal settings by selecting the username in the top right corner, then choose **My Settings**



30. In the **Quick Find** field, type **security** then select **Reset My Security Token** from the results



31. Select **Reset Security Token**. Your security token will be emailed to you
32. Copy the security token from the email to your notepad

Gather Information from Your Amazon Connect Instance

The last thing to do before you can install the Amazon Connect Salesforce Lambda Package is gather some details about your Amazon Connect instance. These will be used during the package installation.

1. In a new browser tab, login to the [AWS console](#)
2. Navigate to the [Amazon Connect Console](#)
3. Select your Instance Alias
4. On the Overview page for your instance, copy the string following instance/ in the Instance ARN and paste it to your notepad. This is your Instance ID.

Overview

Instance ARN arn:aws:connect:us-east-1:YOUR_ACCOUNT_ID:instance/YOUR-INSTANCE-ID-XXX-XXXXXX

5. In the left nav, select **Data storage**
6. On the **Data storage** page, copy the S3 bucket names for your Call recordings and Exported Reports. The bucket name is everything preceding the first / in the XX will be stored here sections

Data storage

Saving Amazon Connect data such as call recordings or scheduled reports requires access to an Amazon S3 bucket. Your data storage configurations for Amazon Connect is reflected below.

Call recordings

Call recording will be stored here	YOUR BUCKET NAME/connect/sfsetestconsolidated/CallRecordings	Edit
Encrypted using this key	aws/connect	

Chat transcripts

Chat transcripts will be stored here	YOUR BUCKET NAME/connect/sfsetestconsolidated/ChatTranscripts	Edit
Encrypted using this key	aws/connect	

Live media streaming

Live media streaming	Not enabled	Edit
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Exported reports

Exported reports will be stored here	YOUR BUCKET NAME/connect/sfsetestconsolidated/Reports	Edit
Encrypted using this key	aws/connect	

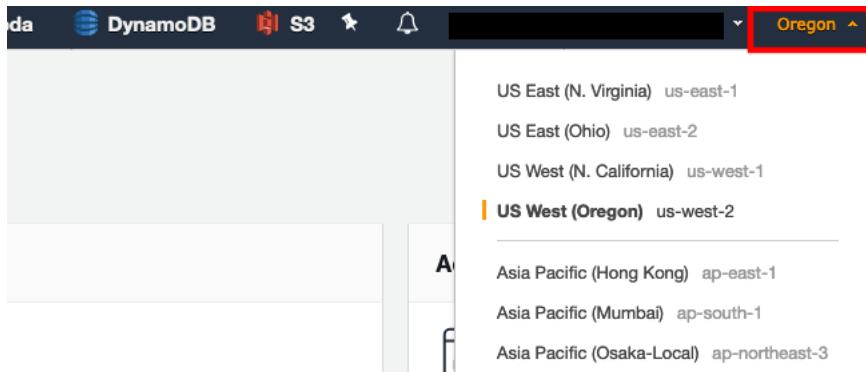
7. In the left nav, select **Data streaming**
8. Note the name of the Kinesis stream configured in the Contact Trace Records section, then select **Create a new Kinesis Stream**. This will take you to the list of Kinesis streams configured in this region.
9. Select the **Kinesis stream name** that matches what was configured in the previous step
10. On the stream detail page, copy the entire value for Stream ARN

Stream ARN arn:aws:kinesis:us-east-1:YOUR_ACCOUNT_NUMBER:stream/YOUR_STREAM_NAME
Status ACTIVE

Store Salesforce Credentials in AWS Secrets Manager

To ensure that your Salesforce credentials are secure, the Lambdas require that the credentials are stored in AWS Secrets Manager. AWS Secrets Manager is a highly secure service that helps you store and retrieve secrets.

1. In a new browser tab, login to the AWS console
2. Make sure you are in the same region as your Amazon Connect instance. You can set the region by expanding the region selector in the upper right and choosing the region



3. Navigate to the [Secrets Manager console](#)
4. Select **Secrets**
5. Select **Store a new secret**
6. Select **Other types of secrets**
7. Make sure **Secret key/value** is selected
8. Enter key value pairs that match the following:
 - a. **Key:** Password, **Value:** the password for the API user that you configured in the previous section
 - b. **Key:** ConsumerKey, **Value:** the Consumer Key for the Connected App you created in the previous section
 - c. **Key:** ConsumerSecret, **Value:** the Consumer Secret for the Connected App you created in the previous section
 - d. **Key:** AccessToken, **Value:** this is the access token for the API user that you configured in the previous section
9. For the encryption key, click **Add new key**
10. Select **Create Key**
11. Make sure key type is set to **symmetric**
12. Give your key an **alias**, like *SalesforceCredentialsSecretsManagerKey*
13. Click **Next**
14. Select administrators you want to have access permission to change the key policy.
Make sure you are being as restrictive as possible
15. Click **Next**

16. Select the users and roles you want to have access to the Salesforce credentials in Secrets Manager. Make sure you are being as restrictive as possible
17. Click Next
18. Click Finish
19. Click on the managed key that you just created (which is *SalesforceCredentialsSecretsManagerKey* in this case).
20. Note down the ARN. This is *SalesforceCredentialsKMSKeyARN* that will be used later when installing the Amazon Connect Salesforce Lambda package.
21. Navigate back to the Secrets Manager setup tab
22. Select the key you just created

Specify the key/value pairs to be stored in this secret [Info](#)

Secret key/value	Plaintext	
Password	Password	Remove
ConsumerKey	ConsumerKey	Remove
ConsumerSecret	ConsumerSecret	Remove
AccessToken	AccessToken	Remove
+ Add row		

Select the encryption key [Info](#)
 Select the AWS KMS key to use to encrypt your secret information. You can encrypt using the default service encryption key that AWS Secrets Manager creates on your behalf or a customer master key (CMK) that you have stored in AWS KMS.

SalesforceCredentialsSecretsManagerKey	▼	C
Add new key ↗		

Cancel **Next**

23. Click Next
24. Give your secret a name, like *SalesforceCredentials*
25. Click Next

26. Make sure **Disable automatic rotation** is checked.
27. Click Next
28. Click Store
29. Select the secret you just created, and copy the Secret ARN

The screenshot shows the AWS Secrets Manager interface. The top navigation bar includes 'AWS Secrets Manager > Secrets > SalesforceCredentials'. The main title is 'SalesforceCredentials'. Below it, there's a 'Secret details' section with the following fields:

- Encryption key: SalesforceCredentialsSecretsManagerKey
- Secret name: SalesforceCredentials
- Secret ARN: (The value is redacted with a large red rectangle.)
- Secret description: -

A 'Actions' dropdown menu is visible in the top right corner of the details section.

30. You should now have all of the information you need to install the package

Install the Amazon Connect Salesforce Lambda package

1. In a new browser tab, login to the [AWS console](#)
2. Make sure you are in the same region as your Amazon Connect instance
3. Once you have selected the region, navigate to the [Amazon Connect Console](#)
4. Verify that the Amazon Connect instance that you wish to configure is listed
5. Once you have verified your Amazon Connect instance, Open the [Serverless Application Repository Console](#)
6. In the left navigation, select **Available Applications**

Serverless Application Repository

Available applications
Published applications

7. In the search area, make sure that **Public applications** is selected, check the box for **Show apps that create custom IAM roles or resource policies**, and enter **Salesforce** in the search field, this will automatically filter the available packages

Public applications (4) | Private applications

Q Salesforce X

Show apps that create custom IAM roles or resource policies

8. Select AmazonConnectSalesForceLambda

Available applications

Public applications (4) | Private applications

Q Salesforce X Sort by Best Match ▾

Show apps that create custom IAM roles or resource policies

< 1 >

Salesforce-API-Access-Manager-Monitor-Logger A simple API access manager built on AWS lambda to provide multi tiered access to salesforce services with a single API user. Please read more here: https://github.com/manjits190/Salesforce-API-Access-Manager-Monitor-Logger/blob/master/README.md salesforce-api-access-manager MS 26 deployments	AmazonConnectSalesForceLambda Creates custom IAM roles or resource policies The AWS Serverless application package contains a set of common Lambda functions to be used by Amazon Connect to interact with Salesforce, allowing lookup, create and update operations for different Salesforce objects, like Contacts and Cases. Integration Connect Amazon Salesforce AmazonConnectSalesforcel... 685 deploy...	alexa-salesforce-notes-sample This skill demonstrates how to build a private Alexa skill to access Salesforce data. This skill identifies a given opportunity, tracks a series of statements that a user gives, and posts those either as a note or as a Chatter post. salesforce alexa-for-business alexa Alexa for Business 46 deployments AWS verified author
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9. When the Application loads, scroll down to the **Application settings** section

10. Fill in the parameters using the data you gathered in your notepad in the previous section using the following notes:

- a. **Application name:** You can accept the default here or change it as desired

- b. **CTRKinesisARN:** This is the ARN for the Kinesis stream that was configured for Contact Trace Record streaming in Amazon Connect. This is the complete ARN. Amazon Kinesis Firehose is not supported.
- c. **ConnectRecordingS3BucketName:** This is the name of the S3 bucket used to store recordings for your Amazon Connect instance. This is ONLY the bucket name, no sub-folders or suffixes
- d. **ConnectReportingS3BucketName:** This is the name of the S3 bucket used to store exported reports for your Amazon Connect instance. This is ONLY the bucket name, no sub-folders or suffixes
- e. **HistoricalReportingImportEnabled:** true | false - if set to true, the package will include a feature to import Amazon Connect Queue and Agent Historical Metrics into your Salesforce Org. This feature requires you to provide **ConnectReportingS3BucketName**
- f. **LambdaLoggingLevel:** DEBUG | INFO | WARNING | ERROR | CRITICAL - Logging level for Lambda functions
- g. **PrivateVpcEnabled:** Set to true if functions should be deployed to a private VPC. Set VpcSecurityGroupList and VpcSubnetList if this is set to true.
- h. **RealtimeReportingImportEnabled:** true | false - if set to true, the package will include a feature to publish Amazon Connect Queue Metrics into your Salesforce Org. This feature requires you to provide **AmazonConnectInstanceId**
- i. **SalesforceAdapterNamespace:** This is the namespace for CTI Adapter managed package. The default value is **amazonconnect**. If a non-managed package is used, leave this field blank.
- j. **SalesforceCredentialsKMSKeyARN:** This is the ARN for KMS customer managed key that you created in the previous section.
- k. **SalesforceCredentialsSecretsManagerARN:** This is the ARN for the Secrets Manager Secret that you created in the previous section.
- l. **SalesforceHost:** The full domain for your salesforce org. For example <https://mydevorg-dev-ed.my.salesforce.com>. Please make sure that the host starts with https, and that the url ends with .my.salesforce.com. This url can be found in Setup -> My Domain.
- m. **SalesforceProduction:** true | false - True for Production Environment, False for Sandbox
- n. **SalesforceUsername:** The username for the API user that you configured in the previous section
- o. **SalesforceVersion:** This is the Salesforce.com API version that you noted in the previous section

- p. **VpcSecurityGroupList:** The list of SecurityGroupIds for Virtual Private Cloud (VPC). Not required if PrivateVpcEnabled is set to false.
- q. **VpcSubnetList:** The list of Subnets for the Virtual Private Cloud (VPC). Not required if PrivateVpcEnabled is set to false.
- r. **AmazonConnectInstanceId:** Your Amazon Connect Instance Id. Only required if you enable real time reporting
- s. **AmazonConnectQueueMaxRecords:** Enter record set size for list queue query. Max is 100.
- t. **ContactLensImportEnabled:** true | false - Set to false if importing Contact Lens into Salesforce should not be enabled.
- u. **CTREventSourceMappingMaximumRetryAttempts:** Maximum retry attempts on failure for lambdas triggered by Kinesis Events.
- v. **AmazonConnectQueueMetricsMaxRecords:** Enter record set size for queue metrics query. Max is 100.
- w. **PostcallCTRImportEnabled:** true | false - Set to false if importing CTRs into Salesforce should not be enabled on the package level. This setting can be disabled on a call-by-call basis.
- x. **PostcallRecordingImportEnabled:** true | false - Set to false if importing call recordings into Salesforce should not be enabled on the package level. This setting can be disabled on a call-by-call basis.
- y. **PostcallTranscribeEnabled:** true | false - Set to false if post-call transcription should not be enabled on the package level. This setting can be disabled on a call-by-call basis.
- z. **TranscribeOutputS3BucketName:** This is the S3 bucket where Amazon Transcribe stores the output. Typically, this is the same bucket that call recordings are stored in, so you can use the same value as found in **ConnectRecordingS3BucketName**. Not required if PostcallRecordingImportEnabled, PostcallTranscribeEnabled, ContactLensImportEnabled set to false.

z. **TranscriptionJobCheckWaitTime:** Time between transcription job checks

11. Once you have completed the form, select **Deploy**

12. Deployment will take some time, with status updates being provided by the UI. Once it has completely deployed, you will receive a notification on the screen

Deployment status for serverlessrepo-SFConsolidatedLambdaPackage

[Create a new app](#) [Test app](#)

 Your application has been deployed
Review the application's README for what to do next.

Permissions Resources [View CloudFormation Stack](#)

Test the Core Functionality

The package provides a core Lambda function (`sflInvokeAPI`) that supports multiple operations, like lookup, create and update. For the initial validation, sample events are provided within the function. Validating this function provides a good check that the installation and configuration is correct.

Validating the lambda functions requires the use of test events to simulate data coming into the function as it would in a typical deployment. Each function has a set of test event samples included to make validation easier.

Validate the core functionality

1. In a new browser tab, login to the [AWS console](#)
2. Open the [AWS Lambda Console](#)
3. In the Filter field, enter `sflInvokeAPI` and press enter, this will filter your list out to the core function that we just installed

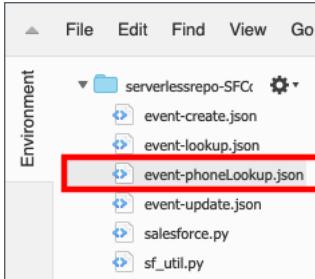
Functions (77) [G](#) Actions ▾

Add filter [?](#)

Keyword : `sflInvokeAPI` [X](#)

Function name	Description	Runtime	Code size
serverlessrepo-SFConsolidatedLambdaPac-sflInvokeAPI-5504EV6KL9E8		Python 3.7	32.1 kB

4. Select the **function name**. First, we will validate a phone number lookup.
5. In the Environment pane, double-click the `event-phoneLookup.json` file



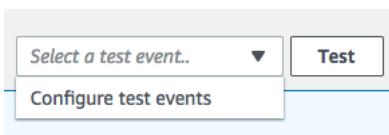
6. The test even JSON will open in the Lambda editor
7. Modify the value for sf_phone to match the phone number of the test contact you created when you setup the CTI adapter or for any valid contact in your Salesforce org
NOTE: The phone number must be in [E.164 format](#)

A screenshot of the AWS Lambda editor showing the 'event-phoneLookup.json' file. The code is as follows:

```
1 [ {  
2     "Details": {  
3         "Parameters": {  
4             "sf_operation": "phoneLookup",  
5             "sf_phone": "+14155551212",  
6             "sf_fields": "Id, Name, Email"  
7         }  
8     }  
9 }
```

The phone number '+14155551212' is highlighted with a red box.

8. Select the entire JSON event and copy it, then close the **event-phoneLookup.json** tab.
9. In the top-right corner, select drop-down arrow next to **Test** and choose **Configure test events**



10. Select the radio button for **Create new test event** and provide an event name, for example: **phoneLookup**
11. Select the existing event JSON and **delete** it. Paste the modified JSON payload you copied from the **event-phoneLookup.json** file

Configure test event

A function can have up to 10 test events. The events are persisted so you can switch to another computer or web browser and test your function with the same events.

Create new test event
 Edit saved test events

Event template

Hello World

Event name

phoneLookup

```

1 - [
2 -   "Details": {
3 -     "Parameters": {
4 -       "sf_operation": "phoneLookup",
5 -       "sf_phone": "+14155551212",
6 -       "sf_fields": "Id, Name, Email"
7 -     }
8 -   }
9 - ]

```

12. Select **Create** to save your test event

13. By default, your new test event should be selected in the drop-down list to the left of the **Test** button.



14. Select **Test**

15. If successful, the result will contain fields defined in "sf_fields" parameter in the invocation event

Execution result: succeeded ([logs](#))

[▼ Details](#)

The area below shows the result returned by your function execution. [Learn](#)

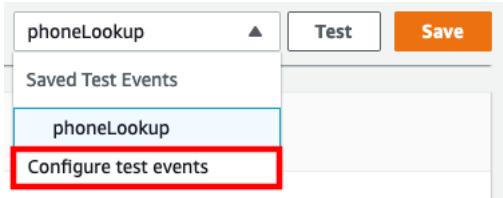
```
{
  "Id": "0036g000007mkZ2AAI",
  "Name": "John Smith",
  "Email": null,
  "sf_count": 1
}
```

16. Copy the value for the **Id** key in the response. Next, we are going to use that Id to create a Case in Salesforce.

17. In the Environment pane, double-click the **event-create.json** file. Replace the existing ContactId value with the ID value you copied previously.

```
sfInvokeAPI.py x event-create.json x +  
1 {  
2     "Details": {  
3         "Parameters": {  
4             "sf_operation" : "create",  
5             "sf_object": "Case",  
6             "Origin": "Phone",  
7             "Status": "New",  
8             "ContactId": "0036g000007mkZ2AAI",  
9             "Subject": "Amazon Connect Case",  
10            "Priority": "Low"  
11        }  
12    }  
13 }
```

18. Select the entire JSON event and copy it, then close the **event-create.json** tab.
19. In the top-right corner, select drop-down arrow next to **Test** and choose **Configure test events**



20. Select the radio button for **Create new test event** and provide an event name, for example: **createCase**
21. Select the existing event JSON and **delete** it. Paste the modified JSON payload you copied from the **event-create.json** file

Configure test event

A function can have up to 10 test events. The events are persisted so you can switch to another computer or web browser and test your function with the same events.

Create new test event
 Edit saved test events

Event template

phoneLookup

Event name

createCase

```
1 - [{}]
2 - "Details": {
3 -   "Parameters": {
4 -     "sf_operation": "create",
5 -     "sf_object": "Case",
6 -     "Origin": "Phone",
7 -     "Status": "New",
8 -     "ContactId": "0036g000007mkZAAI",
9 -     "Subject": "Amazon Connect Case",
10 -    "Priority": "Low"
11 -   }
12 - }
13 - }
```

22. Select **Create** to save your test event

23. By default, your new test event should be selected in the drop-down list to the left of the Test button.



24. Select **Test**

25. If successful, the result will contain the Case Id

Execution result: succeeded ([logs](#))

▼ Details

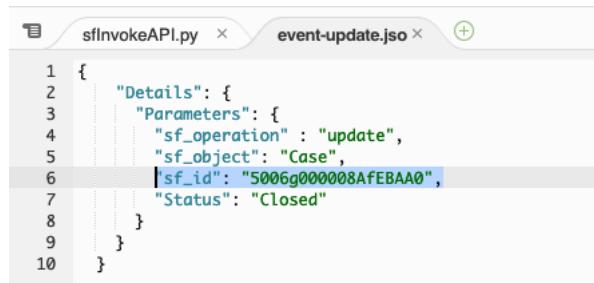
The area below shows the result returned by your function execution. [Learn](#)

```
{ "Id": "5006g000008AFEBAA0" }
```

26. Copy the value for the **Id** key in the response.

27. When we created the case, the **Status was set to New** and the **Priority to Low**. We are going to use the update operation to close the case.

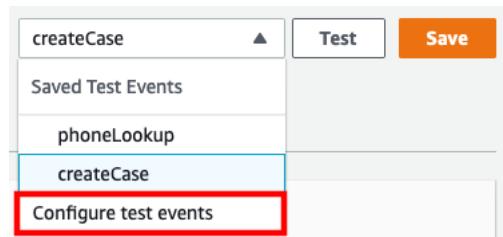
28. In the Environment pane, double-click the **event-update.json** file and replace the existing Case Id in "sf_id" parameter with the new one you copied from the last test result



```
1 {  
2     "Details": {  
3         "Parameters": {  
4             "sf_operation" : "update",  
5             "sf_object": "Case",  
6             "sf_id": "5006g000008AfEBAA0",  
7             "Status": "Closed"  
8         }  
9     }  
10 }
```

29. Select the **entire JSON event** and copy it, then close the **event-update.json** tab.

30. In the top-right corner, select drop-down arrow next to **Test** and choose **Configure test events**



31. Select the radio button for **Create new test event** and provide an event name, for example: **updateCase**

32. Select the existing event JSON and **delete** it. Paste the modified JSON payload you copied from the **event-update.json** file

Configure test event

A function can have up to 10 test events. The events are persisted so you can switch to another computer or web browser and test your function with the same events.

Create new test event
 Edit saved test events

Event template

createCase

Event name

closeCase

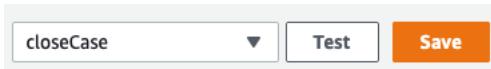
```

1 - [
2 -   "Details": {
3 -     "Parameters": {
4 -       "sf_operation": "update",
5 -       "sf_object": "Case",
6 -       "sf_id": "5006g000008AFEBAA0",
7 -       "Status": "Closed"
8 -     }
9 -   }
10 - ]

```

33. Select **Create** to save your test event

34. By default, your new test event should be selected in the drop-down list to the left of the Test button.



35. Select **Test**

36. If successful, the result will be the **HTTP 204 No Content** success status response code

Execution result: succeeded ([logs](#))

▼ Details

The area below shows the result returned by your function

```
{
  "Status": 204
}
```

37. Log in into your Salesforce org and go to the **Service Console**

38. In the search box, change the object type to Cases and type Amazon Connect Case, then press enter



39. You should find 1 case opened by the API user, and the status should be closed

Cases					
1 Result					
Case Number	Subject	Status	Date/Time Opened	Case Owner Alias	
00001026	Amazon Connect Case	Closed	1/23/2020, 10:13 PM	apiuser	

40. You have completed core function validation

Allow Amazon Connect to Access the sflInvokeAPI Lambda Function

Once you have validated function, you can use the Amazon Connect console to add the sflInvokeAPI Lambda function to your Amazon Connect instance. This automatically adds resource permissions that allow Amazon Connect to invoke the function.

Add the Lambda function to your Amazon Connect instance

1. In a new browser tab, login to the [AWS console](#)
2. Navigate to the [Amazon Connect Console](#)
3. Select your **Instance Alias**
4. In the navigation pane, choose **Contact flows**.

Amazon Connect > sfctifinal022020



5. For **AWS Lambda**, select the function that includes sflInvokeAPI in the name

AWS Lambda

Amazon Connect can interact with your own systems and take different paths in IVR dynamically. To achieve this, invoke AWS Lambda functions in contact flows to interact with your own systems or other services, then build personalized and dynamic experiences based on data returned.

Note: By adding Lambda functions, you are granting Amazon Connect permission to invoke them [Create a new Lambda function](#)

Function serverlessrepo-AmazonConnectSalesforce-sflInvokeAPI-██████████ + Add Lambda Function

6. Choose **Add Lambda Function**. Confirm that the ARN of the function is added under **Lambda Functions**.

Lambda Functions

serverlessrepo-	arn:aws:lambda:us-
AmazonConnectSalesforce-	west-2:█████████████████████function:serverlessrepo-
sflInvokeAPI-█████████████████████	AmazonConnectSalesforce-sflInvokeAPI-█████████████████████

7. The AWS Lambda function has been added to your Amazon Connect instance.

Upgrading from an Earlier Version

If you are upgrading from an earlier version of CTI Adapter, there are a few additional things you need to do.

1. Go to the **Setup** section and search for **Object Manager**.
2. In Object Manager section, search for "AC CTI"



Label	API Name	Description	Last Modified	Dep
AC CTI Adapter	amazonconnect__AC_CtiAdapter__c		8/6/2020	✓
AC CTI Attribute	amazonconnect__AC_CtiAttribute__c		8/6/2020	✓
AC CTI Flow	amazonconnect__AC_CtiScript__c		8/6/2020	✓

3. Open up **AC CTI Adapter**
4. On the left sidebar, click on **Page Layouts**
5. Click on **Page Layout Assignment**
6. On the next page, click on **Edit Assignments**
7. Click on the grey bar at the top of the table to select all rows.

SETUP > OBJECT MANAGER

AC CTI Adapter

Details	Edit Page Layout Assignment AC CTI Adapter		Help for this Page 																																				
Fields & Relationships																																							
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Related Lookup Filters																																							
Search Layouts																																							
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SETUP > OBJECT MANAGER

AC CTI Adapter

Details	Edit Page Layout Assignment AC CTI Adapter		Help for this Page 																										
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8. Open the **Page Layout to Use** dropdown and select **AC CTI Adapter Layout -- August 2020**.
9. Click **Save** and go back to **Page Layouts**.
10. Click on the dropdown next to the item labelled **AC CTI Adapter Layout** and click **Delete**.
11. Confirm **Yes** in the next dialogue where you will be asked "Are you sure?"
12. If you see a screen titled **Deletion Problems**, find and click **Delete**.



Deletion problems

[Back to Previous Page](#)



The attempted delete was invalid for your session. Please refresh your page and try again.

[Delete](#)

13. You will be asked which layout you want to replace it with. Select **AC CTI Adapter Layout -- August 2020** and click **Replace**.

Page Layout Delete
AC CTI Adapter Layout

In order to delete a Page Layout, you must choose another Page Layout to replace it with.

Page Layout to be deleted	AC CTI Adapter Layout
Replace with Page Layout	AC CTI Adapter Layout - August 2020 ▾

Replace Cancel

Now we are going to do the same thing for **AC CTI Script Layout**.

1. Open up **AC CTI Script Layout**
2. On the left sidebar, click on **Page Layouts**
3. Click on **Page Layout Assignment**
4. On the next page, click on **Edit Assignments**
5. Click on the grey bar at the top of the table to select all rows.

SETUP > OBJECT MANAGER
AC CTI Flow

Details	Edit Page Layout Assignment AC CTI Flow		Help for this Page 																		
Fields & Relationships	The table below shows the page layout assignments for different profiles. Use SHIFT + click or click and drag to select a range of adjacent cells. Use CTRL + click to select multiple cells that are not adjacent. Then choose a new page layout from the drop-down.																				
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SETUP > OBJECT MANAGER
AC CTI Flow

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6. Open the **Page Layout to Use** dropdown and select **AC CTI Flow Layout**.
7. Click **Save** and go back to **Page Layouts**.
8. Click on the dropdown next to the item labelled **AC CTI Script Layout** and click **Delete**.
9. Confirm **Yes** in the next dialogue where you will be asked "Are you sure?"
10. If you see a screen titled **Deletion Problems**, find and click **Delete**.

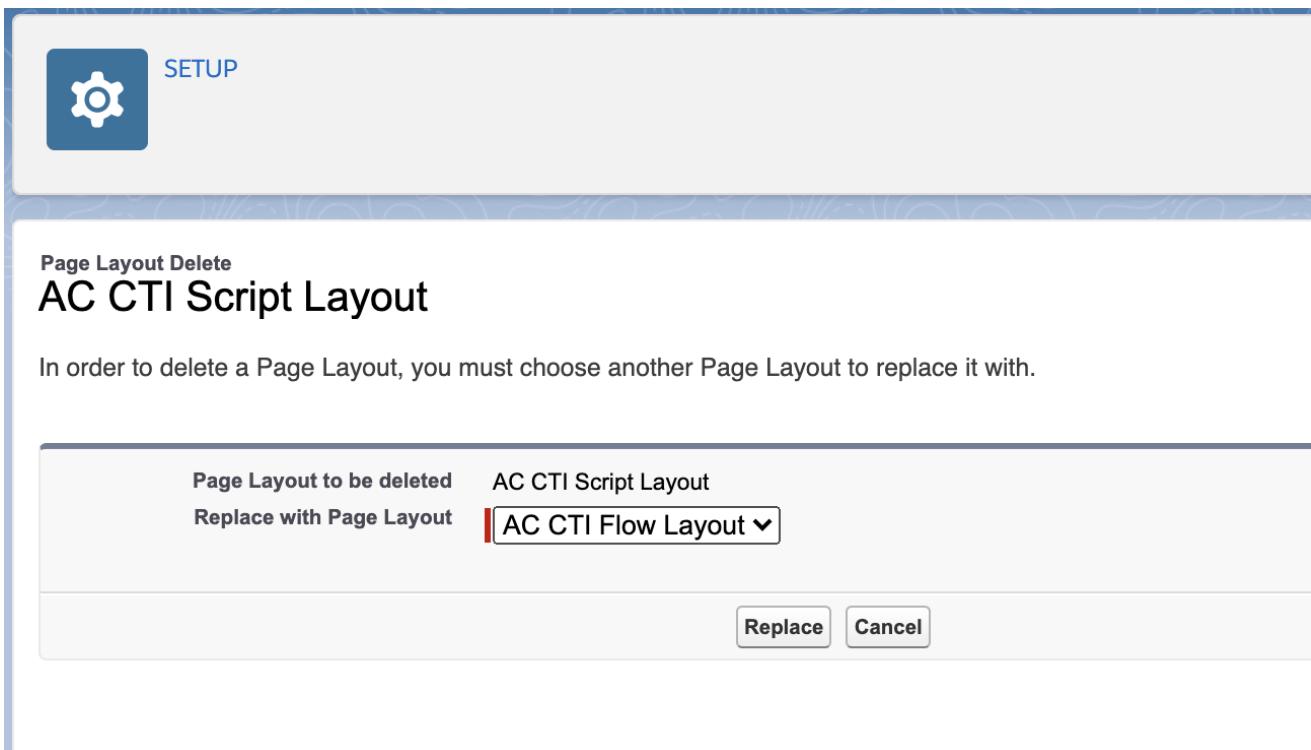
Deletion problems



[Back to Previous Page](#)

 The attempted delete was invalid for your session. Please refresh your page and try again.

11. You will be asked which layout you want to replace it with. Select **AC CTI Flow Layout** and click **Replace**.



12. Go to your **CTI Adapter**.
13. Click on any of the CTI Flows and scroll down to the section labeled **CTI Flow**. You should see something like this:

Invalid Script

Please note that starting from version 4.6, your scripts will need to be migrated to our new CTI Flows.

You can download your current script below



Download

When you are ready to try out the CTI Flow editor, click Continue.

[Continue →](#)

14. Click **Download** and save your script before clicking **Continue**.
15. Use the CTI Block primitives in the editor to re-create your script as a CTI Flow.
16. Refer to the Sample Flows in the Appendix of this manual.

CTI Adapter Installation Troubleshooting and Common Issues

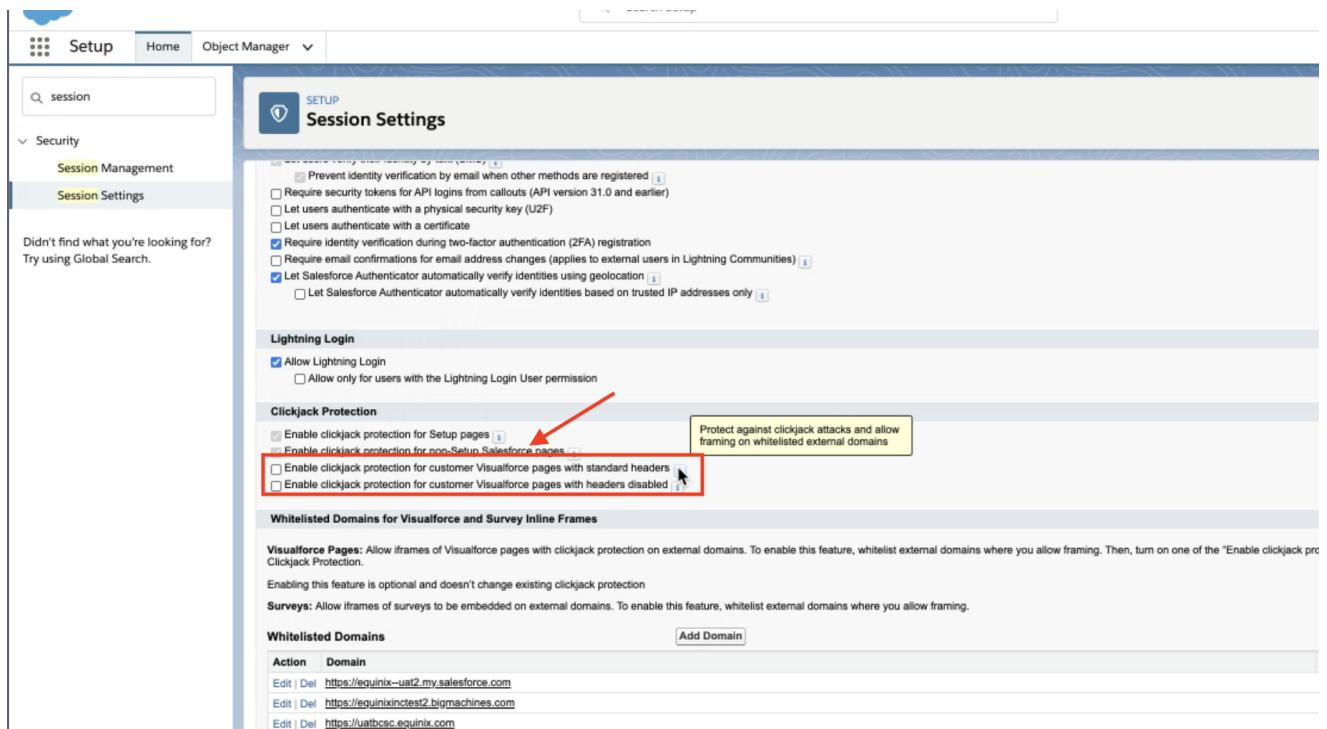
Error “refused to run the JavaScript URL because it violates the following Content Security Policy directive...”

This is an allowlisting issue, please review the installation and ensure that both URLs are properly allowlisted.

Error “refused to frame” Visualforce page



This can happen if the customer has checked “Enable clickjack protection” on Salesforce session settings. The solution is to uncheck that.



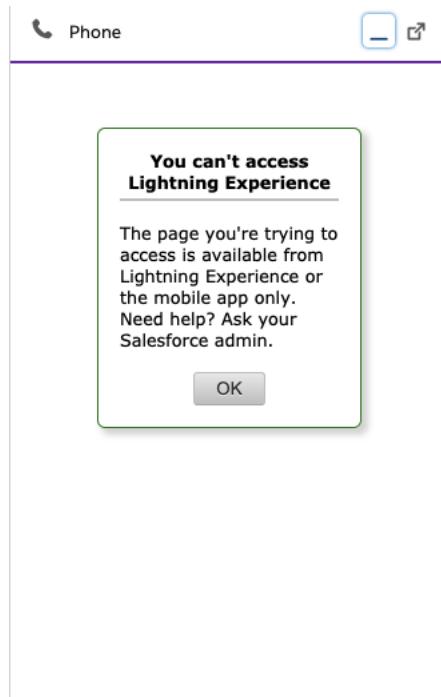
I upgraded my adapter to v5, but I don't see the CTI Flows feature.

See the [Upgrading from an Earlier Version](#) section of the installation guide.

I upgraded my adapter from v3 to v5 and we lost some screenpop functionality.

All screenpop functionality native to v3 now needs to be recreated using CTI Flows. Please review the [CTI Flow Examples](#) for more details, all screenpop functionality from v3 has been recreated.

The CCP doesn't show up in service console and I instead see the following image:



Copy the full url of the lightning adapter visualforce page into the call center.

Certain picklists are missing picklist items.

When upgrading from a version of the package to a higher version of the package in which new picklist items were added to a picklist, those new picklist items won't be installed. This is a [known Salesforce issue](#).

Configuring and Using CTI Adapter Features

The CTI Adapter installed by the managed package provides a number of features that change or enhance the functionality of the integration. By default, many of these features have been configured during install with a default setting. This section will detail the options available.

CTI Adapter Details

The CTI Adapter configuration begins with the adapter details. These fields provide the basic information needed to relate the Adapter to the call center configuration in Salesforce and, ultimately, to the agents and supervisors that will be using the platform.

The screenshot shows the 'Details' tab of a CTI Adapter configuration page. It includes fields for CTI Adapter Name (ACLightningAdapter), Amazon Connect Instance URL (https://sfk3adaptertest.awsapps.com), Custom Ringtone, Softphone Popout Enabled (checkbox checked), Medialess (checkbox unchecked), and Single SignOn (SSO) (checkbox unchecked). On the right side, there are sections for Owner (test), Call Center Definition Name (ACLightningAdapter), Debug Level (Off), and Presence Sync Enabled (checkbox checked).

Update the CTI Adapter Details

- 1. CTI Adapter Name:** provide a unique name for this CTI adapter definition
- 2. Amazon Connect Instance:** This was configured in a previous section. This is the instance url for your Amazon Connect instance.
- 3. Amazon Connect Instance Region:** This is the code for the region that you have deployed your Amazon Connect instance to. This is required for the Amazon Connect chat APIs to work correctly. If you do not use the chat feature of Amazon Connect, this field is not necessary
- 4. Custom Ringtone:** This allows for overriding the built-in ringtone with any browser-supported audio file accessible by the user.
- 5. Call Center Definition Name:** This was configured in a previous section. This is the internal name of the Call Center configured in Salesforce setup. This value links the CTI Adapter to the Call Center, and ultimately to the agents.
- 6. Softphone Popout Enabled:** Salesforce supports softphone pop out in Console and Lightning Experience modes. When the softphone is popped out, it opens in a new browser window external to the Salesforce UI. This is helpful in use cases where the call controls are regularly needed but the agent also needs full access to the entire console.
- 7. Debug Level:** For future use
- 8. Medialess:** Amazon Connect supports running in VDI environments, however best practice is to send the actual audio stream via a separate CCP. Selecting the medialess option will configure the Salesforce CCP to run in medialess mode, which provides the data that Salesforce needs for screenpop while the audio is streamed to a local CCP.
- 9. Presence Sync Enabled:** This setting allows the adapter to use the presence rules to sync state from Amazon Connect to Salesforce Omni-Channel.

Single Sign On Settings

The Amazon Connect CTI Adapter supports single sign on(SSO) via SAML integration. This allows customers that use a SAML provider for authentication into Amazon Connect. You will need the SSO URL for your provider and the Relay State settings for your Amazon Connect instance.

For general information on configuring SAML for Amazon Connect, please refer to: [Amazon Connect Administrator Guide: Configure SAML for Identity Management in Amazon Connect](#).

If you wish to use **Salesforce** as your identity provider for Single Sign On, please follow the setup instructions in [Appendix B - Configuring Salesforce as Your Identity Provider](#).

For information about configuring specific SAML providers to work with Amazon Connect:

- [AWS Single Sign-On](#)
- [Okta](#)

Once you have your SAML integration working with Amazon Connect, you will need to create the Amazon Connect Single Sign On URL and validate that it works correctly, then configure the Lightning CTI adapter and login the agent.

Identify the SSO URL components

In order to authenticate with Amazon Connect, you need your IdP login URL from your SAML provider and a relay state URL that will redirect the authenticated user to your Amazon Connect instance.

Your IdP Login URL will resemble the following (Salesforce is shown):

`https://m*****run-dev-ed.my.salesforce.com/idp/login?app=0sp0N000000`

The 'RelayState' will be in the following format:

`https://console.aws.amazon.com/connect/federate/{InstanceId}?destinat`

Please note that "console.aws.amazon.com" refers to US-East-1 region (N. Virginia). If your Amazon Connect instance is in a different region, please use the region Console URL. For example:

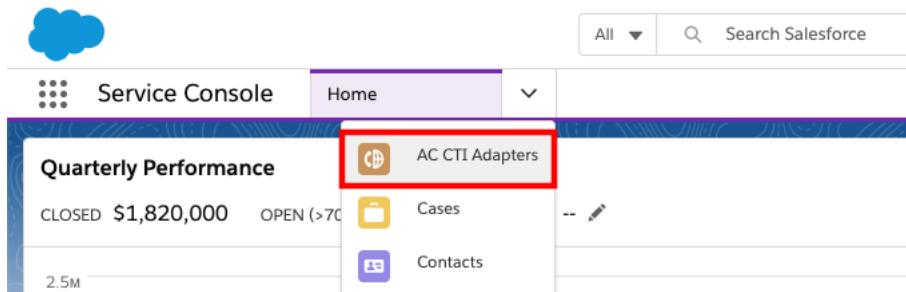
`https://us-west-2.console.aws.amazon.com/connect/federate/{InstanceId}`

Configure the CTI Lightning Adapter in Salesforce

Now we are ready to complete the last step in the configuration process: Adding the SSO settings to the Lightning Adapter. This will configure the adapter to authenticate via SSO and redirect to the Amazon Connect Contact Control Panel once authentication completes.

1. Log in into your Salesforce org and go to the **Service Console**

2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**

4. Scroll down to the Single SignOn (SSO) section and choose the pencil icon of either field to edit

This screenshot shows the 'Single SignOn (SSO)' configuration screen. It includes fields for 'SSO Url' and 'SSO Relay State'. To the right of the 'SSO Relay State' field is a small edit icon (pencil symbol) enclosed in a red box.

5. For the SSO Url, paste your IdP login URL up to the first question mark (if one exists). A couple of examples are provided: Salesforce:

`https://m*****run-dev-ed.my.salesforce.com/idp/login?app=0sp0N000`

Microsoft ADFS:

`https://sts.yourcorp.com/adfs/ls/idpinitiatedsignon.aspx`

6. Paste this portion of the URL into the **SSO Url** field

This screenshot shows the 'Single SignOn (SSO)' configuration screen again. The 'SSO Url' field contains the value `https://sample-dev-ed.my.salesforce.com/idp/login`, which is highlighted with a yellow background.

7. For the SSO Relay State: IF you had a question mark in your login URL, paste everything AFTER the question mark into the SSO Relay state field, then add &RelayState= to the end, and append your relay state URL. For example:

`app=0sp0N000000Caid&RelayState=https://console.aws.amazon.com/conn`

IF you did not have a Question Mark, then enter &RelayState= into the SSO Relay State field and append your relay statue URL to it. For example:

`&RelayState=https://console.aws.amazon.com/connect/federate/instan`

8. Example of a completed SSO section (Salesforce is shown)

▼ Single SignOn (SSO)

SSO Url
https://sample-dev-ed.my.salesforce.com/idp/login

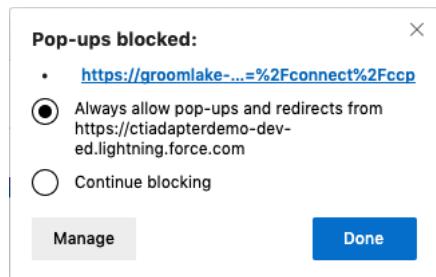
SSO Relay State
app=0sp6g000000XZyd&RelayState=https://us-west-2.console.aws.amazon.com/connect/federate/YOUR-INSTANCE-ID?destination=%2Fconnect%2Fccp



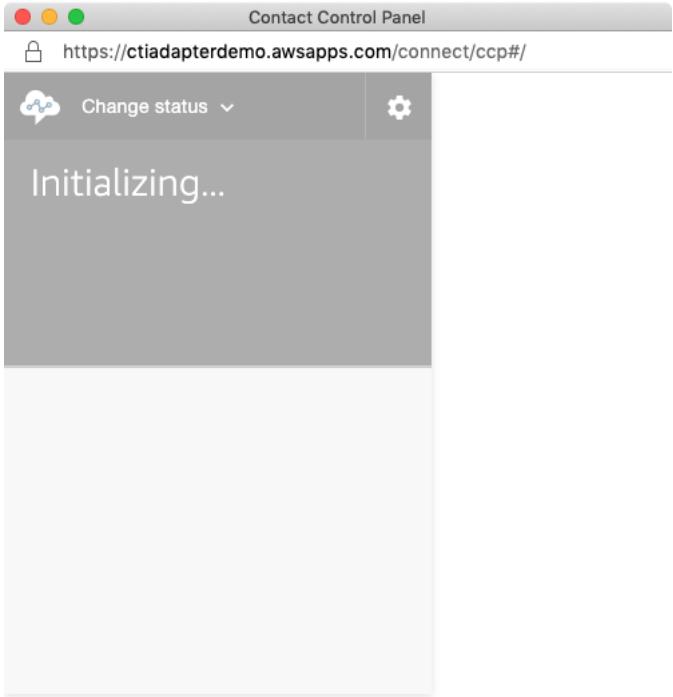
9. Choose Save

10. Refresh your browser to make the changes take effect

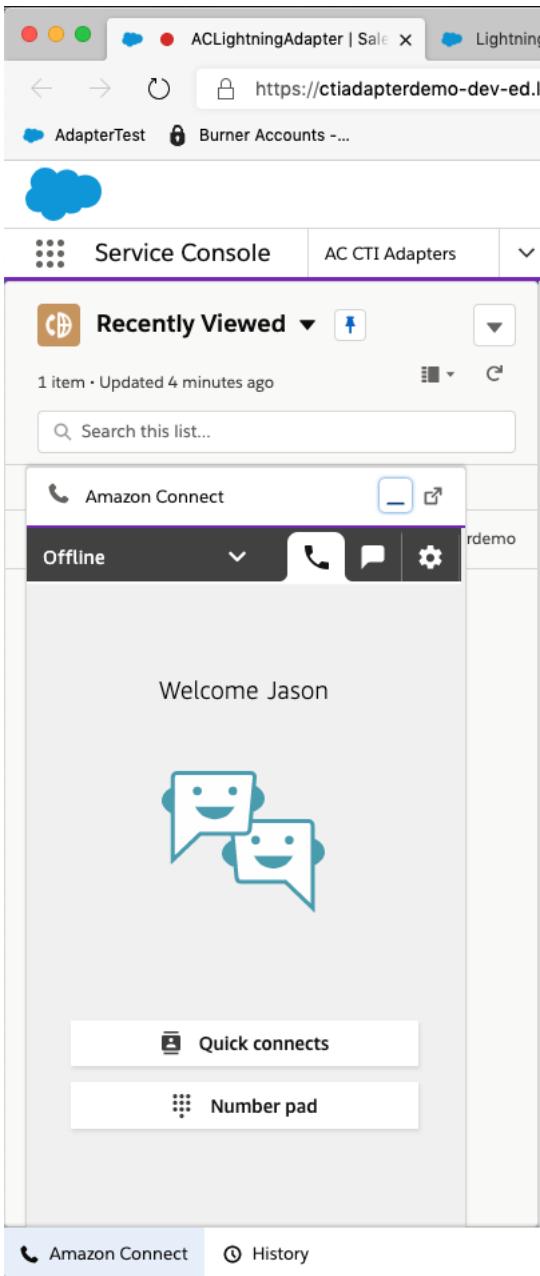
- a. **NOTE:** If you receive a blocked popup warning, select the warning and change the setting to always allow popups from your Salesforce org, then refresh the browser again



11. After a few seconds, a new window should pop up for a moment. This window is performing the authentication and setting your session cookie. Once it does this, it will close automatically.



12. Once the authentication window closes, select the **phone icon** in the console toolbar to open the CCP Note: You may also receive popups to allow notifications and microphone access. Please accept both.
13. You should now see the authenticated and logged in CCP



14. SSO Configuration is complete

CTI Attributes

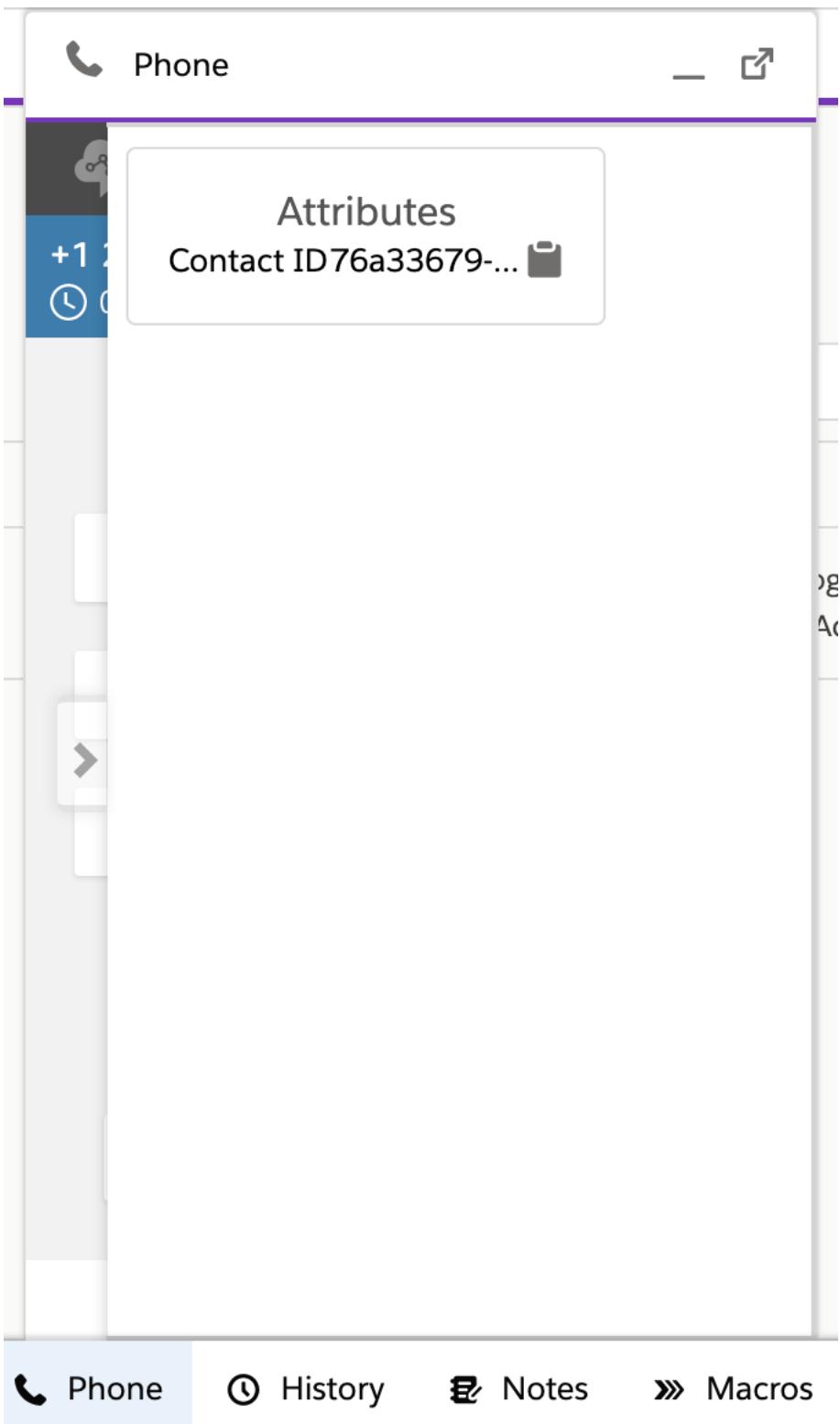
CTI Attributes provide the ability to reference and display contact attribute data within the Amazon Connect Contact Control Panel (CCP). This allows for easy access to data or URLs that may be necessary for agents to perform tasks external to Salesforce. Adding attributes does not import data directly into Salesforce. Instead, it is simply available in the CCP for the life of the contact.

Attribute Properties

When configuring CTI attributes, you will need to complete the configuration with the following information:

- **CTI Attribute Name:** the user-friendly name that will identify this attribute configuration. This is not the name or key of the attribute itself.
- **Label:** will be displayed in the CCP as the label for the attribute value.
- **Display:** indicates how this attribute should be displayed. Options are:
 - --None--: this attribute will not be displayed, however it will be available for use. Typically, this is used to define attributes that will be used in URLs.
 - Key-Value: the attribute label and value will both be displayed as a key-value pair
 - Key: only the label is displayed. This can be used to create sections in the attribute list. For example, you could have an "Address" label followed by individual attributes for street, city, state, country, postal code, etc
 - Value: only the value is displayed. This can be used when displaying several values under one section or when displaying a URL that needs no label.
- **Type:** indicates if this is a text or URL attribute
- **Style:** allows you to specify a CSS style rule for the display of this attribute. The style will apply to both the label and the value.
- **Format:** the format allows you to define which contact attributes will be used in the value of this CTI attribute. Contact attributes are referenced by their key name enclosed in double curly braces. For example, an Amazon Connect contact attribute of accountId would be referenced as {{accountId}}.
- **Active (checkbox):** indicates if this CTI attribute is active
- **Default Value:** value to be displayed if the contact attribute referenced is not found

Once you set the CTI attributes, you access them by choosing the appropriate icon during a connected contact



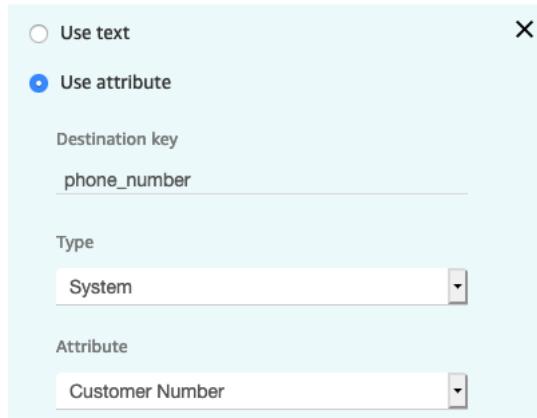
CTI Attributes Example Walkthrough

Since there are endless use cases for CTI attributes, this guide will walk through a couple examples that show you how both text and hyperlink based attributes are configured,

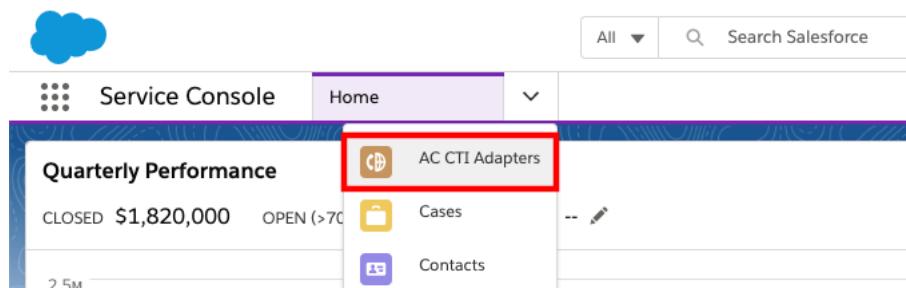
presented, and used. These examples are not intended to remain in your configuration and are instead designed to provide you with the experience of configuring a functional attribute.

Adding a Text-based CTI Attribute

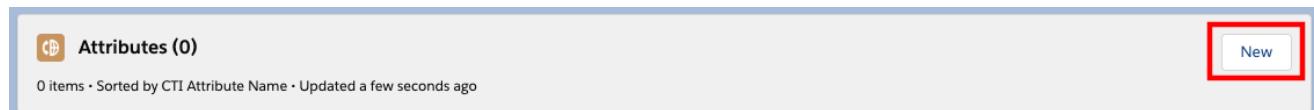
In this example, we will walk through creating a new CTI Attribute based on a contact attribute named "phone_number" and add it to the CCP. In our scenario, the contact flow has set this attribute using input from the customer to indicate their phone number of record. In order for this example to work, your contact flow must also set a contact attribute named "phone_number"



1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**
4. Scroll down to the **Attributes** section and select New



5. Provide a **CTI Attribute Name** value, for example: customer_phone
6. Provide the **Label** name, for example: Callback Phone

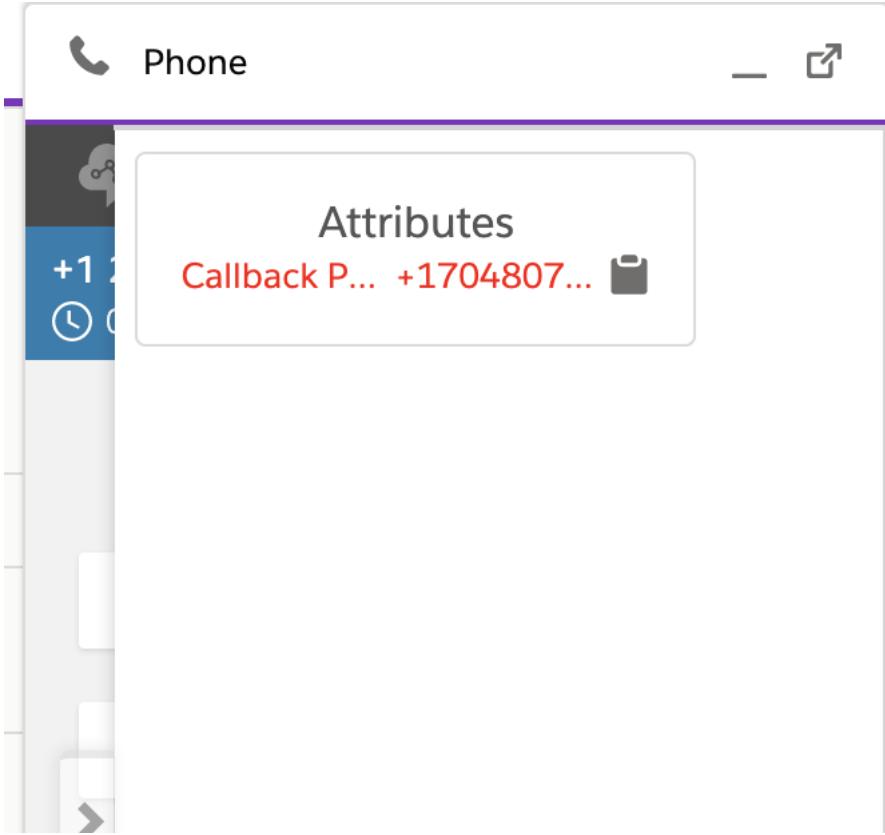
7. Select the **Display** option, in this case: Key-Value
8. Select Text as the **Type**
9. For **Style**, enter the following: color: red
10. In the **Format** field, enter {{phone_number}} to reference the incoming contact attribute
11. Set **Default Value** to unk
12. Choose Save

CTI Adapter
ACLightningAdapter

* CTI Attribute Name

* Label <input type="text" value="Callback Phone"/>	* Display <input type="text" value="Key-Value"/>
* Type <input type="text" value="Text"/>	Style <input type="text" value="color: red"/>
* Format <input type="text" value="{{phone_number}}"/>	Active <input checked="" type="checkbox"/>
Default Value <input type="text" value="unk"/>	

13. Refresh your browser
14. Place a new call into your Amazon Connect instance and accept the call as an agent
15. Once the call is connected, select the text attribute icon to expand the CTI Attributes



16. Note the Style formatting. Also note that you can quickly copy the content of the attribute by selecting the clipboard icon.
17. Disconnect the contact.

Adding a Hyperlink-based CTI Attribute

In this example, we will walk through creating a new hyperlink CTI Attribute that incorporates a contact attribute named "postal_code" and add it to the CCP. In our scenario, the contact flow has set this attribute using a data query into Salesforce. In order for this example to work, your contact flow must also set a contact attribute named "postal_code"

Use text X

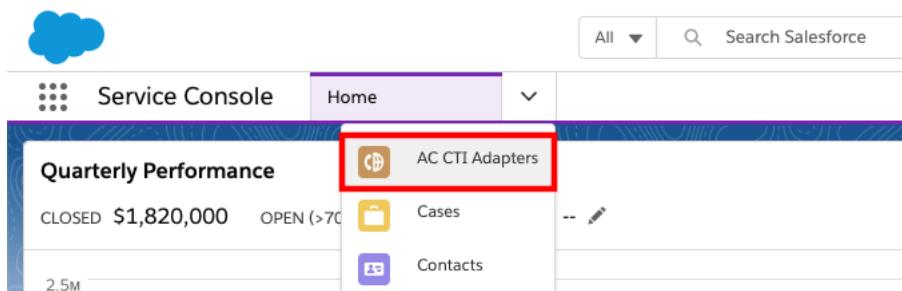
Use attribute X

Destination key

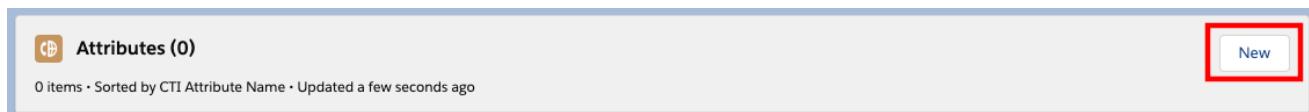
Type

Attribute

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**
4. Scroll down to the **Attributes** section and select New



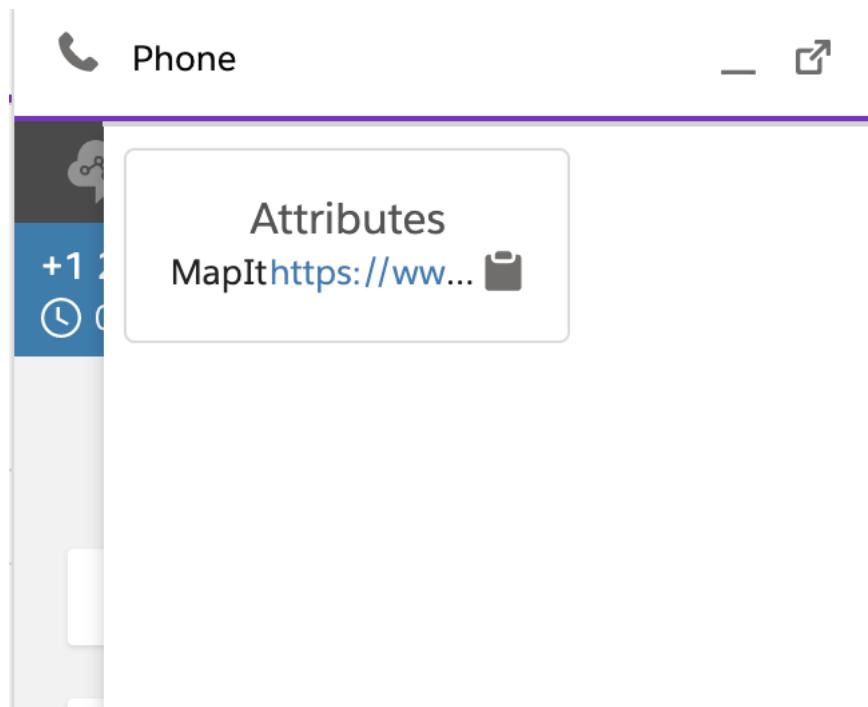
5. Provide a **CTI Attribute Name** value, for example: postal_code
6. Provide the **Label** name, for example: MapIt
7. Select the **Display** option, in this case: Key-Value
8. Select Hyperlink as the **Type**
9. Leave **Style** blank
10. In the **Format** field, enter
`https://www.google.com/maps/search/{{postal_code}}`
to append the incoming contact attribute to the URL
11. Set **Default Value** to unk
12. Choose Save

CTI Adapter	
ACLightningAdapter	
CTI Attribute Name	
postal_code	
Label	
MapIt	
Type	
Hyperlink	
Format	
https://www.google.com/maps/search/{{postal_code}}	
Default Value	
unk	

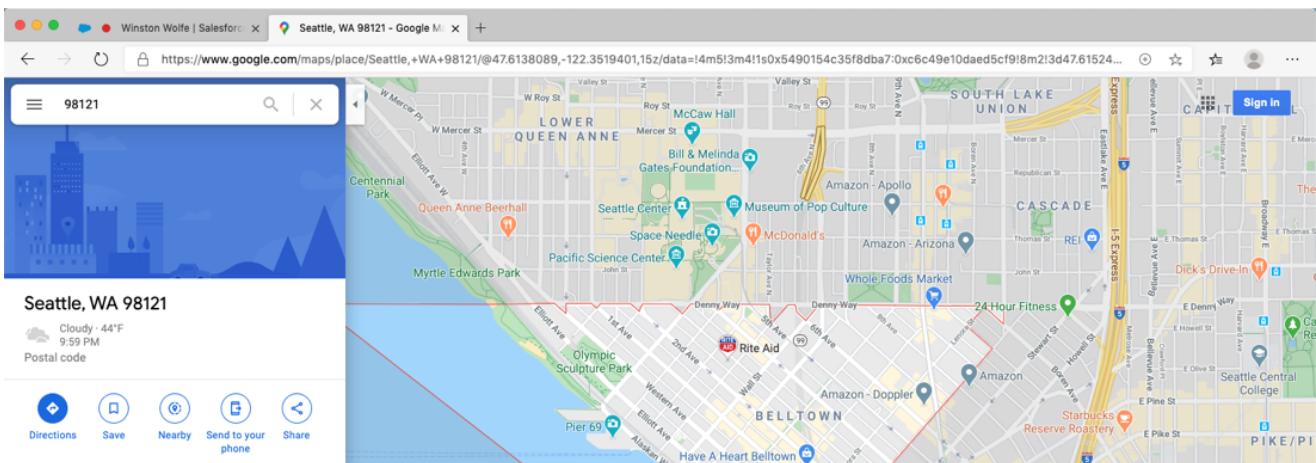
13. Refresh your browser

14. Place a new call into your Amazon Connect instance and accept the call as an agent

15. Once the call is connected, select the hyperlink attribute icon to expand the CTI Attributes



16. Select the URL and observe the page load



17. Disconnect the contact.

CTI Attribute Additional Features

Enabling CTI Attribute Additional Features

The additional CTI Attribute features allow you to further customize CTI Attributes.

1. In Service Console, navigate to your CTI Adapter

2. Scroll down to the features section of your AC CTI Adapter and select new

3. Set the AC Feature Name to **FEATURE_CTI_ATTRIBUTES**
4. Fill the value text box to contain the following settings:
 - a. **ShowAttributesIfEmpty** (Boolean, default true): show attributes text box when contact has no attributes

* AC Feature Name

FEATURE_CTI_ATTRIBUTES

Value

ShowAttributesIfEmpty: true
ShowAllAttributes: true

Active



CTI Adapter

ACLightningAdapter

b. **ShowAllAttributes** (Boolean, `default false`): show all attributes

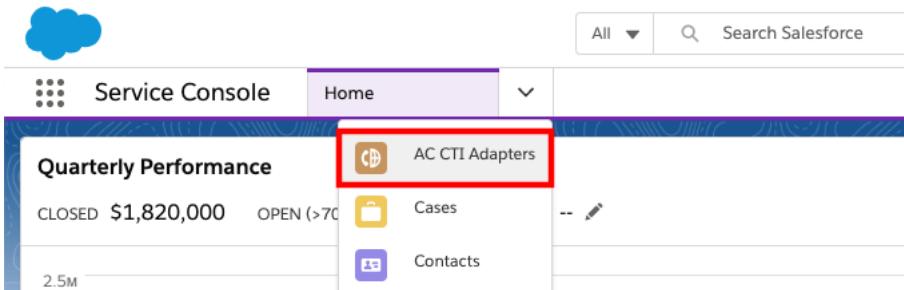
5. Select **Save**

CTI Flows

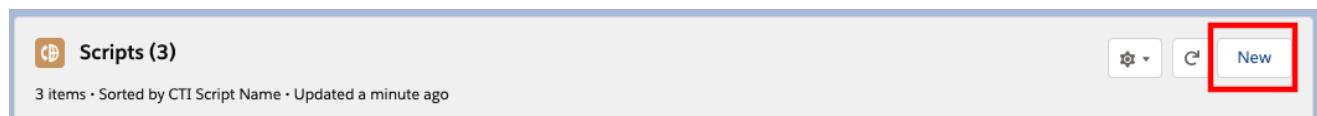
The CTI Adapter provides a mechanism to customize the behavior of the adapter based on your business needs without needing to edit the underlying Visualforce pages, which could negatively impact overall adapter function. This is accomplished through CTI Flows.

A CTI Flow consist of "actions" that represent an API call to parts of Salesforce or Amazon Connect API. Like a JavaScript function, each action can take inputs and provide outputs, or returns values, that you can use from other actions.

To create a new CTI Flow, log in into your Salesforce org and go to the **Service Console**. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



Select **ACLightningAdapter**. Scroll down to the **CTI Flows** section and select New to create a new CTI Script.



Provide a user-friendly name in the **CTI Flow Name** field. And click **Save**.

New CTI Script

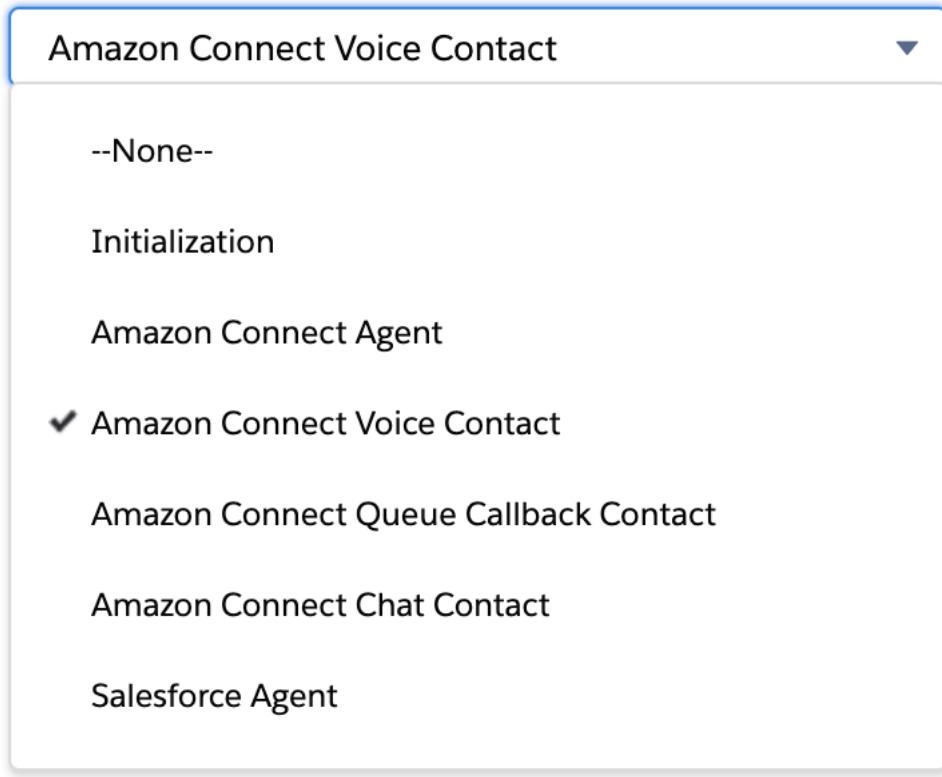
Information

CTI Script Name Set Agent Offline on Login	* CTI Adapter ACLightningAdapter
Active <input checked="" type="checkbox"/>	Debugger Breakpoint <input type="checkbox"/>
* Source Amazon Connect Agent	* Event onInit
Description Script to set agent to Offline when first logging in.	

This will take you to a form where you can fill in name and adapter of the CTI Flow. There are a couple of fields that you may be unfamiliar with: **Source** and **Event**.

Let's look at **Source** field first.

* Source



You can think of Source as the "origin" of the CTI Flow. There are currently 7 sources: Initialization, an Agent on Connect, Voice Contact on Connect, Queue Callback Contact on Connect, Chat on Connect, Salesforce Agent or Salesforce UI.

Each source comes with a set of events that you can hook into, i.e. your CTI Flow will be executed when one of these events fire. Typically, you will have only one flow for a combination of a source and an event. (You can find out more about sources and events in [Appendix C - CTI Flow Sources and Events](#))

For the purposes of this example, we selected **Amazon Connect Voice Contact** source and **onConnecting** event. Now click Save and on the next page scroll down till you find the **CTI Flow** section.

Details

▼ Information

CTI Flow Name

Create Screenpop

Source

Amazon Connect Voice Contact

Description

Created By

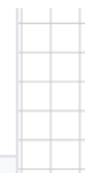


Amazon Connect, 7/23/2020 9:10 AM

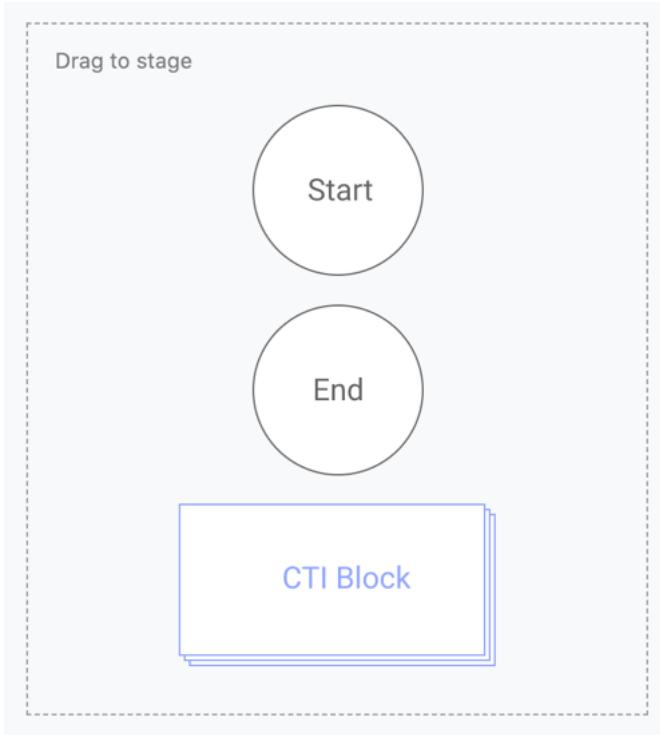
▼ CTI Flow

Main Menu

Save



Let's build a CTI Flow that opens a screenpop in Salesforce when a voice call comes.



You can start using by dragging the item called **CTI Block** from the sidebar in the Main Menu over the stage, which is marked by a grid pattern.

When you drop the block, you will see a modal titled **Explorer**. This modal contains a list of actions you can choose from.

Search	Action	Description	What it calls:
phone	Format Phone Number	Formats a phone number for a country code.	<code>ac.Utils.Common.formatPhoneNumber(...)</code>
	Format Phone Number (E164)	Formats a phone number for a country code in E164 format.	<code>ac.Utils.Common.formatPhoneNumberE164(...)</code>
	Select		
	Get Softphone Layout	The query to get softphone layout.	<code>ac.Utils.Salesforce.getSoftphoneLayout()</code>
	Show Softphone Panel	The command to show softphone panel.	<code>ac.Utils.Salesforce.showSoftphonePanel()</code>
	Select		

In the **Search** field, search for **Phone** and Select the action called **Get Customer Phone Number** from the results on the right.

Change type ▾

Get Customer Phone Number

ID: uid-0

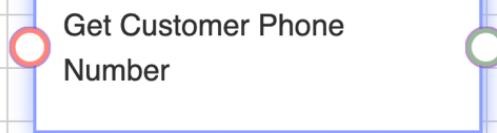
Remove

About this action

Return Values

This action has a return value. It returns the following fields. You may use these fields in the input fields of connected actions.

phone	Phone number of the caller.
country	Country of the phone number.



You should now see a block on the stage for the action you selected, and the sidebar will display some information about this action, including its return value.

(Note: If you'd like to change the label of the action, doubleclick on it. This will open a text editor. Make your changes and when you're finished click outside the node to save your label.)

Some actions can be configured using input fields to provide arguments to function calls, as well. This action does not have any input fields, and returns two values ---- **phone** and **country**.

Now let's drag another CTI Block over the stage and find an action called **Search and Screenpop**.

Change type ▾

Search And Screenpop

ID: uid-9

Remove

About this action

Arguments

searchParams

queryParams

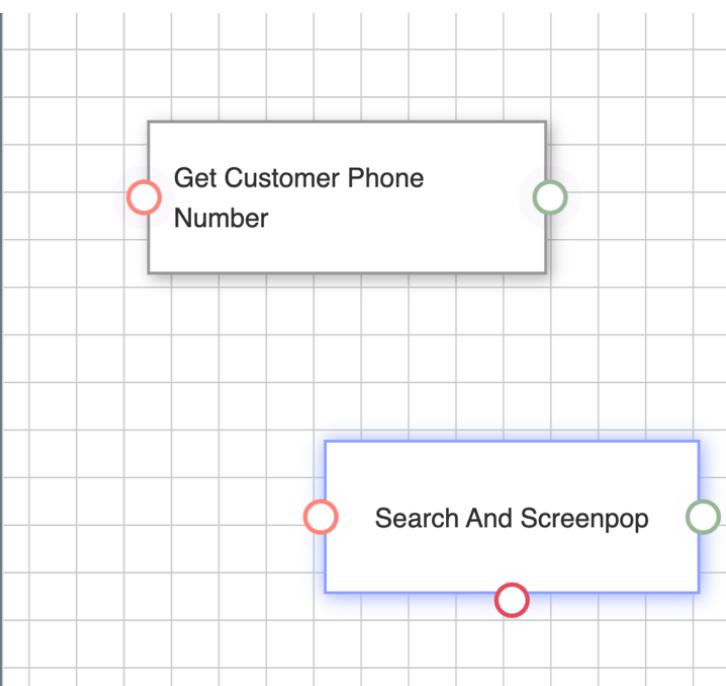
defaultFieldValues

Add a field

deferred

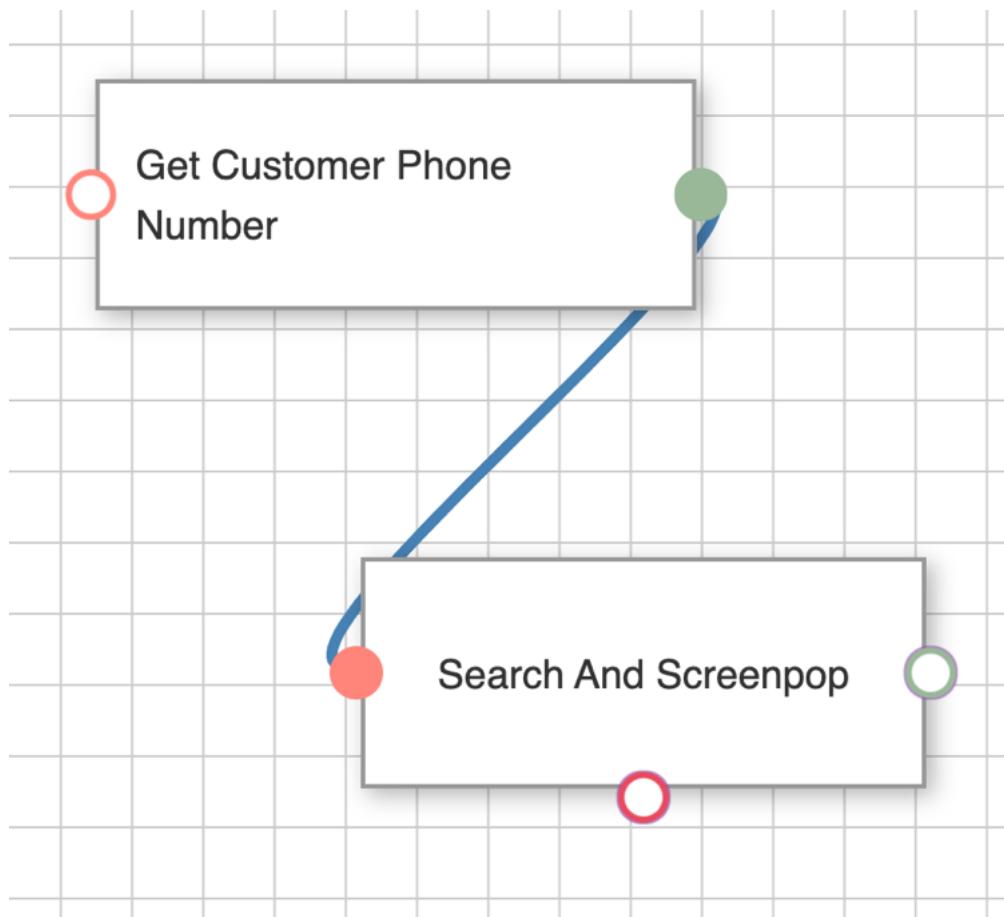
Get Customer Phone Number

Search And Screenpop



Connect these blocks by clicking the green socket (green means "done") on **Get Customer Phone**, which will display a blue line that tracks your mouse cursor around the stage.

Now, click on the pink socket, i.e. the **input** socket, which is to the left of the **Search and Screenpop** block. If the connection is successful, the sockets fill turn into a solid color and the blue line will connect them. (There are some restrictions on which sockets you can connect together. For example, you cannot connect output of an action to its own input socket or connect two inputs.) If you are not happy with this connection, you can hover over it and double click to remove.



Now we'd like to get the phone number of the customer and use it in **Search and Screenpop**. Here is a tip: if two actions are connected, you can use the return values of the first action in the input fields of the next action. (You can even use the return values of actions connected to the last action, and the ones connected to that, and so on.)

This action has only two options, and we want to use the one called "phone" for this field.

Change type ▾

Search And Screenpop

ID: uid-2

Remove About this action

Arguments

searchParams i

Enter a value

GET CUSTOMER PHONE NUMBER (UID-0)

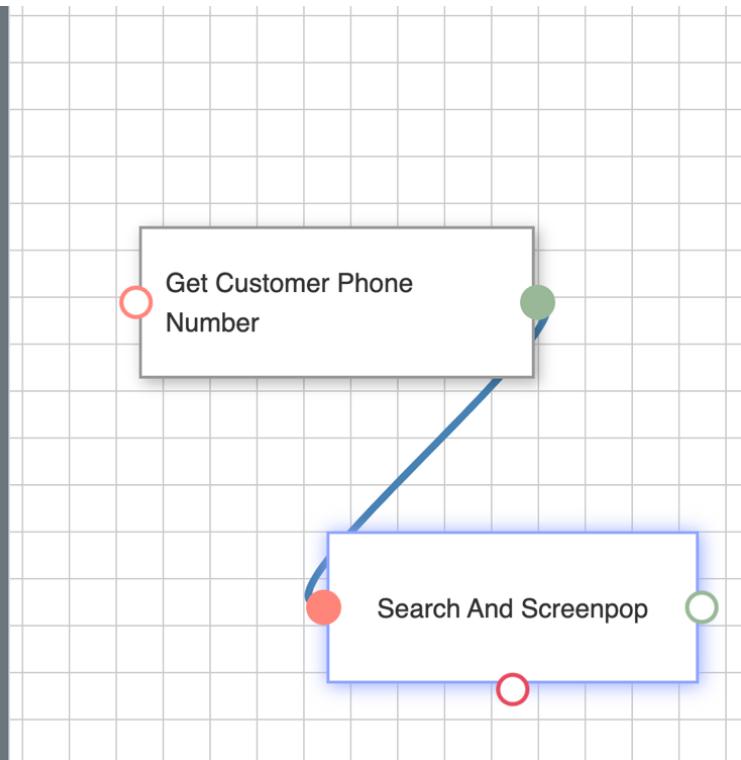
phone

country

Add a field

deferred i

callType i



Search And Screenpop

ID: uid-9

Remove About this action

Arguments

searchParams i

ValueOf Get Customer Phone Num... x | v

queryParams i

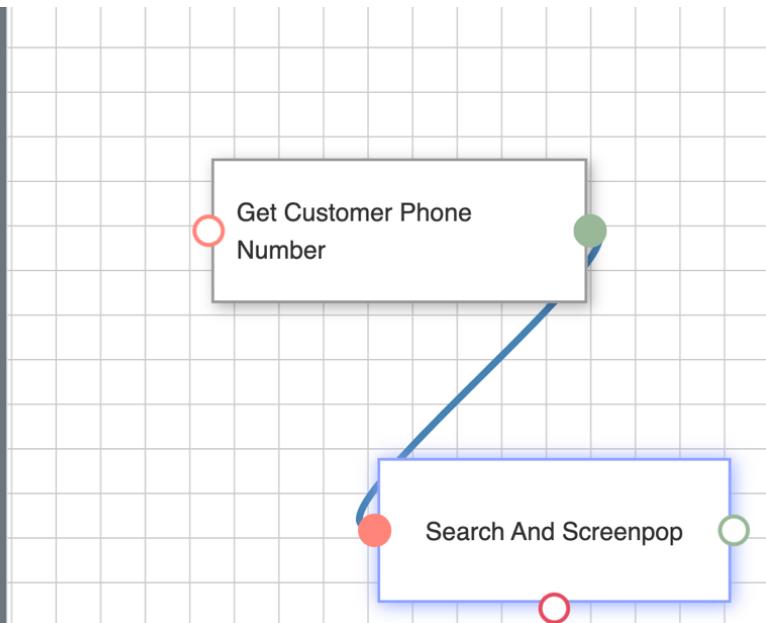
test|

✓ Add New Value

Add a field

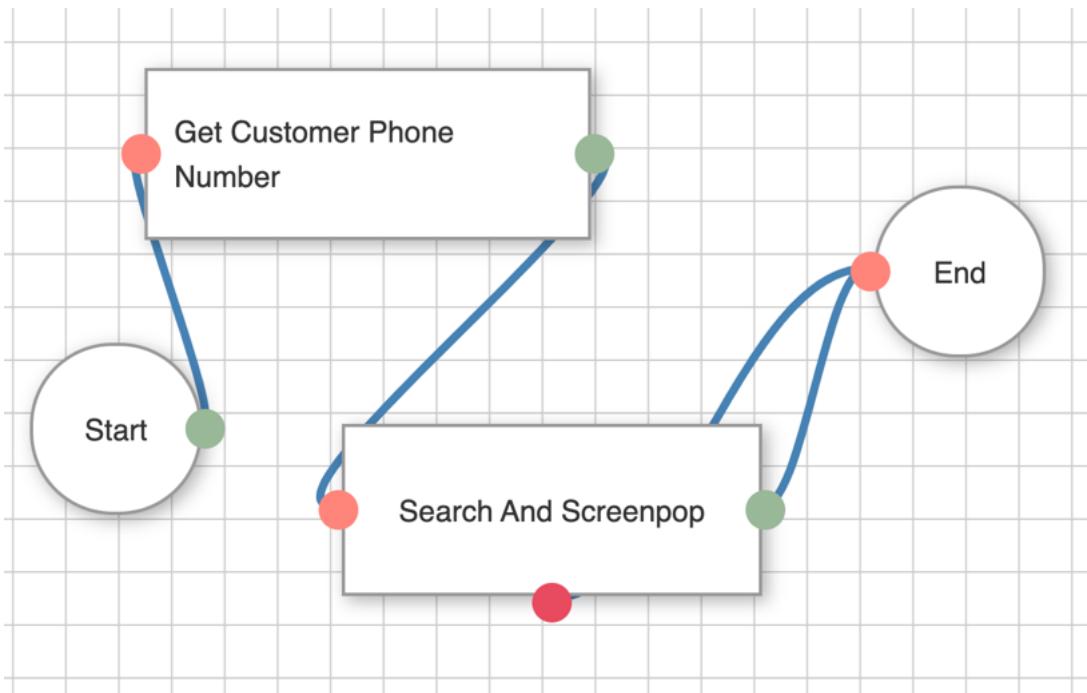
deferred i

callType i



If you want to enter a custom input value, you can type that, and select **Add New Value** from the dropdown.

And make sure to set **callType** to "inbound." Finally, add the **Start** and **End** nodes and connect everything together.



When you're finished, click **Save** in the sidebar. That's it. You created your first CTI Flow.

To test your flow, go to your **Service Console**, and make a call from a number that is in the profile of a Contact. As the call is displayed in your CCP dashboard, Salesforce will pop open the contact of the caller in a separate tab.

Presence Sync Rules

The CTI Adapter supports bidirectional synchronization of agent state between Amazon Connect and Salesforce Omnichannel. This allows you to tightly control agent availability for different contact/media types dependent on current agent state. This section of the guide assumes that you have Omnichannel configured appropriately. If you do not and wish to test this function, please refer to the section [Configure Salesforce Omnichannel for Testing](#).

NOTE: In order for Presence Sync to work, the CTI Adapter must be configured to allow it. See [CTI Adapter Details](#)

for more information.

Presence Sync Rules are evaluated based on specific events. The available events are:

- **Connect Agent State Change:** The Connect agent's state has changed.
- **Salesforce Agent State Change:** The Salesforce agent's state has changed.
- **Salesforce Agent Logout:** The Salesforce agent has logged out.
- **Salesforce Work Accepted:** The Salesforce agent has accepted work.

- **Salesforce Workload Changed:** The Salesforce agent's workload has changed.

Once the event is triggered, the CTI adapter will evaluate the provided criteria. The criteria is established by comparing Operand A, using standard comparator options, against Operand B. Possible options for Operand A and B are:

- **Connect Agent New State:** The Connect agent's new state value
- **Connect Agent Old State:** The Connect agent's old (previous) state value
- **Salesforce Agent New State:** The Salesforce agent's new state value
- **Salesforce Service Channel:** The service channel upon which the Salesforce agent has accepted work
- **Salesforce Previous Workload:** The Salesforce agent's previous workload
- **Salesforce Previous Workload Pct:** The Salesforce agent's previous workload expressed as a percent of configured capacity
- **Salesforce New Workload:** The Salesforce agent's new workload
- **Salesforce New Workload Pct:** The Salesforce agent's new workload expressed as a percent of configured capacity
- **Salesforce Configured Capacity:** The Salesforce agent's configured capacity
- **Static Value:** The user may provide a value. For example, a custom agent state name or other alphanumeric value. When Static Value is selected a "Value" field becomes visible to accept the users static value input.

Available comparators are:

- **Equal to:** Are Operand A and Operand B equal
- **Not equal to:** Are Operand A and Operand B not equal
- **Greater than:** Is Operand A greater than Operand B
- **Greater than or equal to:** Is Operand A greater than or equal to Operand B
- **Less than:** Is Operand A less than Operand B
- **Less than or equal to:** Is Operand A less than or equal to Operand B

Configuring Statuses

Presence Sync Rules require statuses in both Amazon Connect and Salesforce. In this example, we will add two additional statuses to each side of the configuration and prepare

rules that sync both clients to the same state regardless of which agent sets the status. Essentially, you will configure the status sync similar to the following example:

When a sets status to b	Set x to y
Amazon Connect sets status to Available	Omnichannel to Available
Omnichannel sets status to Available	Amazon Connect to Available
Amazon Connect sets status to Working -- Phone	Omnichannel to Working -- Phone
Omnichannel sets status to Working -- Media	Amazon Connect to Working - Media

Amazon Connect System Statuses

The following Amazon Connect CCP statuses are system statuses that can be used in presence sync. Please note however that these statuses are restricted and you cannot set the Amazon Connect status to the below.

- Busy - agent is in a call
- Pending - agent is receiving a request for a queue callback
- PendingBusy - agent is receiving call
- CallingCustomer - agent is calling customer
- AfterCallWork - agent is in the after call work screen

Create Presence Statuses in Amazon Connect

Agents are responsible for setting their status in the Contact Control Panel (CCP). Typically, the only time an agent's status changes is when they manually change it in the CCP however Presence Sync Rules can automate the process when conditions are met.

Amazon Connect provides two default status values:

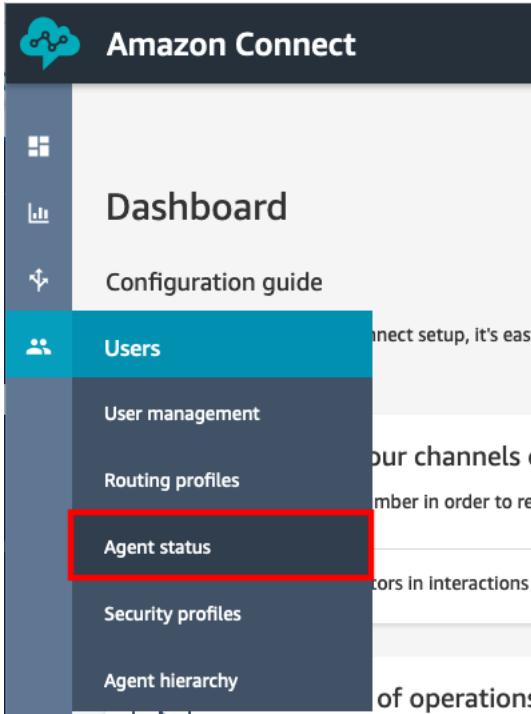
- Available
- Offline

You can change the name of these values, and you can add new ones. For example, you might add a status for Lunch, and another for Training. These and the default status values will be used for reporting, metrics, and resource management.

Note: When you add a new status, it will always be **Custom**, not routable.

Create an Amazon Connect status

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Users**, then select **Agent status**



3. Select **Add new agent status**

4. Provide a Status name and Description. Leave the Enabled checkbox selected.

Status name	Description	Type	Enabled for use in CCP
Lunch	Lunch	Custom	<input checked="" type="checkbox"/>

5. Select Save. Repeat as desired for the remaining statuses that you wish to add.

Create Presence Statuses in Salesforce

You will need to configure presence statuses to reflect the different presence states that you wish your Omni-Channel agents to enter. These do not need to match agent statuses in Amazon Connect exactly, but it does make it easier to track what you are doing.

Create a Salesforce presence status

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter presence and choose **Presence Statuses** from the results

The screenshot shows the Salesforce Setup interface. At the top, there are tabs for 'Setup', 'Home', and 'Objects'. A search bar contains the text 'presence'. Below the search bar, under 'Feature Settings' and 'Service', there is a 'Omni-Channel' section. Within this section, 'Presence Configurations' is listed, followed by 'Presence Decline Reasons' and 'Presence Statuses', which is highlighted with a red box.

3. In the Presence Statuses page, choose New
4. Provide a status name, for example Lunch
5. Set the Status options appropriately, for example, Busy
 - a. For Online statuses, you will need to provide a channel. Please reference the [Omni-Channel documentation](#) for details
6. Choose Save

Presence Statuses

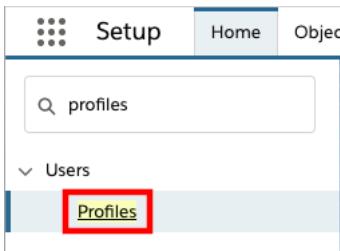
Let agents indicate when they're online and available to receive work items from a specific service channel, or whether they're away or offline.

The screenshot shows the 'Edit' screen for a Presence Status. At the top right are 'Save' and 'Cancel' buttons. The main area is divided into sections: 'Basic Information' and 'Status Options'. In 'Basic Information', there are fields for 'Status Name' (set to 'Lunch') and 'Developer Name' (set to 'Lunch'). In 'Status Options', there is a dropdown menu set to 'Online'. Below it, a note says 'Choose whether agents are online or busy when they use this status. Online statuses let agents receive new work items. Busy statuses...'. Underneath, there are radio buttons for 'Online' (unchecked) and 'Busy' (checked). At the bottom right are 'Save' and 'Cancel' buttons.

7. Repeat as necessary for all desired statuses

Configure Enabled Service Presences Status Access in Salesforce

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter profiles and choose **Profiles** from the results



3. Select the profile assigned to your users
4. Hover over the Enabled Service Presence Status link and choose Edit

A screenshot of the Salesforce Profiles page for the 'System Administrator' profile. The page title is 'Profiles' with a 'SETUP' button. The profile name 'System Administrator' is displayed. A note says 'Users with this profile have the permissions and page layouts listed below. Administrators can change a user's profile by editing that user's personal information.' Below this, a list of permissions is shown, with 'Enabled Service Presence Status Access' highlighted with a red box. An 'Edit' button is also highlighted with a red box. The URL in the browser address bar is 'https://.salesforce.com/setup/objects/profile/edit/100000000000000000'.

5. Select the available status from the left, then choose the Add button to add it to the Enabled Service Presence Statuses field

Enable Service Presence Status Access

A screenshot of the 'Enable Service Presence Status Access' dialog. It has two main sections: 'Available Service Presence Statuses' on the left and 'Enabled Service Presence Statuses' on the right. In the 'Available Service Presence Statuses' section, there is a list box containing '--None--'. Below it is an 'Add' button with a red box around it. In the 'Enabled Service Presence Statuses' section, there is a list box containing 'Lunch'. The 'Add' button is also present here. At the bottom of the dialog are 'Save' and 'Cancel' buttons.

6. Select Save
7. Repeat as necessary for other statuses or profiles.

Configure Presence Sync Rules

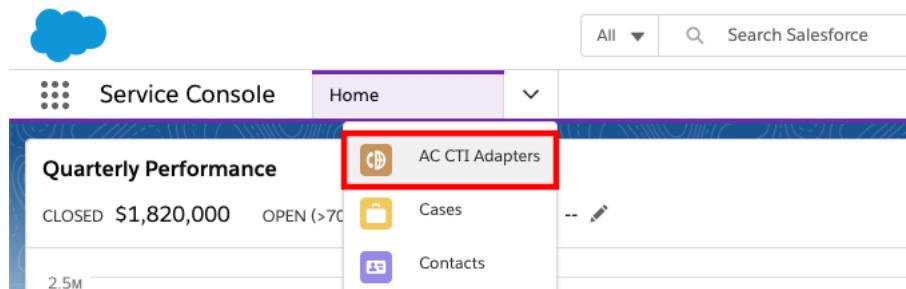
The CTI Adapter provides a rules-based presence status synchronization system allowing for flexibility in mapping agent states between Amazon Connect and Salesforce Omni-Channel.

Presence synchronization actions may be configured based upon manual agent state changes (agent goes on break), system agent state changes (answering a call), omnichannel agent work (agent accepts an email), and omnichannel workload changes (agent completes an email) as examples.

As the scope of presence sync rules can vary wildly, this example will show you how to change state based on Amazon Connect agent state change and Salesforce agent state change.

Create a Presence Sync Rule

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**
4. Scroll down to the **Presence Sync Rules** section
5. Select **New** to create a new presence sync rule
6. Provide a **Presence Sync Rule Name** to identify the use case of this rule. For example: Connect agent switches to Lunch

A screenshot of the 'New AC ...' configuration page. The top navigation bar shows 'ACLightningAda...' and 'New AC ...'. The main form area has a title 'Provide a user friendly name for this presence sync rule and specify if this rule is currently active.' It contains two fields: 'Presence Sync Rule Name' with the value 'Connect agent switches to Lunch' and an 'Active' checkbox which is checked. There is also a large empty text area below these fields.

7. Select **Next**
8. For Source, select **Connect Agent State Change**, and select **Next**
9. For Operand A, choose **Connect Agent New State**

10. Set the Comparator to **Equal to**

11. Set Operand B to **Static Value**

12. For Operand B Value, enter **Lunch** (Or whatever state you have created in Amazon Connect)**

Configure the criteria that is evaluated to determine if the rule's action should be applied.

If the expressions configured here evaluates to 'true', the rule's action is applied. If the expression configured here evaluates to 'false', the rule's action is not applied.

* Operand A
Connect Agent New State

* Comparator
Equal to

* Operand B
Static Value

* Operand B Value
Lunch

13. Select **Next**

14. For Destination, choose **Salesforce Agent State**

15. Set the Value to **Lunch** (Or whatever state you have configured in Salesforce) **NOTE:** the static value for Salesforce Omni-Channel status is the Developer Name, not the Status Name

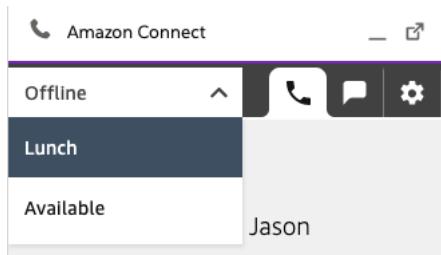
16. Select **Save**.

17. Refresh your browser

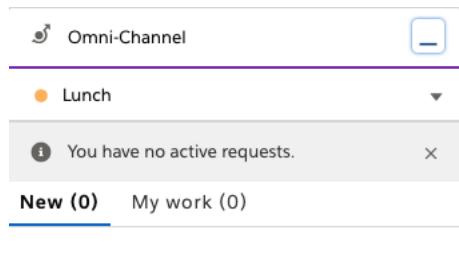
18. In the bottom left corner of the Service Console, select the CTI Softphone icon



19. Set your Amazon Connect agent status to Lunch



20. Observe that the Omni-Channel status switches to Lunch



21. Repeat this process as desired to configure your presence sync rules.

Localization

Prerequisites

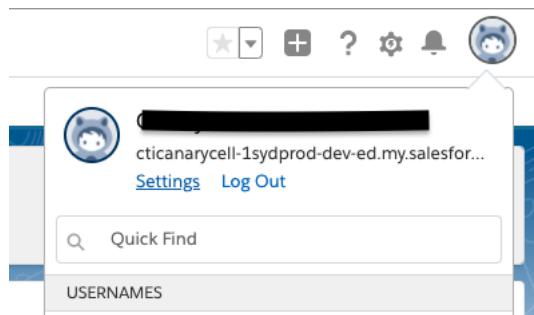
CTI Adapter will use Translation Workbench to maintain translated values for metadata and data labels in your Salesforce org. In order for that to work, you need to enable Translation Workbench in your org.

1. From Setup, in the Quick Find box, enter Translation Language Settings, and then select Translation Language Settings.
2. On the welcome page, click Enable.

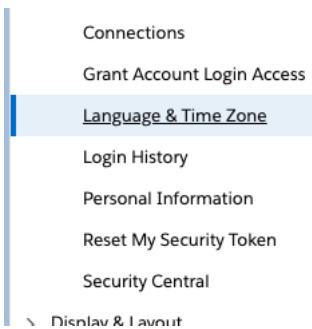
Setting you preferred language

Starting from v5.6, Amazon Connect Salesforce CTI adapter is localized in nine new languages: Spanish, French, Brazilian Portuguese, Korean, Italian, German, (Simplified/Traditional) Chinese, and Japanese.

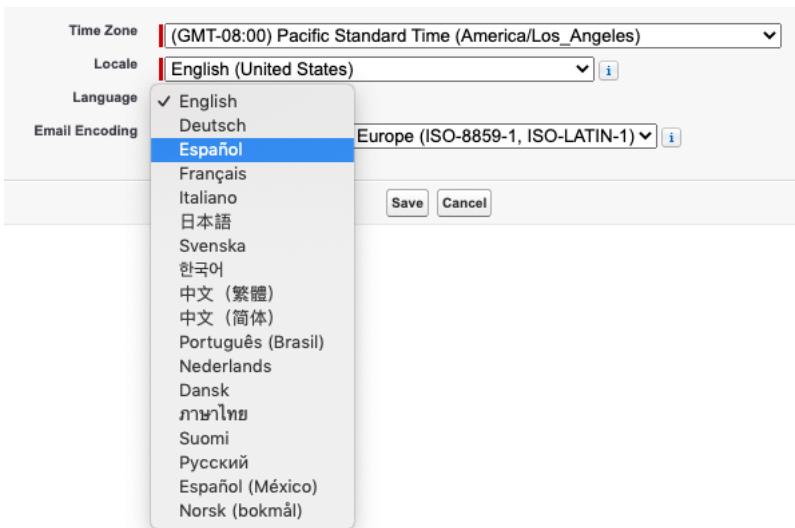
Change the language by selecting the username in the top right corner, then click on "My Settings".



On the setting page on the left panel go to "Personal" and then select "Language & Time Zone".



You can then select your preferred language. Note that CTI adapter only have nine languages built within the package.



Click save and the page will reload. That's it. You can check in other pages to see if it actually applies your change. For example here is a screenshot of CTI Flow Editor in Spanish.

Menú Detalle

Guardar

Explorer

Buscar

Buscar por nombre

Categorías

Filtrar por categoría

Etiquetas

Filtrar por etiqueta

Mostrar 100 acciones

Guardar búsqueda

If-else

Cambie el flujo del script en función del valor de los campos que obtenga o almacene. Se trata de una utilidad "if-else" sencilla para el flujo.

[Parámetros >](#)

Qué llama:
ac.Utils.Common.decision(..
.)

[Seleccionar](#)

CoreCast

Cast an input value to a Javascript type, such as Number or String.

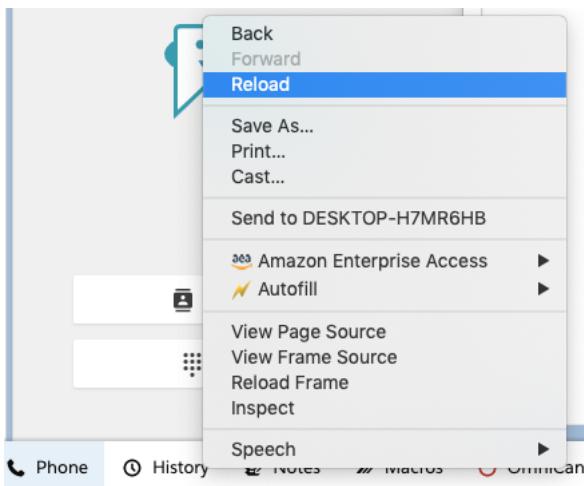
[Parámetros >](#)

[Seleccionar](#)

Solicitud HTTP

Obtener la propiedad

Click on Phone pannel on the bottom to see if CCP has been localized. If not right click on CCP and reload.



Additional Notes

Please note that not all fields can be localized to different languages due to a couple reasons. Here are places that cannot be localized:

- Dashboard. Salesforce dashboards do not support localization.
- Flexipages. This means the page with tabs that you can find in AC CTI Adapter page in lightning.

A screenshot of a user interface showing the 'Attributes' tab selected in a top navigation bar. The bar also includes 'CTI Flows', 'Presence Sync Rules', and 'Features'. Below the bar, a section titled 'Attributes (0)' is displayed, featuring a small icon of a clipboard with a pencil.

- Reports. This is a missing functionality in Salesforce.

Set Agent Status on Session End

This feature automatically sets the status of the agent to "Offline" — or to any status you choose — when the agent closes all his Salesforce tabs.

You can configure this feature by heading to the feature panel on your CTI Adapter and clicking new.

A screenshot of a user interface showing the 'Features' tab selected in a top navigation bar. The bar also includes 'Attributes', 'CTI Flows', and 'Presence Sync Rules'. Below the bar, a section titled 'Features (0)' is displayed, featuring a small icon of a clipboard with a pencil. A red arrow points from the text above to the 'New' button, which is highlighted with a red border.

Then for "AC Feature Name", enter: SetAgentStatusOnSessionEnd

New AC Feature

Information

* AC Feature Name

SetAgentStatusOnSessionEnd

Value

Active



* CTI Adapter



ACLightningAdapter



You can optionally specify which status the agents should be changed to when they end the session. By default, this is "Offline," but you can configure it using the `Status` setting of the feature.

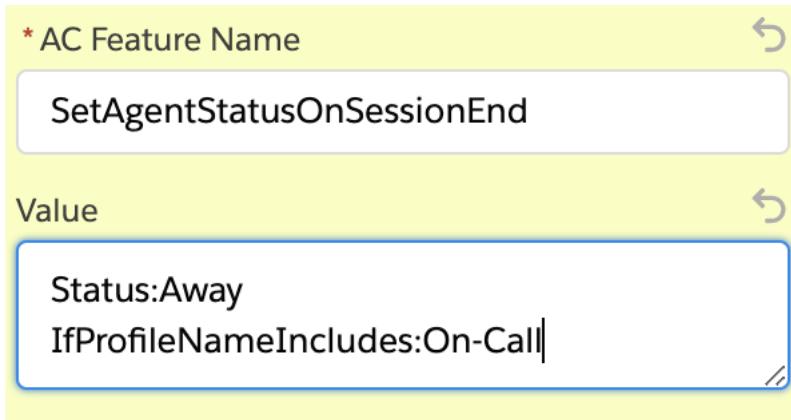
* AC Feature Name

SetAgentStatusOnSessionEnd

Value

Status:Away

When turned on, the feature will apply to all agents. If you'd rather have it apply to a small subset, you can configure `IfProfileNameIncludes` setting.



Now only the agents that have "On-Call" in their Connect routing profile name will be shown as "Offline" when they end their session. Note that this value does not need to be an exact match to the profile name. As long as there is an "On-Call" in the profile name, it will work. This allows you to easily configure it for multiple profiles.

Contact Lens

CTI Adapter now gives you access to your post-call Contact Lens data on your Salesforce instance. To configure this feature, you must have installed and configure the AWS Serverless application.

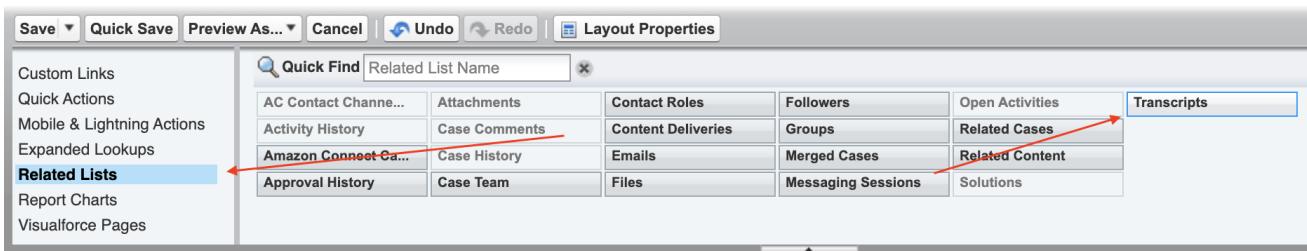
Three or four minutes after the call, a new Contact Channel Analytics record is created with the recording url with only the call recording. In another three minutes, this record is updated with Contact Lens recording, transcript and other metadata.

The screenshot shows the Contact Channel Analytics interface. It displays a recording and transcript for a call. The recording shows two parties: 'Agent' and 'Customer'. The transcript shows the customer's speech: 'test. 123 test. 123 three. I'm a customer. I'm not too happy right now about the call. Uh, I want to see how well this is going to work. Uh, this is really a problem in terms of the delay. I'm staying with my order, and I'm really unhappy about it. Uh, but then I really like you to fix this.'

The new record is also associated automatically with a Case and Contact through their Amazon Connect contact id. This means that you will be able to configure your case record page with a related list that lists all the calls related to a case.

Configuring Related Transcripts List for Case Object

- 1. Go to the "Setup" section.**
- 2. Search for "Object Manager" in Quick Find.**
- 3. Go into "AC Contact Channel Analytics" object.**
- 4. Click on "Fields & Relationships"**
- 5. Select the "Case" field.**
- 6. Click on "Set Field-Level Security" button.**
- 7. In the "Field-Level Security for Profile" panel, select "Visible" for all the profiles where this field should appear.**
- 8. Click "Save"**
- 9. Click "View Field Accessibility" button.**
- 10. Select "Case" field from "Field accessibility for Field" dropdown.**
- 11. Select the profile for which you want to enable this field.**
- 12. Mark "Field-Level Security" of the field as "Visible" and save.**
- 13. Go to a Case record page.**
- 14. Click on "Edit Page" under the gear button on upper right corner of the page.**
- 15. Select "Related List - Single" from left sidebar, and drop it into "Related" section.**
- 16. Click on the item you just dropped to focus on it.**
- 17. In the right sidebar, select "Case Layout (previewed)"**
- 18. Click on "Related Lists" and find "Transcripts" field in the panel.**



- 19. Drag "Transcripts" into the "Related Lists" section on the body of the page.**
- 20. Click "Save" and return to the page editor.**
- 21. Focus on the item you dropped in step 15 again.**
- 22. In the right sidebar, under the "Related List" dropdown, find and select "Transcripts" field.**
- 23. Click "Save" to save the page layout.**
- 24. Click "Activation..."**
- 25. Go into "App Default." Click on "Assign as App Default."**

ORG DEFAULT	APP DEFAULT	APP, RECORD TYPE, AND PROFILE
-------------	--------------------	-------------------------------

Set this page as the default for Case records for specific Lightning apps. An app default page displays for all specific app, record type, and profile assignments are made.

[Assign as App Default](#)

- 26. Select the apps you'd like the related list to appear. Click "Next" twice, and then finally click "Save."**

Now your related transcripts should appear on the Case record page.

Whenever you update the Amazon Connect contact id of this case, the related list will be updated to associate the transcripts associated with your contact.

Follow the same steps above for Contact.

Configuring and Using AWS Serverless Application Repository for Salesforce Features

The AWS Serverless Application Repository for Salesforce includes a number of features that are enabled by default, however they are only activated as you need them or as you configure them. Some of these features can be configured to execute on a call by call basis, while others are set to execute periodically, such as historic report data import.

Accessing the Salesforce API from Amazon Connect Contact Flows Using AWS Lambda

The most commonly used feature of the AWS Serverless Application Repository for Salesforce is accessing/updating Salesforce data using the `sflnvokeAPI` Lambda function. This function allows an Amazon Connect contact flow to perform the following operations against your Salesforce org:

- **Lookup:** queries Salesforce for objects based on the parameters passed to it
- **Create:** creates a Salesforce object based on the parameters passed to it
- **Update:** updates a Salesforce object based on the parameters passed to it
- **Phone Lookup:** uses Salesforce Object Search Language (SOLS) to construct text-based search queries against the search index, which gives significant performance improvement when searching phone number fields.
- **Delete:** deletes a Salesforce object based on the parameters passed to it
- **Query:** executes a Salesforce Object Query Language (SOQL) query on the Salesforce instance. Can return multiple entries.
- **QueryOne:** executes a Salesforce Object Query Language (SOQL) query on the Salesforce instance. Returns result only when one entry is returned from the query.
- **CreateChatterPost:** creates a chatter post.
- **CreateChatterComment:** creates a chatter comment.
- **Search:** performs a search against the Salesforce instance, returning all results.
- **SearchOne:** performs a search against the Salesforce instance, returning at most one result.

NOTE: naming of the Lambda function will vary based on template data, but `sflnvokeAPI` will always be a part of the name.

When you invoke this Lambda function from your contact flows, you will need to pass along parameters that inform the function as to which Salesforce operation you wish to execute, as well as pass along any required parameters. Depending on your use case, this can require reference to the [Salesforce REST API](#) or the [Salesforce Connect REST API](#) documentation. The core parameters are:

- **sf_operation:** specifies what operation to run. Options are lookup, create, update, phoneLookup, query, queryOne, createChatterPost, createChatterComment
- **sf_object:** defines what type of object you are referencing. Examples include Case, Contact, Task, etc.
- **sf_fields:** the fields you want to receive back from Salesforce when an operation completes successfully
- **sf_id:** the unique identifier for a Salesforce object. Typically used in update operations
- **sf_phone:** contains the phone number used to search when performing a phone lookup

Salesforce Lookup

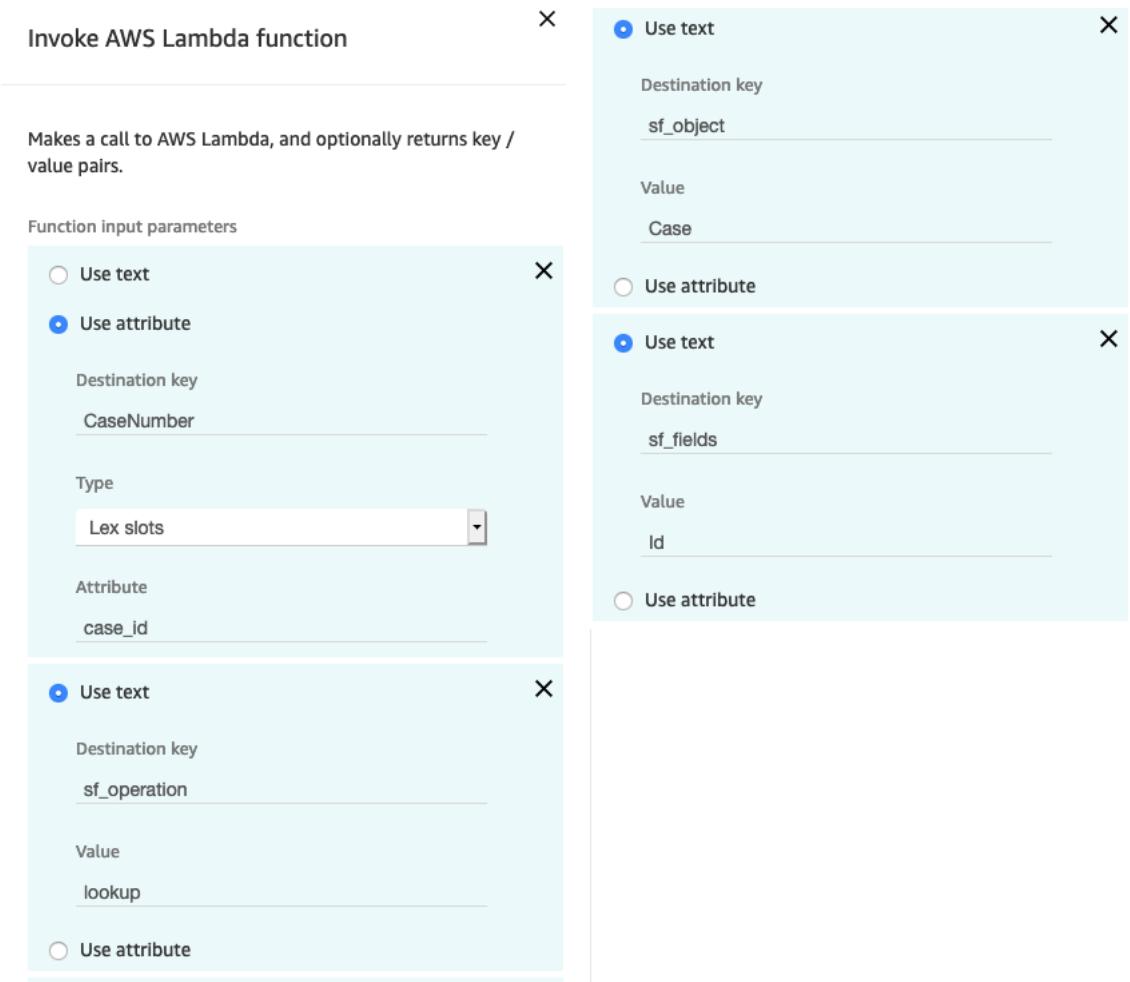
This operation is invoked by setting **sf_operation** to **lookup**. In this case, the Lambda function queries Salesforce for objects based on the parameters passed to it. For lookup, the following parameters are required:

- sf_object
- sf_fields

Any additional parameters passed will be evaluated as conditional arguments for the lookup.

Note that this operation only returns the first item of the query results. If you want to have all results returned from Salesforce, set **sf_operation** to **lookup_all**.

In the contact flow example below, we are looking for a specific case based on customer input.



This operation returns a response of:

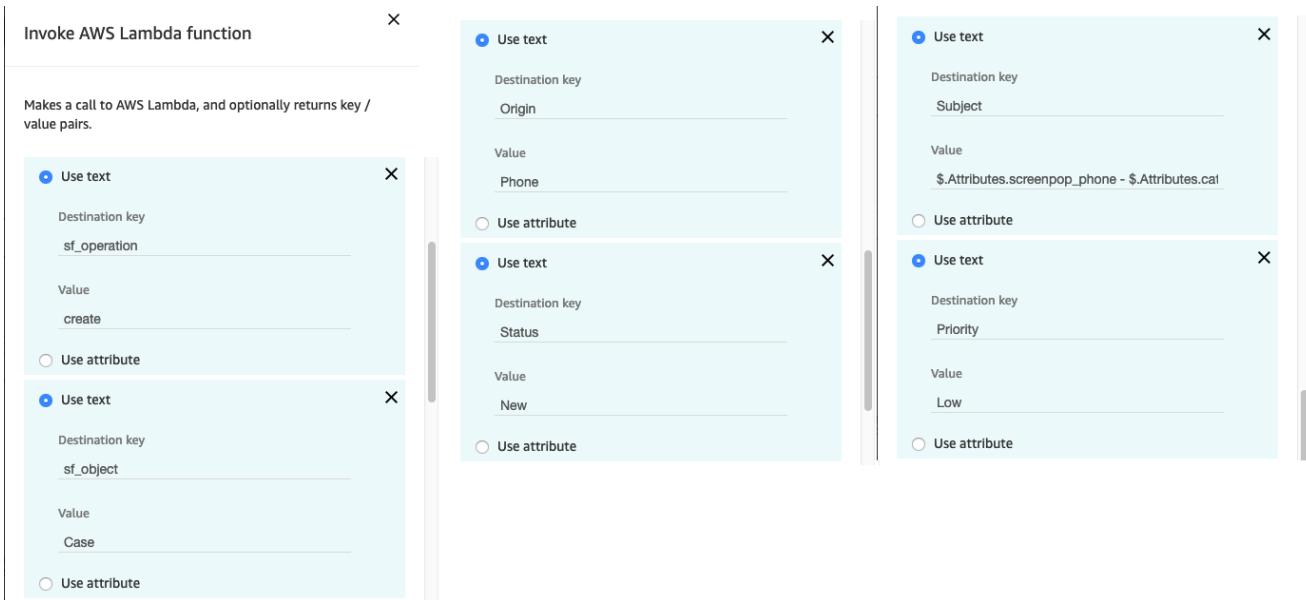
```
{
  "Id": "5006g00000AaIs7AAF",
  "sf_count": 1
}
```

Salesforce Create

This operation is invoked by setting **sf_operation** to **create**. In this case, the Lambda function creates a Salesforce object based on the parameters passed to it. For create, the following parameters are required:

- **sf_object**
- Specify additional parameters for the Salesforce object to be created. Please be sure to include all parameters required to create the Salesforce object.

In the contact flow example below, we are creating a new case based on customer input.



This operation returns a response of:

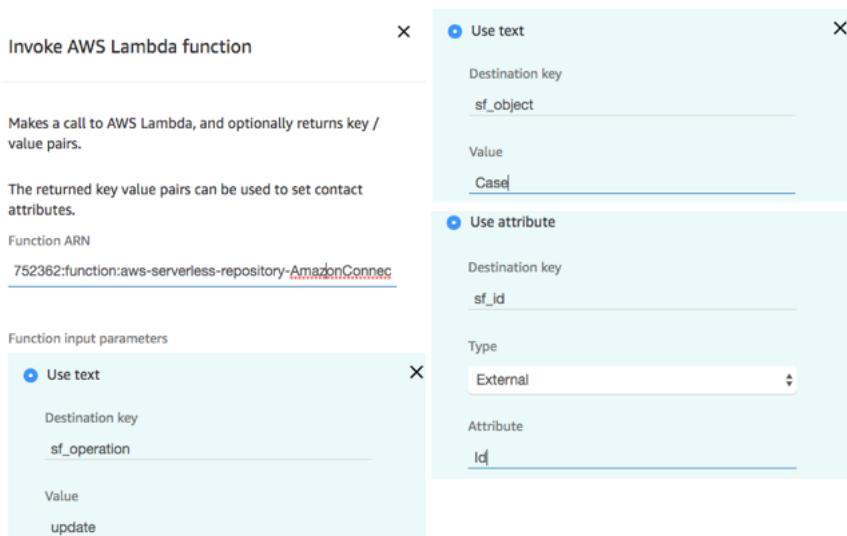
```
{  
    "Id": "5006g00000BLqurAAD"  
}
```

Salesforce Update

This operation is invoked by setting **sf_operation** to **update**. In this case, the Lambda function updates a Salesforce object based on the parameters passed to it. For update, the following parameters are required:

- **sf_object**
- **sf_id**
- Specify additional parameters for the Salesforce object to be created. Please be sure to include all parameters required to create the Salesforce object.

In the contact flow example below, we are updating a specific case.



This operation returns a response of:

```
{  
    "Status": "204"  
}
```

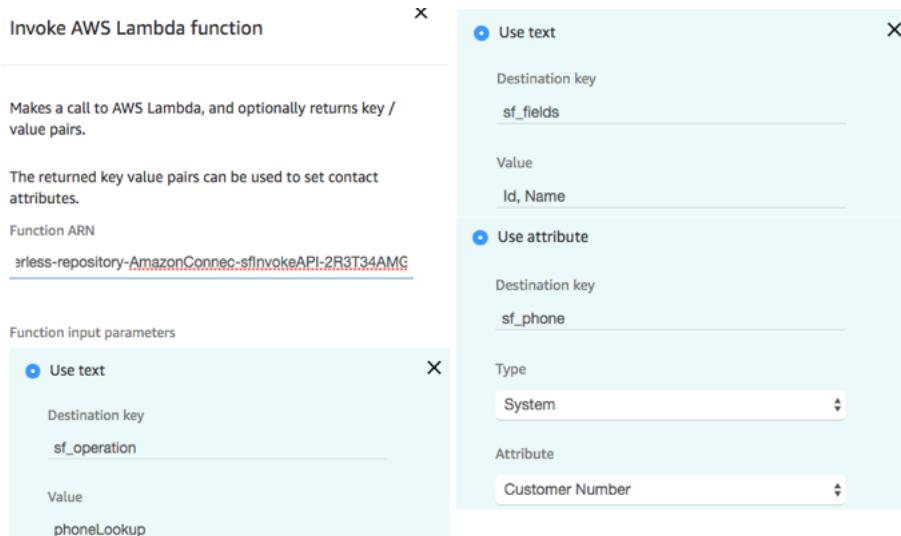
The "204" status indicates a success.

Salesforce Phone Lookup

This operation is invoked by setting **sf_operation** to **phoneLookup**. In this case, the Lambda function uses Salesforce Object Search Language (SOLS) to construct text-based search queries. For phoneLookup, the following parameters are required:

- sf_phone
- sf_fields

In the contact flow example below, we look for a customer by phone number.



This operation returns a response of:

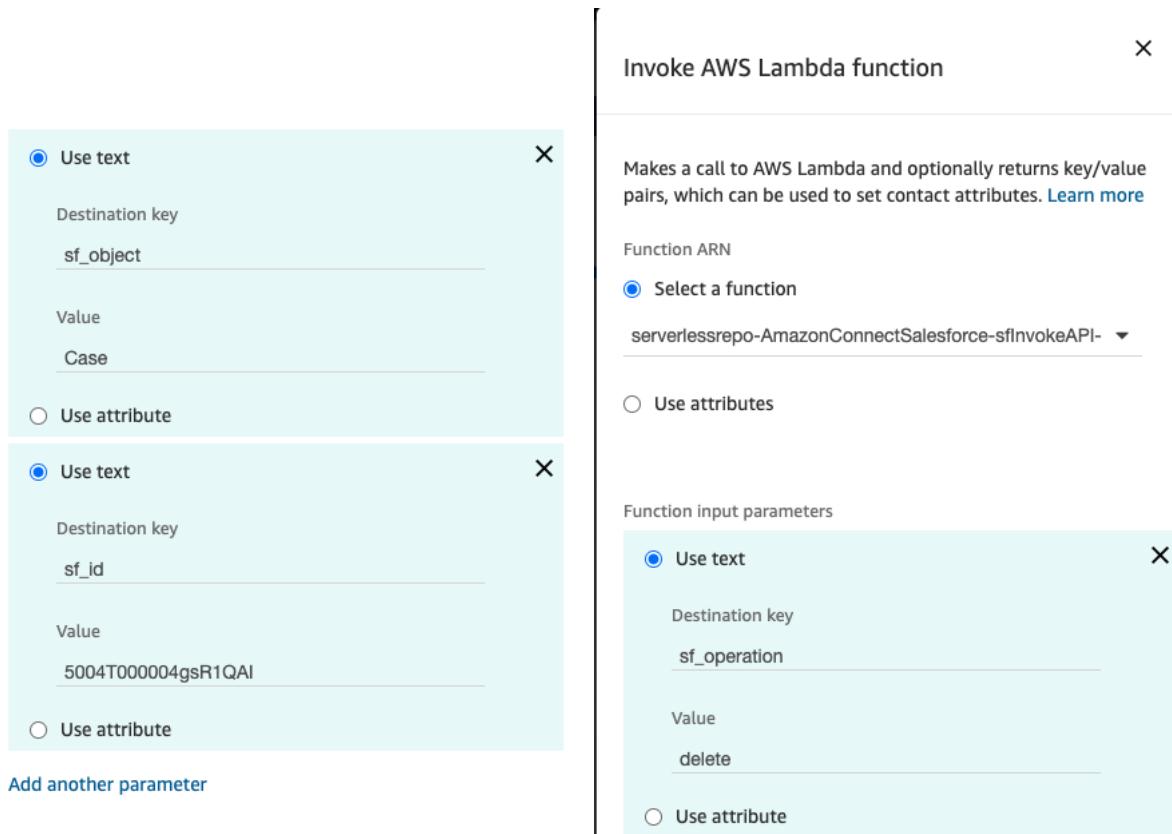
```
{  
    "Id": "5006g00000BLqurAAD",  
    "sf_count": "1",  
    "Name": "Jim Smith"  
}
```

Salesforce Delete

This operation is invoked by setting **sf_operation** to **delete**. In this case, the Lambda function deletes a Salesforce object based on the parameters passed to it. For delete, the following parameters are required:

- **sf_object**
- **sf_id**

In the contact flow example below, we are deleting an existing case based on customer input.



This operation returns a response of:

```
{  
    "Response": "None"  
}
```

Salesforce query

This operation is invoked by setting **sf_operation** to **query**. In this case, the Lambda function uses Salesforce Object Query Language (SOQL) to conduct a query against the Salesforce instance. For query, the following parameter is required:

- query

Any additional parameters will replace text values in the original query so that queries can be dynamic based on values stored within the contact flow. For example, the parameter set:

- query: "select field from object"
- field: "Id"
- object: "Task"

Will result in the query: "select Id from Task".

In the contact flow example below, we look for a customer by phone number.

Function input parameters

Use text X

Destination key
sf_operation

Value
query

Use attribute

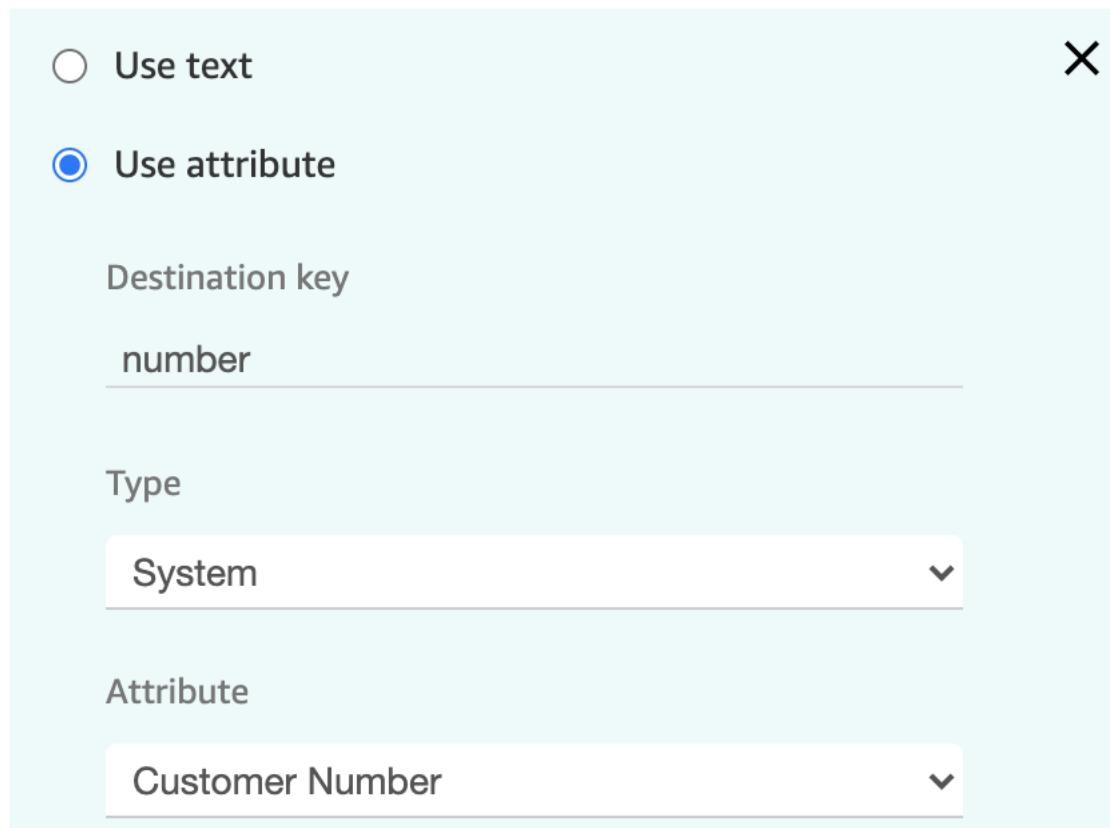
Use text X

Destination key
query

Value
select Id from Contact where Phone LIKE '%numl

Use attribute

(full text of the value is "select Id from Contact where Phone LIKE '%number%'")



This operation returns a response of:

```
{  
    "sf_records": [  
        { "Id": "00303000001RZFIAAW" }  
    ],  
    "sf_count": 1  
}
```

Salesforce queryOne

This operation is invoked by setting **sf_operation** to **queryOne** (case sensitive). In this case, the Lambda function uses Salesforce Object Query Language (SOQL) to conduct a query against the Salesforce instance, returning a result only when one record is returned from the query. For query, the following parameter is required:

- query

Any additional parameters will replace text values in the original query so that queries can be dynamic based on values stored within the contact flow. For example, the parameter set:

- query: "select field from object"
- field: "Id"

- object: "Task"

Will result in the query: "select Id from Task".

In the contact flow example below, we look for a customer by phone number.

Use text X

Destination key
sf_operation

Value
queryone

Use attribute

Use text X

Destination key
query

Value
select Id from Contact where Phone LIKE '%numl

Use attribute

(full text of the value is "select Id from Contact where Phone LIKE '%number%'")

Use text X

Use attribute

Destination key

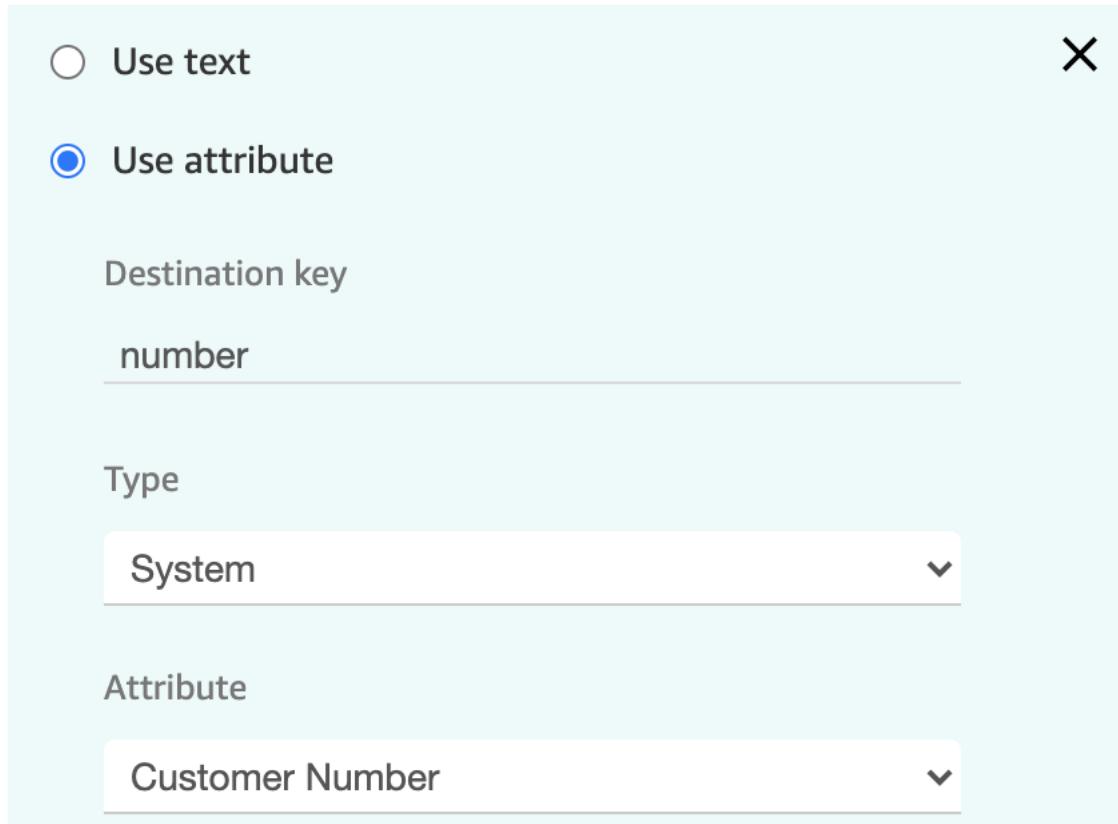
number

Type

System

Attribute

Customer Number



This operation returns a response of:

```
{  
    "Id": "00303000001RZfIAAW",  
    "sf_count": 1  
}
```

Salesforce createChatterPost

This operation is invoked by setting **sf_operation** to **createChatterPost** (case sensitive). In this case, the Lambda function uses the Salesforce Connect REST API to create a chatter post (see [here](#)). For createChatterPost, the following parameters are required:

- sf_feedElementType
- sf_subjectId
- sf_messageType
- sf_message

The following parameter is optional:

- sf_mention

(refer to the api reference for value types)

Any additional parameters will replace text values in the sf_message so that messages can be dynamic based on values stored within the contact flow. For example, the parameter set:

- sf_message: "Please help me with case {{caseld}}"
- caseld: 1234

Will result in the message: "Please help me with case 1234".

In the contact flow example below, we leave a chatter post on a contact.

Use text X

Destination key
sf_operation

Value
createChatterPost

Use attribute

Use text X

Destination key
sf_feedElementType

Value
FeedItem

Use attribute

Use text

X

Destination key

sf_subjectId

Value

00303000001RZfIAW

Use attribute

Use text

X

Destination key

sf_messageType

Value

Text

Use attribute

Use text

X

Destination key

sf_message

Value

I had a problem during the call. My contact id is {{contactId}}

Use attribute

(full text of the value is "I had a problem during the call. My contact id is {{contactId}}.")

Use text

X

Use attribute

Destination key

contactId

Type

System



Attribute

Contact id



The operation returns a response of:

```
{  
    "Id": "0D503000000ILY5CAO"  
}
```

See the chatter post appear attached to the Subject:

The screenshot shows the Salesforce Chatter interface. At the top, there are tabs for 'Activity' and 'Chatter', with 'Chatter' being the active tab. Below the tabs are three buttons: 'Post' (highlighted in blue), 'Poll', and 'Question'. A large button labeled 'Share an update...' is followed by a blue 'Share' button. Below these are sorting and search controls: a dropdown for sorting (with arrows), a search bar containing 'Search this feed...', and a refresh icon. A user profile picture for 'apiuser' is shown next to the name 'apiuser' and the timestamp '1m ago'. The post content reads: 'I had a problem during the call. My contact id is 31b41a0b-75a8-449d-adb8-3f5f247a73d6.' Below the post are 'Like' and 'Comment' buttons, each with an icon. A comment input field is at the bottom.

Salesforce createChatterComment

This operation is invoked by setting **sf_operation** to **createChatterComment** (case sensitive). In this case, the Lambda function uses the Salesforce Connect REST to create a chatter comment (see [here](#)). For createChatterComment, the following parameters are required:

- sf_feedElementId

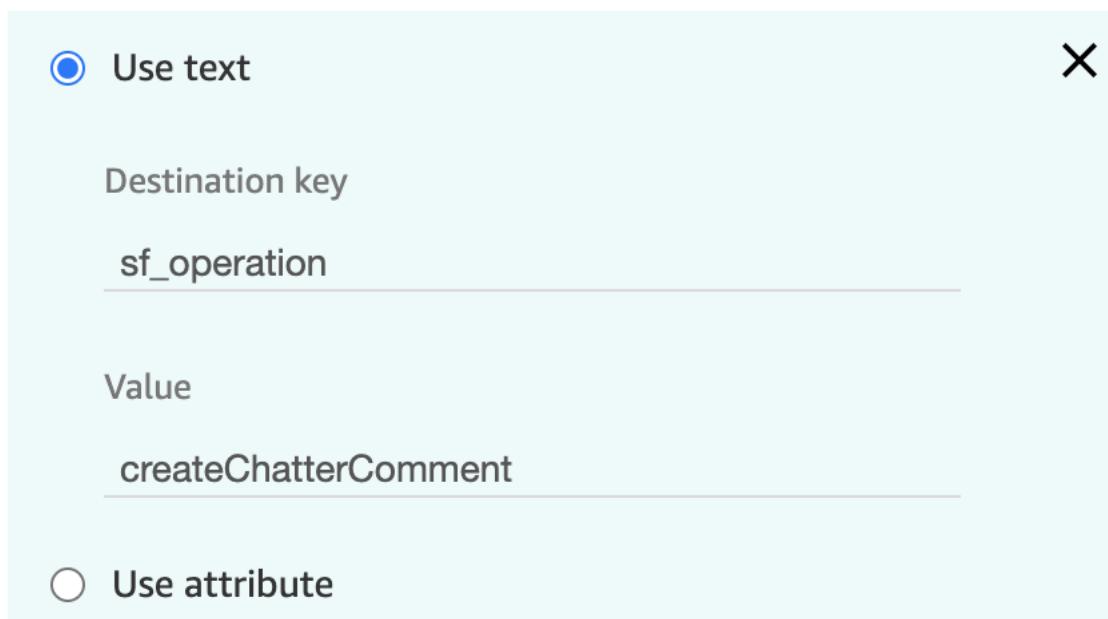
- sf_commentType
- sf_commentMessage

(refer to the api reference for value types)

Any additional parameters will replace text values in the sf_commentMessage so that messages can be dynamic based on values stored within the contact flow. For example, the parameter set:

- sf_commentMessage: "Please help me with case {{ caseld }}"
- caseld: 1234

In the contact flow example below, we leave a comment on a chatter post.



Use text

X

Destination key

sf_feedElementId

Value

0D503000000ILY5CAO

Use attribute

Use text

X

Destination key

sf_commentType

Value

Text

Use attribute

Use text

X

Destination key

sf_message

Value

This concern has been addressed.

Use attribute

The operation returns a response of:

```
{  
    "Id": "0D70300000ChhNCAS"  
}
```

See the chatter post appear attached to the Subject:



apiuser

8m ago



I had a problem during the call. My contact id is dda99fbf-6186-4125-ba59-c461d620fdbd.

1 comment · Seen by 1



Like



Comment



apiuser



a few seconds ago

This concern has been addressed.

Like



Write a comment...

Salesforce search

This operation is invoked by setting **sf_operation** to **search** (case sensitive). In this case, the Lambda function uses the Salesforce REST to perform a parameterized search (see [here](#)). For search, the following parameters are required:

- q
- sf_fields
- sf_object

The following parameters are optional:

- where
- overallLimit

(refer to the api reference for value types)

See the below example:

Use text

X

Destination key

sf_operation

Value

search

Use attribute

Use text

X

Destination key

q

Value

test

Use attribute

Use text

X

Destination key

sf_object

Value

Case

Use attribute

Use text

X

Destination key

sf_fields

Value

Subject, Status

Use attribute

Use text

X

Destination key

overallLimit

Value

3

Use attribute

Use text

X

Destination key

where

Value

Status like 'New'

Use attribute

The operation returns a response of:

```
{  
    "sf_records": [  
        {  
            "Id": "50001000001B9e6AAG",  
            "Subject": "test subject",  
            "Status": "New"  
        },  
        {  
            "Id": "50001000001B9eWAAS",  
            "Subject": "test subject",  
        }  
    ]  
}
```

```
        "Status": "New"
    } ,
    {
        "Id": "50001000001BDgiAAG",
        "Subject": "test subject",
        "Status": "New"
    }
],
"sf_count": 3
}
```

Salesforce searchOne

This operation is invoked by setting **sf_operation** to **searchOne** (case sensitive). In this case, the Lambda function uses the Salesforce REST to perform a parameterized search (see [here](#)). For search, the following parameters are required:

- q
- sf_fields
- sf_object

The following parameter is optional:

- where

(refer to the api reference for value types)

See the below example:

Use text X

Destination key
sf_operation

Value
searchOne

Use attribute

Use text

X

Destination key

q

Value

test subject unique

Use attribute

Use text

X

Destination key

sf_object

Value

Case

Use attribute

Use text

X

Destination key

sf_fields

Value

Subject, Status

Use attribute

Use text

X

Destination key

overallLimit

Value

3

Use attribute

Use text X

Destination key

where

Value

Status like 'New'

Use attribute

The operation returns a response of:

```
{  
    "Id": "50001000001BIn6AAG",  
    "Subject": "test subject unique",  
    "Status": "New",  
    "sf_count": 1  
}
```

Amazon Connect Historical Metrics in Salesforce

Amazon Connect can generate a number of historical metric reports to monitor efficiency and utilization, agent performance, and other information about your contact center. Amazon Connect provides you the ability to schedule execution and export of reports, in comma separated value (CSV) format, to the S3 bucket of your choice. This enables broad compatibility across many analytics and WFM tools.

With the AWS Serverless Repository for Salesforce, you can configure the automatic import of reporting data from Amazon Connect into Salesforce. Two different historical reports are available to transport Agent and Queue interval data from Amazon Connect to Salesforce. Once these have been configured and scheduled, you will begin to see data available in the reports that have been included with the CTI Adapter.

Configuring the AWS Services

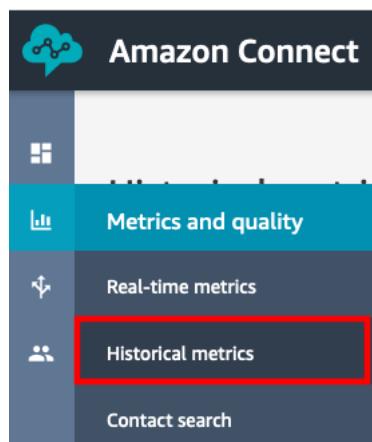
When you configure schedule reports to run in Amazon Connect, they are saved to your reporting Amazon S3 bucket upon execution. As a part of the schedule configuration, you can determine the frequency with which data is exported. The standard configuration is for

execution every 30 minutes; however you can increase the interval time to suit your requirements.

Once you have the reports configured and scheduled, you will then need to activate the trigger for the reports bucket that will invoke an AWS Lambda function included in the AWS Serverless Repository for Salesforce. This function will process the report and import the data to Salesforce.

Configuring the Historical Reports in Amazon Connect

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Metrics and Quality** then select **Historical metrics**



3. On the **Historical metrics** page, select Contact metrics

A screenshot of the "Historical metrics" page. At the top, there is a message: "Select the type of report and metrics you would like to view." Below this are three categories: "Queues", "Agents", and "Phone numbers". Each category has a sub-section: "Contact metrics" under "Queues", "Agent performance" under "Agents", and "Contact metrics" under "Phone numbers". The "Contact metrics" section under "Queues" is highlighted with a red box.

4. Once the **Historical metrics: Queues** report loads, select the cog in the upper right to edit the report
5. On the **Interval & Time** range tab, set the parameters as follows:
 - a. Interval: 30 minutes

- b. Time Zone: UTC
 - c. Time Range: Last 24 Hours
6. Leave the **Groupings** and **Filters** tabs set to their defaults
7. Select the **Metrics** Tab.
8. Select ALL selectable options EXCEPT:
- a. Callback contacts handled
 - b. API contact handled
 - c. Callback Contacts
 - d. API Contacts
 - e. Contacts answered in 25 seconds
 - f. Contacts transferred out internal
 - g. Contacts transferred out external
9. Select **Apply**
10. Once the report saves, select the dropdown menu next to the Save button and choose Schedule
11. Set the name as **sflIntervalQueue** and choose **Continue**
12. On the **Note** screen, choose **Continue**
13. On the **Recurrence** tab in the Schedule Report setup, set the options as:
- a. Generate this report: Hourly
 - b. Every: 0.5 hour(s)
 - c. Starting at: 1AM
 - d. For the Previous: 0.5 hour(s)

Schedule Report

sfIntervalQueue

Recurrence

Delivery Options

Generate this report

Hourly ▾ every 0.5 ▾ hour(s)

Starting at Time zone

1 AM UTC

For the previous

0.5 ▾ hour(s)

Create

Cancel

14. Select the **Delivery Options** tab

15. In the Prefix field, enter **SFDC/Queue**

Schedule Report

sfIntervalQueue

Recurrence

Delivery Options

Default location

connect-[REDACTED]/connect/sfctifinal022020/Reports

Prefix

SFDC/Queue

File name

connect-[REDACTED]/connect/sfctifinal022020/Reports/SFDC/Queue/sfIntervalQueue-YYYY-MM-DDThh:mm:ssZ.csv

16. Note the File name. The file name contains the bucket, path, and filename that will be used when executing the report. You will use the **bucket name** and **path** in later steps.

Schedule Report

sfIntervalQueue

Recurrence

Delivery Options

Default location

connect-b0e7681ccc4d/connect/sfctifinal022020/Reports

Prefix

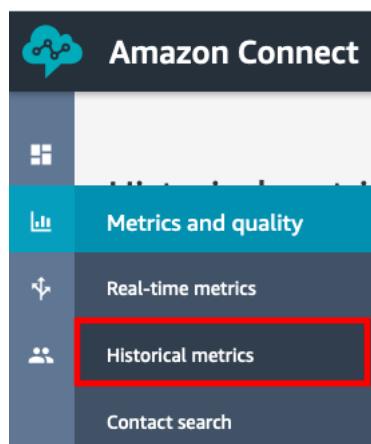
SFDC/Queue

File name

connect-[REDACTED]/connect/sfctifinal022020/Reports/SFDC/Queue/sfIntervalQueue-YYYY-MM-DDThh:mm:ssZ.csv

17. Choose Create

18. Once the report is created, from the left navigation, choose **Metrics and Quality** then select **Historical metrics**



19. On the **Historical metrics** page, select **Agent performance

Historical metrics

Select the type of report and metrics you would like to view.

A screenshot of the 'Historical metrics' page. It shows three main categories: 'Queues', 'Agents', and 'Phone numbers'. Under 'Agents', the 'Agent performance' option is highlighted with a red rectangular box. To the right of each category, there are dropdown menus labeled 'Contact metrics' and arrows indicating further options.

20. Once the **Historical metrics: Agents** report loads, select the cog in the upper right to edit the report
21. On the **Interval & Time** range tab, set the parameters as follows:
 - a. Interval: 30 minutes
 - b. Time Zone: UTC
 - c. Time Range: Last 24 Hours
22. Leave the **Groupings** and **Filters** tabs set to their defaults
23. Select the **Metrics** Tab.
24. Select ONLY the following metrics (deselect any others):
 - After contact work time
 - Agent on contact tome
 - Agent idle time
 - Non-Productive Time
 - Average after contact work time
 - Average handle time
 - Average customer hold time
 - Average agent interaction and customer hold time
 - Average agent interaction time
 - Contacts agent hung up first
 - Contacts consulted
 - Contacts handled
 - Contacts handled incoming
 - Contacts handled outbound
 - Contacts put on hold
 - Contacts hold disconnect
 - Contacts transferred out
 - Contacts transferred out internal

- Contacts transferred out external
- Error status time
- Agent answer rate
- Agent non-response
- Occupancy
- Online time
- Agent interaction and hold time
- Agent interaction time
- Average outbound agent interaction time
- Average outbound after contact work time

25. Select **Apply**

26. Once the report saves, select the dropdown menu next to the Save button and choose Schedule

27. Set the name as **sflIntervalAgent** and choose **Continue**

28. On the **Note** screen, choose **Continue**

29. On the **Recurrence** tab in the Schedule Report setup, set the options as:

- a. Generate this report: Hourly
- b. Every: 0.5 hour(s)
- c. Starting at: 1AM
- d. For the Previous: 0.5 hour(s)

Schedule Report

sfIntervalAgent

Recurrence

Delivery Options

Generate this report

Hourly ▾ every 0.5 ▾ hour(s)

Starting at

1 AM

Time zone

UTC

For the previous

0.5 ▾ hour(s)

30. Select the **Delivery Options** tab

31. In the Prefix field, enter **SFDC/Agent**

sfIntervalAgent

Recurrence

Delivery Options

Default location

connect-[REDACTED]/connect/sfctifinal022020/Reports

Prefix

SFDC/Agent

File name

connect-[REDACTED]/connect/sfctifinal022020/Reports/SFDC/Agent/sfIntervalAgent-YYYY-MM-DDThh:mm:ssZ.csv

32. Note the File name. The file name contains the bucket, path, and filename that will be used when executing the report. You will use the **bucket name** and **path** in later steps.

File name

connect-[REDACTED]/connect/sfctifinal022020/Reports/SFDC/Agent/sfIntervalAgent-YYYY-MM-DDThh:mm:ssZ.csv

33. Choose **Create**

Once you have created the two reports and set their schedule, the next thing you will need to do is to configure a trigger that executes a Lambda function when the report is generated and stored in S3.

Creating the AWS Lambda Trigger for the Queue Data

1. In a new browser tab, login to the [AWS console](#)
2. Open the [AWS Lambda Console](#)
3. In the Add filter field of the AWS Lambda console, enter sfIntervalQueue and press enter to filter the list of functions
4. Select the Lambda function that includes sfIntervalQueue in the name
5. Expand the Designer section
6. Select Add trigger

The screenshot shows the AWS Lambda Designer interface. At the top, there are three tabs: Configuration (highlighted in orange), Permissions, and Monitoring. Below the tabs, a section titled "Designer" is expanded, indicated by a downward arrow. A link "Go back to application serverlessrepo-AmazonConnectSalesforceLambda" is present. On the right side, there is a Lambda function card with the name "serverlessrepo-Am...ntervalQueue-3ZN..." and a "Layers" section. At the bottom left, a button labeled "+ Add trigger" is highlighted with a red rectangular box.

7. In Trigger configuration, select S3 from the dropdown list

Add trigger

Trigger configuration

Select a trigger

|

-  **DynamoDB**
aws database nosql
-  **Kinesis**
analytics aws streaming
-  **S3**
aws storage
-  **SNS**
aws messaging notifications pub-sub push
-  **SQS**
aws queue

8. Referring to the notes from the report configuration earlier, select the appropriate bucket
9. Change the Event type to PUT
10. Referring to the notes from the report configuration earlier, set the Prefix to the path value for your report
11. Set the Suffix to .csv
12. The trigger configuration should now be similar to the following:

Add trigger

Trigger configuration

 S3
aws storage

Bucket
Please select the S3 bucket that serves as the event source. The bucket must be in the same region as the function.
connect-[REDACTED]

Event type
Select the events that you want to have trigger the Lambda function. You can optionally set up a prefix or suffix for an event. However, for each bucket, individual events cannot have multiple configurations with overlapping prefixes or suffixes that could match the same object key.
PUT

Prefix - optional
Enter a single optional prefix to limit the notifications to objects with keys that start with matching characters.
connect/sfctifinal022020/Reports/SFDC/Queue/

Suffix - optional
Enter a single optional suffix to limit the notifications to objects with keys that end with matching characters.
.CSV

Lambda will add the necessary permissions for Amazon S3 to invoke your Lambda function from this trigger. [Learn more](#) about the Lambda permissions model.

Enable trigger
Enable the trigger now, or create it in a disabled state for testing (recommended).

13. Select **Add**

14. If everything has been configured correctly, you should receive a success message.

Creating the AWS Lambda Trigger for the Agent Data

1. In a new browser tab, login to the [AWS console](#)
2. Open the [AWS Lambda Console](#)
3. In the Add filter field of the AWS Lambda console, enter sfIntervalAgent and press enter to filter the list of functions
4. Select the Lambda function that includes sfIntervalAgent in the name
5. Expand the Designer section
6. Select Add trigger

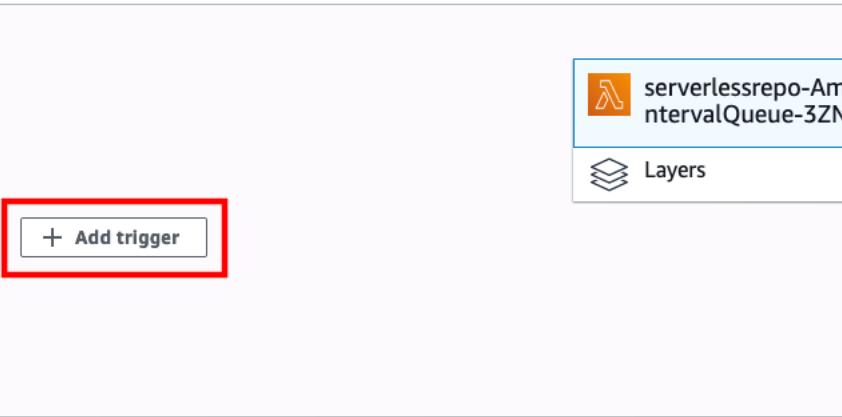
Configuration Permissions Monitoring

▼ Designer

Go back to application serverlessrepo-AmazonConnectSalesforceLambda

serverlessrepo-Ami
nintervalQueue-3ZN:
Layers

+ Add trigger



7. In Trigger configuration, select S3 from the dropdown list

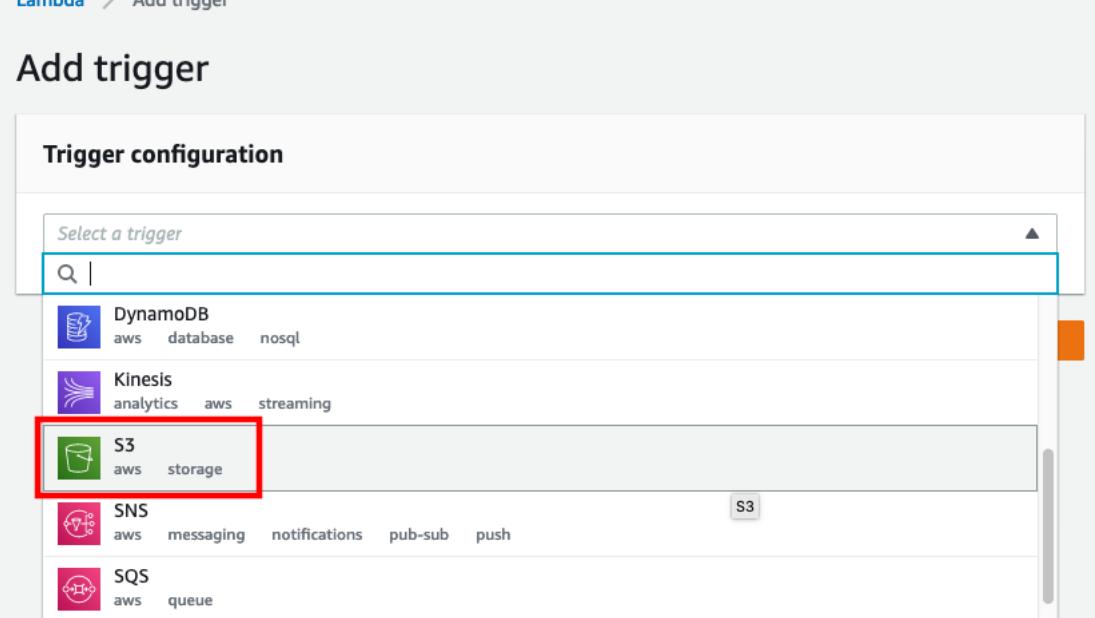
Lambda > Add trigger

Add trigger

Trigger configuration

Select a trigger

S3



8. Referring to the notes from the report configuration earlier, select the appropriate bucket

9. Change the Event type to PUT

10. Referring to the notes from the report configuration earlier, set the Prefix to the path value for your report

11. Set the Suffix to .csv

12. The trigger configuration should now be similar to the following:

Add trigger

Trigger configuration

 S3
aws storage

Bucket
Please select the S3 bucket that serves as the event source. The bucket must be in the same region as the function.

connect-[REDACTED] ▾ C

Event type
Select the events that you want to have trigger the Lambda function. You can optionally set up a prefix or suffix for an event. However, for each bucket, individual events cannot have multiple configurations with overlapping prefixes or suffixes that could match the same object key.

PUT ▾

Prefix - optional
Enter a single optional prefix to limit the notifications to objects with keys that start with matching characters.

connect/sfctifinal022020/Reports/SFDC/Agent/

Suffix - optional
Enter a single optional suffix to limit the notifications to objects with keys that end with matching characters.

.CSV

Lambda will add the necessary permissions for Amazon S3 to invoke your Lambda function from this trigger. [Learn more](#) about the Lambda permissions model.

Enable trigger
Enable the trigger now, or create it in a disabled state for testing (recommended).

Cancel Add

13. Select **Add**

14. If everything has been configured correctly, you should receive a success message.

Verifying the Data Import in Salesforce

Once you have configured the reports and added the triggers, you should start to see data in Salesforce after ~30 minutes. The Amazon Connect CTI Adapter comes with a predefined set of reports. These reports can be customized and additional reports can be created by leveraging the imported data.

Viewing Amazon Connect Reports in Salesforce

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **Reports**
3. In the left Navigation, select **All Folders**

4. Select the **Amazon Connect Reports** folder

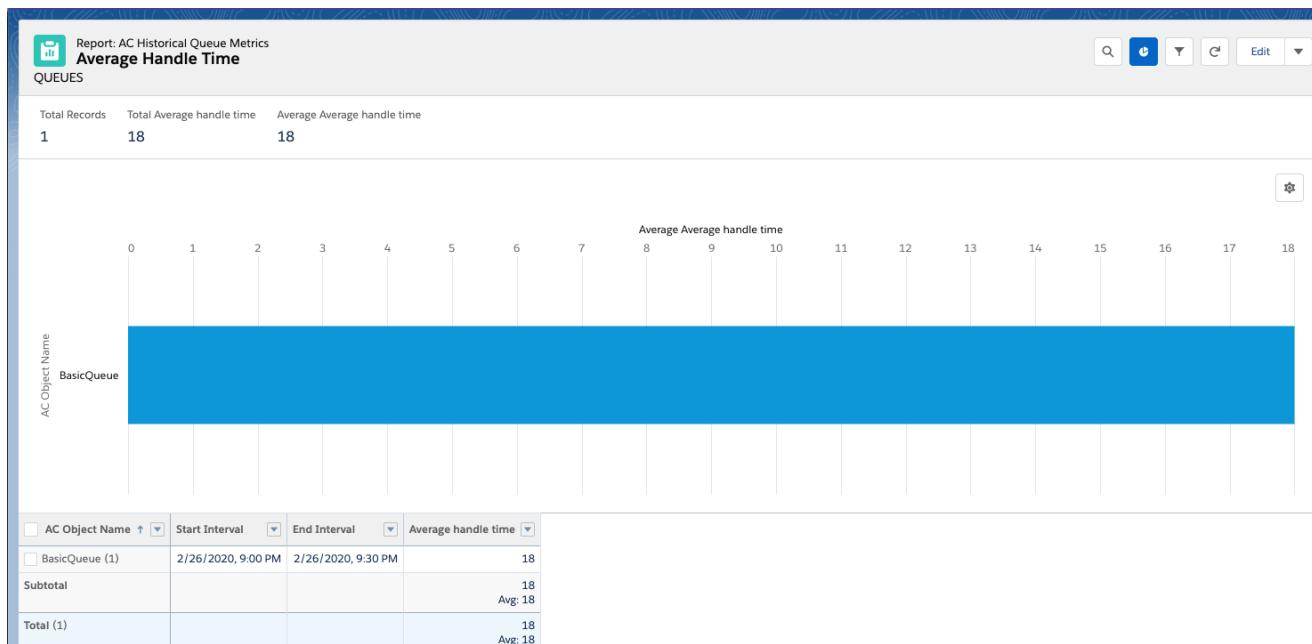
The screenshot shows the Service Console interface with the 'Reports' tab selected. Under 'All Folders', there is one item: 'Amazon Connect Reports'. This folder is highlighted with a red box.

5. In the list of reports, choose Average Handle Time queue report

The screenshot shows the 'Amazon Connect Reports' folder with several reports listed. The 'Average Handle Time' report is highlighted with a red box.

REPORTS	Name	Description	Folder
Recent	Average Queue Abandon Time	QUEUES	Amazon Connect Reports
Created by Me	Average Occupancy Today		Amazon Connect Reports
Private Reports	Average Handle Time	QUEUES	Amazon Connect Reports
Public Reports	Average Handle Time Today		Amazon Connect Reports
All Reports	Agent Performance (Current User)		Amazon Connect Reports

6. Once the report loads, you should see data (provided calls have queued in this Amazon Connect instance today)



Amazon Connect Real-Time Metrics in Salesforce

The CTI adapter includes real-time reporting tools which provide visibility into critical data which help improve the utilization of your agents and allows insight into overall queue performance. Once you have deployed the AWS Serverless Application Repository for Salesforce your Amazon Connect instance will push real-time metric data to Salesforce every 15 seconds. This data can be viewed from two tools that were included with the CTI Adapter installation.

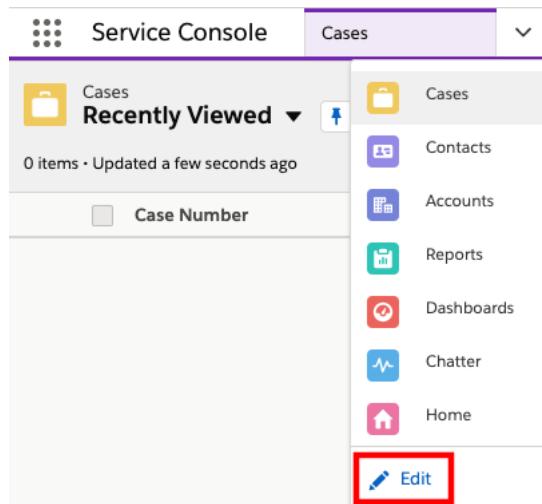
The first view, AC Queue Metrics queue provides details about current queue staffing and the distribution of contacts by queue. The second view, AC Real Time Queue Metrics, allows you to select a specific queue and view the real-time metrics for that queue.

Deployment and Configuration

Once you have deployed the AWS Serverless Application Repository for Salesforce and provided the appropriate credentials, there is no further configuration required to make the data flow work. The only remaining task is to add the real-time views to your Salesforce console.

Adding Real-Time Reports to the Service Console

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **Edit**.



3. On the Edit Service Console App Navigation Items page, select **Add More Items**

A screenshot of the "Edit Service Console App Navigation Items" page. The title is "Edit Service Console App Navigation Items". Below it, a sub-instruction says "Personalize your nav bar for this app. Reorder items, and rename or remove items you've added." with a "Learn More" link. At the bottom left, it says "NAVIGATION ITEMS (7)". On the right side, there's a blue "Add More Items" button, which is highlighted with a red rectangular box.

4. Select the + next to **AC Queue Metrics** and **AC Real Time Queue Metrics**

5. Select **Add 2 Nav Items**

6. Change the order of your Navigation Items if desired, then choose **Save**

Edit Service Console App Navigation Items

Personalize your nav bar for this app. Reorder items, and rename or remove items you've added.
[Learn More](#)

2 items added to your list. Save your updates.

NAVIGATION ITEMS (10) [Add More Items](#)

≡	AC CTI Adapters	X
≡	Cases	
≡	Contacts	
≡	Accounts	
≡	Reports	
≡	Dashboards	
≡	Chatter	
≡	Home	
≡	AC Queue Metrics	X
≡	AC Real Time Queue Metrics	X

[Reset Navigation to Default](#)

[Cancel](#) [Save](#)

7. Once the save completes, expand the **navigation menu** by selecting the down arrow and choose **AC Queue Metrics**

Service Console AC CTI Adapters ▾

AC CTI Adapters Recently Viewed

1 item · Updated a few seconds ago

CTI Adapter	AC Lightning
-------------	--------------

AC CTI Adapters

AC Queue Metrics

AC Real Time Queue Metrics

Cases

Contacts

Accounts

Reports

8. The AC Queue Metrics view will display and any relevant data will update every 15 seconds.

Queue Name	Agents Available	Agents Error	Agents Non Productive	Agents Online	Agents Staffed	Agents After Contact Work	Contacts In Queue	Contacts Scheduled	Oldest Contact Age
BasicQueue	1	1	0	2	2	0	0	0	0

9. Scroll down to view the **AC Contact Metrics Dashboard

10. Expand the **navigation menu** by selecting the down arrow and choose **AC Real Time Queue Metrics

11. Change the List View to **ALL**

The screenshot shows a list view titled 'AC Real Time Queue Metrics'. At the top, there's a dropdown menu set to 'All' and a search icon. Below it, a table lists one item: '1 item - LIST VIEWS'. Under 'LIST VIEWS', there's a single entry 'All' with a checkmark. At the bottom of the list is 'Recently Viewed (Pinned list)'.

12. Select a queue to view the detailed real-time statistics for that specific queue

The screenshot shows the 'AC Real Time Queue Metric' for the queue 'BasicQueue'. The interface has tabs for 'Related' and 'Details', with 'Details' selected. The page title is 'BasicQueue'. The details section contains the following data:

Detail	Value	Action
Queue Name	BasicQueue	
Queue ARN		
Agents After Contact Work	0	
Agents Available	0	
Agents Error	1	
Agents Non Productive	0	
Agents OnCall	0	
Agents Online	1	
Queue Id	3caa8bb5-9426-4b58-8bae-f405b6360cbe	
Created By	apiuser, 2/24/2020, 4:51 PM	
Owner	apiuser	
Agents Staffed	1	
Contacts In Queue	0	
Contacts Scheduled	0	
Oldest Contact Age	0	
Last Modified By	apiuser, 2/26/2020, 9:38 PM	

Contact Channel Analytics

In addition to the CTI adapter's native ability to provide direct playback links to call recordings in Amazon Connect, the AWS Serverless Application Repository for Salesforce includes several functions that allow you to process recordings, perform quality analytics functions, and bring data into Salesforce.

This processing is done post-call, using the Contact Trace Record (CTR) as the initiation path. The following quality analytics options are available:

- **Call Recording Import:** imports the actual audio file into Salesforce. This option is not mandatory for the others to function.

- **Recording Transcript:** you can choose to have your call recordings transcribed to text and presented in a visual format that resembles a chat conversation. This allows for quick scanning of a call to identify key segments of conversation. This option is required if you wish to include the next level of analysis
- **AI-Driven Contact Analysis:** once the recordings have been transcribed to text, you can also indicate that you wish to do further analysis of the conversation using [Amazon Comprehend](#). Available options are:
 - **Sentiment Analysis:** returns the overall sentiment of the conversation (Positive, Negative, Neutral, or Mixed).
 - **Keyphrase Extraction:** returns the key phrases or talking points and a confidence score to support that this is a key phrase.
 - **Language Detection:** returns the dominant language with a confidence score to support that a language is dominant
 - **Custom Entities:** allows you to customize the AI to identify terms that are specific to your domain
 - **Syntax Analysis:** analyze the transcript using tokenization and Parts of Speech (PoS), and identify word boundaries and labels like nouns and adjectives within the text.

Call Recording Import

You can import Call Recordings into your Salesforce Org. This allows for easy access to the recordings from within Salesforce and can be used in conjunction with the other contact channel analytics features to provide a complete view of the customer interaction.

The import of call recordings is not required to activate the other contact channel analytics features.

Once enabled during the AWS Serverless Application Repository for Salesforce, recording import is activated on a call by call basis by adding a specific contact attribute. This attribute is used during Contact Trace Record processing to trigger the call import.

NOTE: After Call Work time is a part of the Contact Trace Record. As such, CTRs are not generated until the agent leaves the after call work state. If you are not seeing a recording import, please make sure the agent has completed the call and left the after call work state.

Prerequisite Setup

Cloudformation Template

To make sure that the AWS resources are set up, make sure that the *PostcallRecordingImportEnabled* parameter is set to true in your Cloudformation stack:

The screenshot shows the AWS CloudFormation console with the 'Parameters' tab selected. A list of parameters is displayed, with one specific parameter, 'PostcallRecordingImportEnabled', highlighted by a red box. The 'Value' for this parameter is 'true'.

Key	Value
AmazonConnectInstanceId	
AmazonConnectQueueMaxRecords	
AmazonConnectQueueMetricsMaxRecords	
CTREventSourceMappingMaximumRetryAttempts	
CTRKinesisARN	
ConnectRecordingS3BucketName	
ConnectReportingS3BucketName	
HistoricalReportingImportEnabled	
LambdaLoggingLevel	
PostcallCTRImportEnabled	
PostcallRecordingImportEnabled	true

AWS Side Setup

1. See [these steps](#). Follow the sections *Creating key pairs for your signers*, and *Adding a signer to a distribution*. Make sure to record the **public key ID**.
2. Copy and paste the contents of the private key .pem file into a text editor. Replace every newline character with a space, and then delete the last character. This is most easily done using a "find and replace" feature in your text editor. The resulting string of text should resemble the following:

```
-----BEGIN RSA PRIVATE KEY----- (64 character string) (64 character
```

3. Navigate to the "Secrets Manager" service. Select the **SalesforceCredentials**.
4. Under the "Secret value" tab, select "Retrieve secret value" and then "Edit".
5. For the **CloudFrontPrivateKey** field, copy and paste the modified contents of the private key .pem file. For the **CloudFrontAccessKeyId** field, copy and paste the **Access Key Id** you recorded above. Your Secrets Manager Secret should look like the following:

AWS Secrets Manager > Secrets > SalesforceCredentials

SalesforceCredentials

Secret details

Encryption key
aws/secretsmanager

Secret name
SalesforceCredentials

Secret ARN
[REDACTED]

Secret description
-

Tags

Secret value Info
Retrieve and view the secret value.

Secret key/value | **Plaintext**

```
{
    "CloudFrontPrivateKey": "-----BEGIN RSA PRIVATE KEY-----  

    [REDACTED]  

    -----END RSA PRIVATE KEY-----",
    "CloudFrontAccessKeyId": "[REDACTED]"
}
```

Please note that your secret may also be formatted stored as a "Secret key/value" secret rather than a "Plaintext" secret; both secret types are valid.

6. Navigate to your Salesforce instance. Navigate to setup, then search for "Visualforce pages."

The screenshot shows the Salesforce Setup interface. In the top left, there's a search bar with "visualfor". Below it, a sidebar has "Custom Code" expanded, with "Visualforce Components" and "Visualforce Pages" listed under it. A message says "Didn't find what you're looking for? Try using Global Search." The main content area is titled "Visualforce Pages" and shows a list item "AC_RecordingViewer". Clicking on it brings up a "Page Detail" view for "AC_RecordingViewer". The detail view includes fields for "Label" (set to "AC_RecordingViewer"), "Namespace Prefix", and a checkbox for "Require CSRF protection on GET requests". To the right of the detail view are buttons for "Edit", "Delete", "Clone", "Where is this used?", "Show Dependencies", and "Preview".

7. Select the **AC_RecordingViewer** visualforce page, and select "preview." Copy the url of the opened page up until ".com".
8. Navigate back to aws, to the s3 bucket where your audio recording files are stored. This s3 bucket should be the same bucket as the **ConnectRecordingS3BucketName** parameter to the serverless application.
9. In the bucket details, select the **Permissions** tab and then the **CORS configuration** tab and paste the following. Replace the AllowedOrigin with the url copied in step 9.

```
[  
{
```

```

        "AllowedHeaders": [
            "Access-Control-Allow-Origin"
        ],
        "AllowedMethods": [
            "GET"
        ],
        "AllowedOrigins": [
            "{url copied in step 9}"
        ],
        "ExposeHeaders": []
    }
]

```

The screenshot shows the AWS S3 CORS configuration editor. At the top, there's a breadcrumb navigation: Amazon S3 > connect-[REDACTED]. Below it, a navigation bar includes tabs for Overview, Properties, Permissions, Management, Access points, and CORS configuration. The CORS configuration tab is selected. A sub-navigation bar below it includes Block public access, Access Control List, Object Ownership, Bucket Policy, and CORS configuration. The main area contains an XML editor with the following code:

```

<?xml version="1.0" encoding="UTF-8"?>
<CORSConfiguration>
<CORSRule>
<AllowedOrigin>amazonaws.com</AllowedOrigin>
<AllowedMethod>GET</AllowedMethod>
<AllowedHeader></AllowedHeader>
</CORSRule>
</CORSConfiguration>

```

Below the XML editor, there are buttons for Delete, Cancel, and Save.

10. Select Save

11. Navigate to the "IAM" aws service. Select Add User.

The screenshot shows the AWS Identity and Access Management (IAM) service. The left sidebar has a navigation menu with options like Dashboard, Access management (Groups, Users, Roles, Policies, Identity providers), and Identity providers. The 'Users' option is selected. The main area has a heading 'Identity and Access Management (IAM)' and a sub-heading 'Add user'. There are two buttons: 'Add user' (highlighted in blue) and 'Delete user'. Below these buttons is a search bar with placeholder text 'Find users by username or access key'. A list of users is displayed in a table, with one user entry highlighted in red: 'sfInvokeGenerateAudioRecordingStreamingURLIAMUser'. To the left of the user names are checkboxes.

12. Give your IAM user a name, like **sfInvokeGenerateAudioRecordingStreamingURLIAMUser**. For the "AWS Access Type", select **Programmatic access**.

Summary

User ARN [REDACTED]
Path /
Creation time 2020-08-21 16:37 EDT

Permissions **Groups** **Tags** **Security credentials** **Access Advisor**

Sign-in credentials

Summary Console password Assigned MFA device Signing certificates	<ul style="list-style-type: none"> User does not have console management access
Disabled Manage Not assigned Manage None 	

Access keys

Use access keys to make secure REST or HTTP Query protocol requests to AWS service APIs. For your protection, you should never share your secret keys with anyone. As a best practice, rotate your access keys regularly.

[Create access key](#)

Access key ID	Created	Last used
[REDACTED]		

13. Select Next, then select "Attach existing policies directly." Search for **invokeSfGenerateAudioRecordingStreamingURLPolicy** and select it.
14. Create the user, then copy down the **Access key ID** and the **Secret access key**. These keys will be used in the next section.

Add user

1 2 3 4 5

 **Success**

You successfully created the users shown below. You can view and download user security credentials. You can also email users instructions for signing in to the AWS Management Console. This is the last time these credentials will be available to download. However, you can create new credentials at any time.

Users with AWS Management Console access can sign-in at: <https://bomilee.sigin.aws.amazon.com/console>

 [Download .csv](#)

	User	Access key ID	Secret access key
▶ 	sfInvokeGenerateAudioRecordingStreamingURLIAMUser	[REDACTED]	***** Show

15. Navigate to the "Lambda" aws service. Search for term "sfgenerate" and copy down the full name of the sfGenerateAudioRecordingStreaming lambda. This will be used in the next section.

The screenshot shows the AWS Lambda Functions page. At the top, there's a navigation bar with 'Lambda > Functions'. Below it, a search bar contains the text 'Filter by tags and attributes or search by keyword' with a magnifying glass icon, followed by '1 match'. A blue button labeled '"sfgenerate" X' is next to a 'Clear filters' button. The main area is titled 'Functions (16)' and shows a single result: a circular icon followed by a redacted name and '-sfGenerateAudioRecordingStreaming-'.

16. Navigate back to the "Lambda" aws service main page and navigate to the **us-east-1 region**. Select **create function**.

The screenshot shows the AWS Lambda main page. On the left, there's a sidebar with 'AWS Lambda' selected, 'Updated console (preview)', and 'Dashboard'. The main area has a title 'Lambda > Functions' and a sub-section 'Functions (30)'. It includes a search bar, a timestamp 'Last fetched 10 seconds ago', and a 'Create function' button which is highlighted with a red border. Navigation controls like '< 1 2 3 >' and a refresh icon are also present.

17. Enter a function name, like **sfSig4RequestToS3**.

18. Select **change default execution role**, and **use an existing role**. Search for and select **sfSig4RequestToS3Role**.

The screenshot shows the 'Create New Function' wizard. In the 'Function name' step, the name 'sflambda-sfSig4RequestToS3' is entered. In the 'Runtime' section, 'Node.js 12.x' is selected. The 'Permissions' step indicates that Lambda will create a default execution role. The 'Change default execution role' section shows three options: 'Create a new role with basic Lambda permissions' (radio button), 'Use an existing role' (radio button, selected), and 'Create a new role from AWS policy templates'. The 'Existing role' section lists a role named 'sfSig4RequestToS3Role' with a dropdown arrow and a refresh icon. A note at the bottom says 'View role on the IAM console.'

19. Select **create function**. On the next screen, copy and paste the contents from [this file](#) into the function body, and then select **Deploy**.
20. Select the actions dropdown, and then select **Deploy to Lambda@Edge**.
21. Select the Cloudfront Distribution that was created by the Salesfore Lambdas serverless application, then check off the "I acknowledge..." check box, then select deploy.

Deploy to Lambda@Edge

Configure CloudFront trigger

Distribution
The CloudFront distribution that will send events to your Lambda function.

X

Cache behavior
Choose the cache behavior you would like this Lambda function to be associated with.

▼

CloudFront event
Choose one CloudFront event to listen for.

▼

Include body
Select "Include body" if you want to read the request body for viewer request or origin request events.
[Learn more](#).

Confirm deploy to Lambda@Edge

I acknowledge that on deploy a new version of this function will be published with the above trigger and replicated across all available AWS regions.

Lambda will add the necessary permissions for Amazon CloudFront to invoke your Lambda function from this trigger.
[Learn more](#) about the Lambda permissions model.

Cancel Deploy

Salesforce Side Setup

1. In Salesforce Setup, search for "Named Credentials." Select **New Named Credential**.
2. For the **Name** and **Label**, enter AwsGenerateAudioRecordingURL.
3. In the **URL** section, enter `https://lambda.{awsRegion}.amazonaws.com/2015-03-31/functions/{lambdaFunctionName}/invocations/`-- replace `{awsRegion}` with the awsRegion your serverless application resides in (for example, us-

east-1), and replace {lambdaFunctionName} with the full name of the sfGenerateAudioRecordingStreaming lambda you recorded in the previous section.

4. For **Identity Type** select **Named Principal**. For the **Authentication Protocol**, select **AWS Signature Version 4**. Fill in the **Access key ID** you recorded in the previous section as "AWS Access Key ID", the **Secret access key** as the "AWS Secret Access Key", the AWS Region, and "lambda" as the "AWS Service."

The screenshot shows the 'Named Credentials' setup page in Salesforce. The left sidebar has 'Security' expanded, with 'Named Credentials' selected. A search bar at the top left contains 'named credentials'. The main area is titled 'Named Credentials' and contains a sub-section 'Named Credentials'. It describes a named credential as specifying a callout endpoint and its required authentication parameters. A table lists one named credential: 'AwsGenerateAudioRecordingURL'. The table includes columns for 'Edit | Del', the name, and the URL. The URL is highlighted with a red box: `https://lambda.(awsRegion).amazonaws.com/2015-03-31/functions/{lambdaFunctionName}/invocations/`.

5. Select **save**.

6. In the setup search box, search for "Permission sets". Select the "AC_CallRecording" permission set. Select "Manage Assignments".

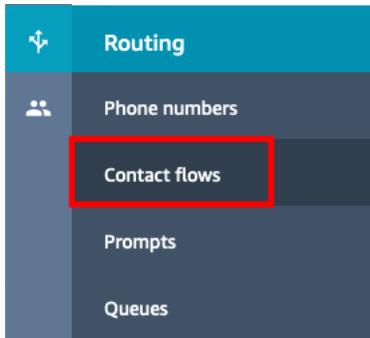
The screenshot shows the 'Permission Sets' setup page in Salesforce. The left sidebar has 'Users' expanded, with 'Permission Sets' selected. A search bar at the top left contains 'Perm'. The main area is titled 'Permission Sets' and shows a single permission set named 'AC_CallRecording'. Below the permission set name are buttons for 'Find Settings...', 'Clone', 'Delete', 'Edit Properties', and 'Manage Assignments'. The 'Manage Assignments' button is highlighted with a red box. Below the permission set, there's a 'Permission Set Overview' section with fields for 'Description', 'License', 'Session Activation Required', 'Last Modified By' (Bomi Lee, 10/12/2020, 5:07 PM), and sections for 'Apps' (Assigned Apps, Assigned Connected Apps).

- Select "Add Assignments". Add the users that should have access to the audio recordings and select "assign".

The screenshot shows the 'Permission Sets' section under 'SETUP'. In the 'Assign Users' view for 'All Users', there is a table with columns: Action, Full Name, Alias, and Username. The 'Action' column contains checkboxes for various permissions like 'Edit' and 'Edit | Login'. The 'Full Name' column is redacted. The 'Alias' and 'Username' columns are also redacted. In the top right corner of the table header, there is a red-bordered 'Assign' button.

Enabling call recording import

- Login to your Amazon Connect instance as an Administrator
- From the left navigation, choose **Routing** then select **Contact flows**



- Open the contact flow that you want to use to enable call recording import. This contact flow must have Amazon Connect's native recording turned on.
- In your contact flow, before you transfer to queue, add a new **Set contact attributes** block
- Configure the block to set a contact attribute as follows:
 - Destination key:** postcallRecordingImportEnabled
 - Value:** true

Attribute to save

Use text X

Destination key
postcallRecordingImportEnabled

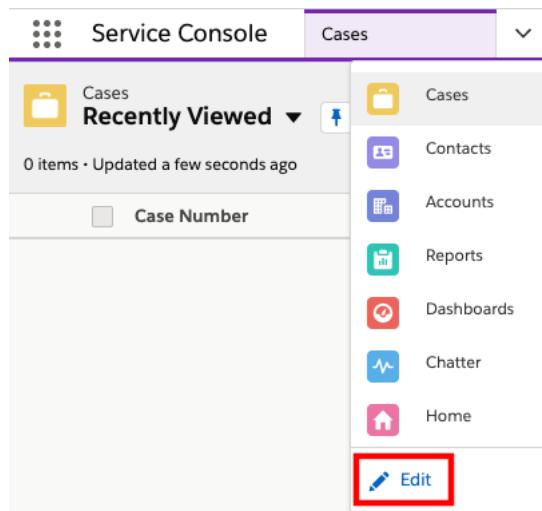
Value
true

Use attribute

6. **Save** the Set contact attributes block. Make sure it is appropriately connected to your contact flow, and **Publish** the flow.
7. Wait approximately 2 minutes to give the contact flow time to publish.
8. Place a call, connect to your agent, speak for a few moments to test the audio, then end the call. Make sure the agent exits after call work
9. After a minute or so, the recording should import.

Adding Contact Channel Analytics to the Service Console

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **Edit**.



3. On the Edit Service Console App Navigation Items page, select **Add More Items**

Edit Service Console App Navigation Items

Personalize your nav bar for this app. Reorder items, and rename or remove items you've added.

[Learn More](#) ⓘ

NAVIGATION ITEMS (7)

Add More Items

4. Select the + next to **AC Contact Channel Analytics**

5. Select **Add 1 Nav Item**

6. Change the order of your Navigation Items if desired, then choose **Save**

Edit Service Console App Navigation Items

Personalize your nav bar for this app. Reorder items, and rename or remove items you've added.

[Learn More](#) ⓘ

ⓘ 1 item added to your list. Save your updates.

NAVIGATION ITEMS (11)

Add More Items

≡ ☎ AC CTI Adapters	X
≡ 📊 AC Queue Metrics	X
≡ 🖥 AC Real Time Queue Metrics	X
≡ 💼 Cases	
≡ 📞 Contacts	
≡ 🏢 Accounts	
≡ 📈 Reports	
≡ 🕒 Dashboards	
≡ 🩺 Chatter	
≡ 🏠 Home	
≡ 📈 AC Contact Channel Analytics	X

[Reset Navigation to Default](#) ⓘ

Cancel

Save

7. Once the save completes, expand the **navigation menu** by selecting the down arrow and choose **AC Contact Channel Analytics**

The screenshot shows the Service Console interface with the 'Reports' tab selected. On the left, there's a sidebar with 'All Folders' (1 item), 'RECENTS', and 'Created by Me'. The main area lists four items: 'AC CTI Adapters', 'AC Queue Metrics', 'AC Real Time Queue Metrics', and 'AC Contact Channel Analytics', which is highlighted with a red box.

8. Change the list view from Recently Viewed to All

The screenshot shows a dropdown menu titled 'Recently Viewed' with a red box around the 'All' option, indicating it has been selected.

9. Once the view refreshes, you should see your record(s)

The screenshot shows the list view after refreshing. It displays one item: 'AC Contact Channel Analytics' with the status 'All' under a dropdown menu. Below it, the details show '1 item · Sorted by Contact Channel Analytics Name · Filtered by all ac contact channel analytics · Updated a few seconds ago'. A table row shows a checkbox next to 'Contact Channel Analytics Name ↑' and a link to 'CCA 000001'.

10. Select the recording to open it

11. In the Notes & Attachments section, you will see the recording file attached.

The screenshot shows the 'Notes & Attachments' section with a count of '(1)'. It lists a file named 'CallRecording.wav' attached on Feb 27, 2020. There are 'Upload Files' and 'View All' buttons.

12. NOTE: The recording playback, waveform, and transcript views are only active when you also choose to activate recording transcripts.

Recording Transcripts

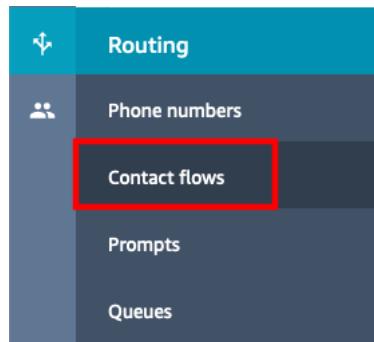
Enabling the Recording Transcripts activates a process to run your contact recordings through Amazon Transcribe which uses a deep learning process to convert text to speech accurately and quickly. In addition, this process also creates a visual waveform of the recording, enables the in-app recording playback, and provides a visual representation of the conversation.

Once enabled during the AWS Serverless Application Repository for Salesforce, recording transcription is activated on a call by call basis by adding a specific contact attribute. This attribute is used during Contact Trace Record processing to trigger the transcription.

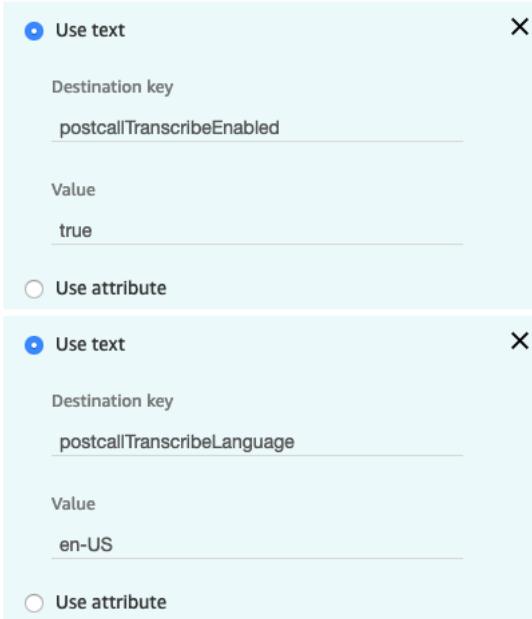
Make sure the Salesforce user accessing recording transcription are added to the AC_CallRecording permission set, as described in the previous section.

Enabling recording transcription

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Routing** then select **Contact flows**



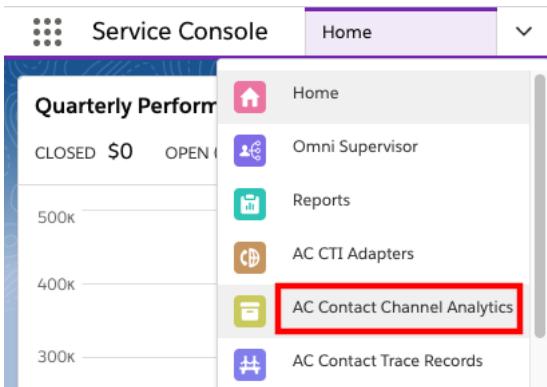
3. Open the contact flow that you want to use to enable call transcription. This contact flow must have Amazon Connect's native recording turned on, since the transcription is dependent on it.
4. In your contact flow, before you transfer to queue, add a new **Set contact attributes** block
5. Configure the block to set two contact attributes as follows:
 1. Attribute 1: enables the transcription process
 - a. **Destination key:** postcallTranscribeEnabled
 - b. **Value:** true
 2. Attribute 2: specifies the transcription language
 - a. **Destination key:** postcallTranscribeLanguage
 - b. **Value:** en-US (See [Amazon Transcribe API Reference](#) for valid language codes)



6. **Save** the Set contact attributes block. Make sure it is appropriately connected to your contact flow, and **Publish** the flow.
7. Wait approximately 2 minutes to give the contact flow time to publish.
8. Place a call, connect to your agent, speak for a few moments from both the agent and the customer side to generate a good transcript, then end the call. Make sure the agent exits after call work
9. The transcription will take at least as long as the call did. Wait an appropriate amount of time for the transcription to be available.

Accessing transcriptions

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose AC Contact Channel Analytics. If you have not previously added AC Contact Channel Analytics to the navigation menu, complete the steps found in [Adding Contact Channel Analytics to the Service Console](#).



3. Change the list view from Recently Viewed to All

A screenshot of the AC Contact Channel Analytics list view settings. It shows a dropdown menu set to "Recently Viewed" with a red box around it. Below it is a "LIST VIEWS" section with two options: "All" (which is highlighted with a red box) and "Recently Viewed (Pinned list)".

4. Once the view refreshes, you should see your record(s)

A screenshot of the AC Contact Channel Analytics list view. It shows a header row with columns for Contact Channel Analytics Name and Contact Id. Below it are three records: 1. CCA 000002 with Contact Id 6df455ce-8e7e-4ee8-806d-b5dff9758d66; 2. CCA 000001 with Contact Id c3a70eeb-4a9e-4605-8871-4bd0d58c9b51; 3. CCA 000000 with Contact Id a14b0510-2db7-441c-aac2-55018eb4cbde. The first record is highlighted with a red box.

5. Select a record to view the details.

6. Once the record opens, note the recording waveform, playback controls, and the visual version of the transcription

The screenshot displays a user interface for contact tracing. At the top, there is a "Recording" section featuring a waveform visualization with a play/pause slider and buttons for "Backward" and "Forward". Below this is a "Transcript" section showing a dialogue between an "Agent" and a "Customer". The transcript includes timestamp information for each message.

Role	Message	Timestamp
Agent	Contact Started	
Agent	Hi,	Agent · 0.14 · 0.62
Agent	this is Jason.	Agent · 0.62 · 0.87
Agent	Am I talking to Winston?	Agent · 1.48 · 1.63
Customer	Yes,	Customer · 4.34 · 4.89
Customer	this is Winston.	Customer · 4.89 · 5.18

- Also note that the transcriptions for each side of the conversation are also included as attachments.

AI Driven Contact Analysis

Enabling the AI Driven Contact Analysis function allows you to process the transcribed text using [Amazon Comprehend](#). Amazon Comprehend is a natural language processing service that uses machine learning to find insights and relationships in text.

Once enabled during the AWS Serverless Application Repository for Salesforce, contact analysis is activated on a call by call basis by adding a specific contact attribute. This attribute is used during Contact Trace Record processing to trigger the Amazon Comprehend task.

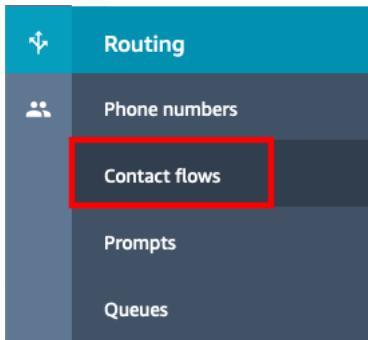
There are five functions available with the integration. Each function is triggered by a code. You can use one code in your contact attribute, or string multiple together as a comma separated list. The available codes and their functions are:

- **snt = Sentiment Analysis**
- **kw = Keyphrase Extraction**
- **dl = Language Detection**
- **ne = Custom Entities**

- **syn = Syntax Analysis**

Enabling AI Driven Contact Analysis

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Routing** then select **Contact flows**



3. Open the contact flow that you want to use to enable AI Driven Contact Analytics. This contact flow must have Amazon Connect's native recording turned on, and transcription enabled as these are both prerequisites for the analytics function.
 4. In your contact flow, before you transfer to queue, add a new **Set contact attributes** block
 5. Configure the block to set a contact attribute as follows:
- a. **Destination key:** postcallTranscribeComprehendAnalysis
 - b. **Value:** snt,dl,kw,syn

- In **this** example, we are performing sentiment analysis, language detection, and keyphrase extraction

Attribute to save

Use text X

Destination key
postcallTranscribeComprehendAnalysis

Value
snt,dl,kw

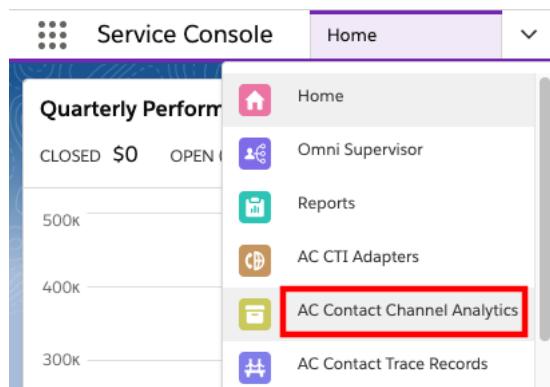
Use attribute

6. **Save** the Set contact attributes block. Make sure it is appropriately connected to your contact flow, and **Publish** the flow.

7. Wait approximately 2 minutes to give the contact flow time to publish.
8. Place a call, connect to your agent, speak for a few moments from both the agent and the customer side to generate a good transcript, then end the call. Make sure the agent exits after call work
9. The contact analysis runs after the transcription, which will take at least as long as the call did. Wait an appropriate amount of time for the analysis to be available.

Accessing the AI Driven Contact Analysis

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose AC Contact Channel Analytics. If you have not previously added AC Contact Channel Analytics to the navigation menu, complete the steps found in [Adding Contact Channel Analytics to the Service Console](#).



3. Change the list view from Recently Viewed to All



4. Once the view refreshes, you should see your record(s)

AC Contact Channel Analytics		
Recently Viewed		
3 items • Updated a few seconds ago		
	Contact Channel Analytics Name	Contact Id
1	CCA 000002	6df455ce-8e7e-4ee8-806d-b5dff9758d66
2	CCA 000001	c3a70eeb-4a9e-4605-8871-4bd0d58c9b51
3	CCA 000000	a14b0510-2db7-441c-aac2-55018eb4cbde

5. Select a record to view the details.
6. Once the record opens, note the Keywords, Sentiment, and Dominant Language

Contact Channel Analytics Name CCA 000003	Owner  apouser
Contact Id 1dcf1bd2-4aeb-4c75-ad19-85d538035584	
Keywords a problem, my account number, the first place, my account number, 1234 1285, time, your competitors	
Named Entities	
Sentiment NEGATIVE, 0.9559353590011597	
Dominant Language en	
Channel	
Created By  apouser, 2/27/2020, 1:13 PM	Last Modified By  apouser, 2/27/2020, 1:15 PM

Contact Trace Record Import

In Amazon Connect, data about contacts is captured in contact trace records (CTR). This data can include the amount of time a contact spends in each state: customer on hold, customer in queue, agent interaction time. The basis for most historical and real-time metrics in Amazon Connect is the data in the CTR. When you create metrics reports, the values displayed for **most** (not all) metrics in the report are calculated using the data in the CTRs.

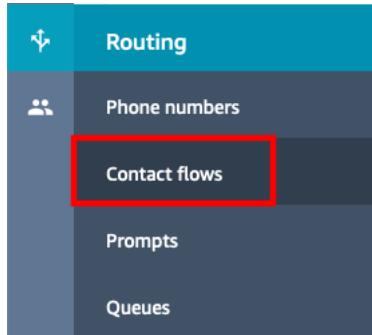
CTRs are available within your Amazon Connect instance for 24 months from the time when the associated contact was initiated. You can also stream CTRs to Amazon Kinesis to retain the data longer, and perform advanced analysis on it. Additionally, with the AWS Serverless Application Repository for Salesforce, you can import Contact Trace Records into your Salesforce org.

Contact Trace Record Import

Once enabled during the AWS Serverless Application Repository for Salesforce, CTR import is activated on a call by call basis by adding a specific contact attribute. This attribute is used during Contact Trace Record processing to trigger the import task.

Enabling Contact Trace Record Import

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Routing** then select **Contact flows**



3. Open the contact flow that you want to use to enable call recording import.
4. In your contact flow, before you transfer to queue, add a new **Set contact attributes** block
5. Configure the block to set a contact attribute as follows:
 - a. **Destination key:** postcallCTRImportEnabled
 - b. **Value:** true

Attribute to save

Use text X

Destination key
`postcallCTRImportEnabled`

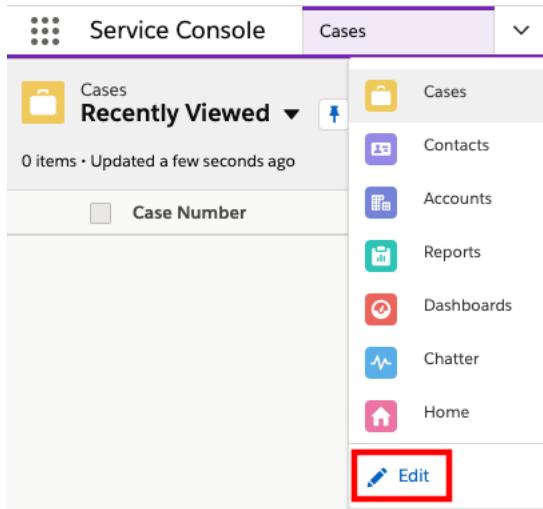
Value
`true`

Use attribute

6. **Save** the Set contact attributes block. Make sure it is appropriately connected to your contact flow, and **Publish** the flow.
7. Wait approximately 2 minutes to give the contact flow time to publish.
8. Place a call, connect to your agent, speak for a few moments, then end the call. Make sure the agent exits after call work
9. The Contact Trace Record is emitted shortly after call completion and the import happens almost immediately.

Adding Contact Trace Records to the Service Console

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **Edit**.



3. On the Edit Service Console App Navigation Items page, select **Add More Items**

A screenshot of the "Edit Service Console App Navigation Items" page. The title bar says "Edit Service Console App Navigation Items". Below it, a sub-header says "Personalize your nav bar for this app. Reorder items, and rename or remove items you've added." with a "Learn More" link. The main area is titled "NAVIGATION ITEMS (7)". In the bottom right corner of this area is a red-bordered button labeled "Add More Items".

4. Select the + next to **AC Contact Trace Records**
5. Select **Add 1 Nav Item**
6. Change the order of your Navigation Items if desired, then choose **Save**

Edit Service Console App Navigation Items

Personalize your nav bar for this app. Reorder items, and rename or remove items you've added.

[Learn More](#)

1 item added to your list. Save your updates.

NAVIGATION ITEMS (12)

[Add More Items](#)

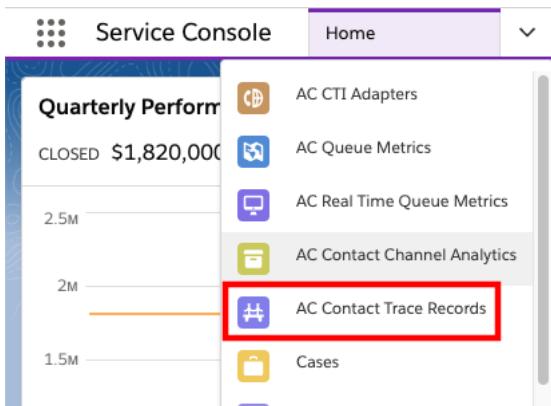
≡	AC CTI Adapters	X
≡	AC Queue Metrics	X
≡	AC Real Time Queue Metrics	X
≡	AC Contact Channel Analytics	X
≡	Cases	
≡	Contacts	
≡	Accounts	
≡	Reports	
≡	Dashboards	
≡	Chatter	
≡	Home	
≡	AC Contact Trace Records	X

[Reset Navigation to Default](#)

[Cancel](#)

[Save](#)

- Once the save completes, expand the **navigation menu** by selecting the down arrow and choose **AC Contact Trace Records**



- Change the list view from Recently Viewed to **All**



9. Once the view refreshes, you should see your record(s)

A screenshot of the same Salesforce interface after refreshing. It shows a list of 5 items under 'Contact Trace Record'. Each item has a checkbox and a value: 1. CTR 00000000, 2. CTR 00000001, 3. CTR 00000002, 4. CTR 00000003, and 5. CTR 00000004. The 'All' button in the header is also highlighted with a red box.

10. Select a record to view it

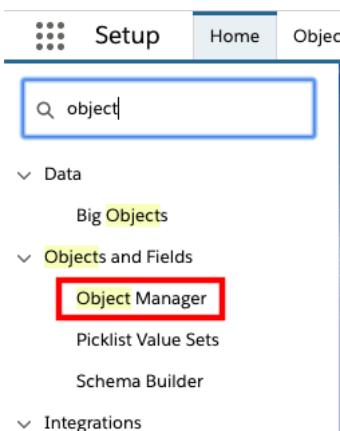
11. Note the ContactId value from Amazon Connect

Display Additional Contact Trace Record Data

By default, the AC Contact Trace Record layout only contains the ContactId. However, all of the CTR data has been imported. It is likely that you will want to customize this view to show more data.

Customizing the AC Contact Trace Record Layout

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter object and choose **Object Manager** from the results



3. In the Object Manager, find the **AC Contact Trace Record** object and select it

The screenshot shows the Salesforce Object Manager interface. At the top left is the 'SETUP' button and the 'Object Manager' title. Below the title, it says '50+ Items, Sorted by Label'. A search bar with 'Quick Find' placeholder and a 'Schema Builder' button are on the right. The main area lists three objects: 'AC Contact Channel Analytics', 'AC Contact Trace Record', and 'AC CTI Adapter'. The 'AC Contact Trace Record' row is highlighted with a red box around its name.

4. In the left navigation, choose **Page Layouts**

5. Select **AC Contract Trace Record Layout**

6. Select items from the Fields section and add them to the layout as you wish. In the example below, I have selected Agent Username, Queue Name, Queue Duration, After Contact Work Duration, Agent Interaction Duration, and Attributes

The screenshot shows the 'AC Contact Trace Record Detail' page. At the top, there are standard buttons: Edit, Delete, Clone, Change Owner, Change Record Type, Printable View, and Sharing. To the right is a 'Custom Buttons' section. Below the buttons, there's a table with two columns: 'Information (Header visible on edit only)' and 'Fields'. The 'Information' column contains fields like Contact Trace Record ID (GEN-2004-001234), Channel (Sample Text), Contact ID (Sample Text), After Contact Work Duration (76,916), and Agent Interaction Duration (37,408). The 'Fields' column contains fields like Owner (Sample Text), Agent Username (Sample Text), Queue Name (Sample Text), Queue Duration (18,140), and Attributes (Sample Text).

7. Save the layout

8. Return to the **Service Console**

9. Refresh the browser

10. Expand the **navigation menu** by selecting the down arrow and choose **AC Contact Trace Records**

The screenshot shows the Service Console navigation menu. The top bar has a 'Service Console' icon and a 'Home' button. Below it, a 'Quarterly Performance' card shows 'CLOSED \$1,820,000'. The main menu is expanded, showing several options: 'AC CTI Adapters', 'AC Queue Metrics', 'AC Real Time Queue Metrics', 'AC Contact Channel Analytics', 'AC Contact Trace Records' (which is highlighted with a red box), and 'Cases'.

11. Select a contact trace record

12. You should now see your modified layout

The screenshot shows the 'AC Contact Trace Record' page with the CTR ID 'CTR 000000003'. The 'Details' tab is selected. The page displays various contact trace details in two columns:

Related	Details
Contact Trace Record	Owner
CTR 000000003	apiuser
Channel	Agent Username
VOICE	doug[REDACTED]pm
ContactId	Queue Name
71662532-8da9-41bf-bba1-3755ed070cdd	BasicQueue
After Contact Work Duration	Queue Duration
2	24
Agent Interaction Duration	Attributes
10	{"phone_number": "+17048076561", "postal_code": "98121", "postcallCTRImportEnabled": "true", "postcallRecordingImportEnabled": "true", "postcallTranscribeEnabled": "true", "postcallTranscribeLanguage": "en-US"}
Created By	Last Modified By
apiuser, 2/27/2020, 10:38 AM	apiuser, 2/27/2020, 10:38 AM

Postcall Contact Lens Import

Contact Lens for Amazon Connect is a set of machine learning (ML) capabilities integrated into Amazon Connect. With Contact Lens for Amazon Connect, contact center supervisors can better understand the sentiment, trends, and compliance of customer conversations to effectively train agents, replicate successful interactions, and identify crucial company and product feedback.

Contact Lens are available within your Amazon Connect instance in CTR page, and Contact Lens data are stored in Amazon Connect S3 bucket. With the AWS Serverless Application for Salesforce (Amazon Connect Salesforce Lambda), you can import Contact Lens data into your Salesforce org.

Contact Lens Import

Before using AWS Serverless Application (Amazon Connect Salesforce Lambda) to import Contact Lens data, you need to enable Contact Lens in Amazon Connect. More information can be found at <https://docs.aws.amazon.com/connect/latest/adminguide/enable-analytics.html>.

Once enabled during the installation of AWS Serverless Application (Amazon Connect Salesforce Lambda), Contact Lens import is activated on a call by call basis by adding a

specific contact attribute. This attribute is used during Contact Lens processing to trigger the import task.

Creating the AWS Lambda Trigger for the Contact Lens Data

1. Make sure you set **ContactLensImportEnabled** to **true** during the deployment of Amazon Connect Salesforce Lambda application.
2. Once the deployment is finished, you need to configure a trigger that invokes a Lambda function when Contact Lens output file is generated and stored in S3.
3. In a browser tab, login to the [AWS Console](#).
4. Open the [AWS Lambda Console](#).
5. In the filter field of the AWS Lambda console, enter sfProcessContactLens and press enter to filter the list of functions.
6. Select the Lambda that includes sfProcessContactLens in the name.
7. Expand the Designer section.
8. Select Add trigger

The screenshot shows the AWS Lambda Designer interface. At the top, there are three tabs: Configuration (highlighted in orange), Permissions, and Monitoring. Below the tabs, a section titled 'Designer' is expanded, indicated by a downward arrow. A blue link 'Go back to application serverlessrepo-AmazonConnectSalesforceLambda' is visible. On the right, a Lambda function card is displayed with the following details:

- Icon: Lambda symbol
- Name: serverlessrepo-AmazonConnectS-sfProcessContactLens-X7O29Q1
- Version: V175S
- Layers: (with a gear icon)

At the bottom left of the Designer section, there is a button labeled '+ Add trigger' enclosed in a red rectangular box.

9. In Trigger configuration, select S3 from the dropdown list

Add trigger

Trigger configuration

Select a trigger

- DynamoDB
aws database nosql
- Kinesis
analytics aws streaming
- S3
aws storage
- SNS
aws messaging notifications pub-sub push
- SQS
aws queue

10. Select the bucket of your Amazon Connect instance. You can find your Amazon Connect bucket name by clicking on your Amazon Connect instance alias in Amazon Connect console.
11. Change the Event type to PUT.
12. Set the Prefix to **Analysis/Voice/2020**. Note that this might change as the date changes so you will need to update this on the first day of every new year.
13. Set the Suffix to .json
14. The trigger configuration should now be similar to the following:

Add trigger

Trigger configuration

 S3
aws storage

Bucket
Please select the S3 bucket that serves as the event source. The bucket must be in the same region as the function.
connect-[REDACTED] ▾ 

Event type
Select the events that you want to have trigger the Lambda function. You can optionally set up a prefix or suffix for an event. However, for each bucket, individual events cannot have multiple configurations with overlapping prefixes or suffixes that could match the same object key.

PUT ▾

Prefix - optional
Enter a single optional prefix to limit the notifications to objects with keys that start with matching characters.
Analysis/Voice/2020

Suffix - optional
Enter a single optional suffix to limit the notifications to objects with keys that end with matching characters.
.json

Lambda will add the necessary permissions for Amazon S3 to invoke your Lambda function from this trigger. [Learn more](#) about the Lambda permissions model.

 The Lambda console no longer supports disabling S3 and CloudWatch Logs triggers. Delete these triggers to stop further actions.

Recursive invocation
 If your function writes objects to an S3 bucket, ensure that you are using different S3 buckets for input and output. Writing to the same bucket increases the risk of creating a recursive invocation, which can result in increased Lambda usage and increased costs. [Learn more](#)

I acknowledge that using the same S3 bucket for both input and output is not recommended and that this configuration can cause recursive invocations, increased Lambda usage, and increased costs.

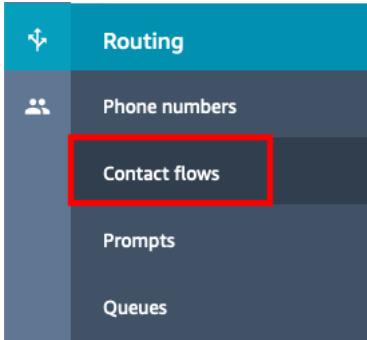
Cancel **Add**

15. Select **Add**

16. If everything has been configured correctly, you should received a success message.

Enabling Contact Lens Import

1. Login to your Amazon Connect instance as an Administrator
2. From the left navigation, choose **Routing** then select **Contact flows**



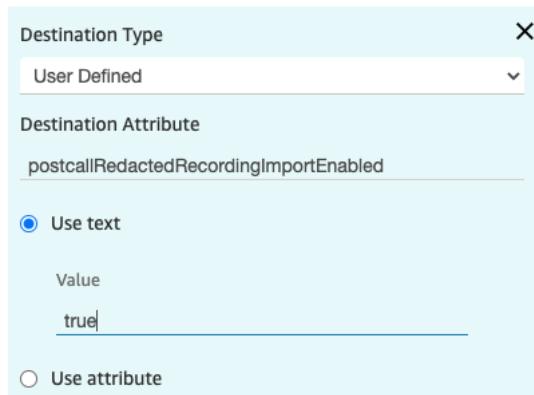
3. Open the contact flow that you want to use to enable Contact Lens import.
4. In your contact flow, before you transfer to queue, add a new **Set contact attributes** block
5. Configure the block to set a few contact attributes:
 - To turn on Contact Lens data import, set ***contactLensImportEnabled*** to **true**.

A screenshot of a configuration dialog for a 'Set contact attributes' block. The 'Destination Type' is set to 'User Defined'. The 'Destination Attribute' is 'contactLensImportEnabled'. The 'Value' is 'true'. The 'Use text' radio button is selected. There is also an 'Use attribute' option.

- For recording import, there are two options: original call recording and redacted call recording. **Note that you can only import one of the recordings for each contact.**
 - To turn on original recording import, set ***postcallRecordingImportEnabled*** to **true**

A screenshot of a configuration dialog for a 'Set contact attributes' block. The 'Destination Type' is set to 'User Defined'. The 'Destination Attribute' is 'postcallRecordingImportEnabled'. The 'Value' is 'true'. The 'Use text' radio button is selected. There is also an 'Use attribute' option.

- To turn on redacted recording import, set ***postcallRedactedRecordingImportEnabled*** to **true**



- Save the Set contact attributes block. Make sure it is appropriately connected to your contact flow, and **Publish** the flow.
- Wait approximately 2 minutes to give the contact flow time to publish.
- Place a call, connect to your agent, speak for a few moments, then end the call. Make sure the agent exits after call work
- The Contact Lens data is emitted a couple of minutes after call completion and the import happens almost immediately.

Appendix A - Required Salesforce Configurations

In this appendix, we will walk through the configuration of some Salesforce entities required to fully integrate Amazon Connect with Salesforce Lightning Experience. The steps here are intended for development and test orgs, not for production. For production use, please consult Salesforce resources to ensure appropriate configuration at production scale.

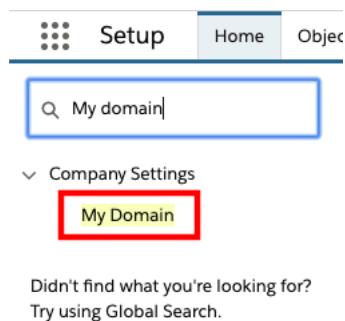
Configuring My Domain in Salesforce

The latest CTI adapter includes several lightning components that provide a better administrative user experience. Salesforce requires that My Domain be enabled to make use of lightning components. Setting up My Domain is a fairly simple setup, but it does require some time for the changes to propagate, so it will be helpful to complete this configuration in advance of your CTI adapter deployment.

Register Your Domain

Step 1 in the process is registering your domain in Salesforce. This allows you to check availability of the domain and complete the registration process. It will take some amount of time for the registration to complete.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter **My Domain**, then select **My Domain** from the result list



3. In the **My Domain Step 1** section, enter your desired domain name and select **Check Availability** to determine if the domain is available.

A screenshot of the 'Choose Your Domain Name' page. It shows a text input field containing 'https://sfseorgb' followed by a dropdown menu with '-dev-ed.my.salesforce.com/'. Below the input field is a 'Check Availability' button, which is highlighted with a red box.

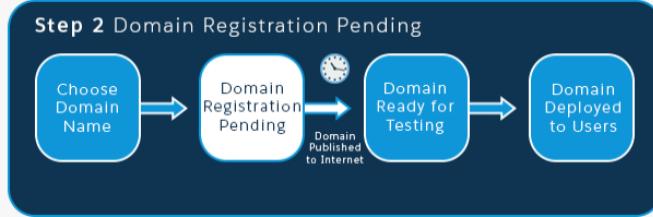
4. If the domain is not available, you will need to try a different name.
5. If the domain is available, select ****Register Domain**

A screenshot of the 'Check Availability' result page. It shows a message 'Available' with a checkmark icon. Below it is a 'Register Domain' button, which is highlighted with a red box. A note below the button says: 'After you click Register Domain, Salesforce takes a few minutes to update its naming registries. You receive an email when it's done.'

6. The domain registration process will begin. You will receive an email once it is complete. Once you receive the confirmation, you may continue with the next section.

My Domain Step 2

Showcase your company's brand and keep your data more secure by adding a custom domain name to your Salesforce URL. Because having a custom domain is more secure, some Salesforce features require it. It's easy to set up My Domain—the hardest part is choosing a name that your stakeholders can agree on.



Your domain name is **sfsseorgb-dev-ed.my.salesforce.com**

 Registering your domain. You'll receive an email when it's ready for testing.

Deploy the Domain to Your Users

Once the domain registration process completes, you then need to deploy the domain to your users.

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter **My Domain**, then select **My Domain** from the result list

The screenshot shows the Salesforce Setup interface. At the top, there are tabs: 'Setup' (highlighted in blue), 'Home', and 'Objects'. Below the tabs is a search bar containing the text 'My domain'. Underneath the search bar, a list of results is displayed, with 'My Domain' being the first item and highlighted with a red box. Other visible items in the list include 'Company Settings' and 'Global Search'.

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

3. In the **My Domain Step 2** section, note the domain name, then select the **Log in** button to login using the new domain.

The screenshot shows the 'My Domain Step 2' configuration page. At the top, it displays the domain name 'sfsseorgb-dev-ed.my.salesforce.com'. Below this, there is a message: 'Your domain name is ready. Log in to test it out.' followed by a large red box around the 'Log in' button. Further down, there is a note: 'To test your new domain, click tabs and links. If you've customized the UI, check for hard links to your original URL.'

4. Once the login completes, you should see your new domain in the address bar of your browser. You should also be returned to the My Domain configuration.
5. Select the Deploy to Users button to deploy your domain

Your domain name is **sfseorgb-dev-ed.my.salesforce.com**
Your domain name is ready. Log in to test it out. [Log in](#)
To test your new domain, click tabs and links. If you've customized the UI, check for hard links to your original URL.
Deploy to Users Roll out the new domain to your org. [i](#)

6. You should get a popup message that warns you about the domain deployment. Select OK.

...added page at sfseorgb-dev-ed.my.salesforce.com says
When you deploy the new domain, we activate it immediately. Only
Salesforce Customer Support can disable or change your domain
name once it's deployed.

[Cancel](#) **OK**

7. Deployment should now be complete

Configure Salesforce Omnichannel for Testing

In order to sync your Connect User status with your Omni-Channel agent status, you must configure Omni-Channel Presence Syncing. This will make your Omni-Channel presence status match your Amazon Connect Agent Status and vice versa.

Enable Omnichannel

First, we must enable omni-channel. Once you enable Omni-Channel, you will have access to the other components in Salesforce that will be required for Omni-Channel setup.

Enable Omnichannel in Your Salesforce Org

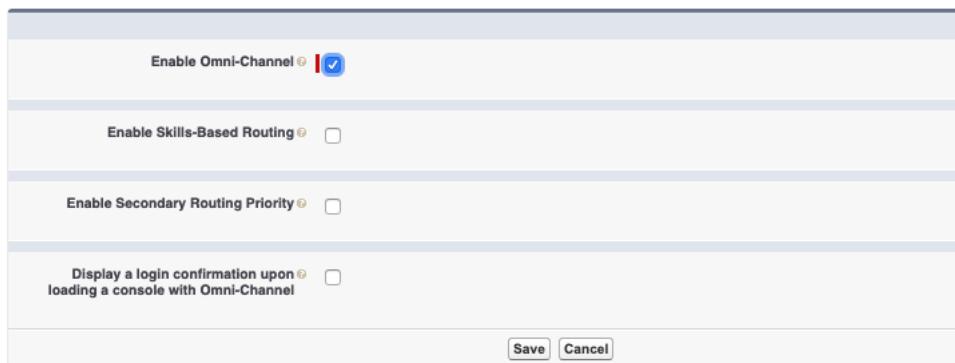
1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter omni and choose **Omni-Channel Settings** from the results

Setup Home Objec
omni
Feature Settings Service Omni-Channel
Omni-Channel Settings

3. Select the checkbox for Enable Omni-Channel and choose Save

Omni-Channel Settings

Omni-Channel routes work items to your support agents. It sets agent capacity for accepting work and agent availability.



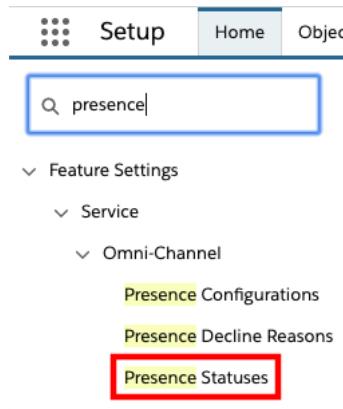
4. Omni-Channel is now enabled.

Configure Presence Statuses

Once you have enabled Omni-Channel, you will need to configure presence statuses to reflect the different presence states that you wish your Omni-Channel agents to enter. These do not need to match agent statuses in Amazon Connect exactly, but it does make it easier to track what you are doing.

Add a Presence Status

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, enter presence and choose **Presence Statuses** from the results



3. In the Presence Statuses page, choose New
4. Provide a status name, for example Lunch
5. Set the Status options appropriately, for example, Busy

6. For Online statuses, you will need to provide a channel. Please reference the [Omni-Channel documentation](#) for details

7. Choose Save

Presence Statuses

Let agents indicate when they're online and available to receive work items from a specific service channel, or whether they're away or offline.

The screenshot shows a configuration interface for a presence status. At the top, there are 'Save' and 'Cancel' buttons. Below that is a section titled 'Basic Information' containing fields for 'Status Name' (set to 'Lunch') and 'Developer Name' (also set to 'Lunch'). Underneath is a section titled '▼ Status Options' with a note about online vs busy status. It includes radio buttons for 'Online' and 'Busy', with 'Busy' being selected. At the bottom are additional 'Save' and 'Cancel' buttons.

8. Repeat as necessary for all desired statuses

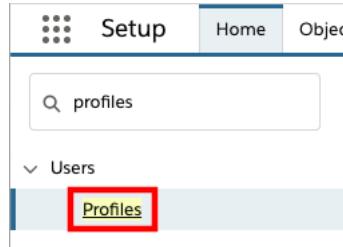
Configure Profiles to Use the New Statuses

Before agents can use the statuses that have been configured, you will need to make sure that they have been provided rights to them. This is done by modifying the profiles assigned to your agents.

Modify Profiles to Use New Statuses

1. Log in into your Salesforce org and go to **Setup**

2. In the **Quick Find** field, enter profiles and choose **Profiles** from the results



3. Select the profile assigned to your users

4. Hover over the Enabled Service Presence Status link and choose Edit

SETUP

Profiles

Profile
System Administrator

Help for this Page ?

Users with this profile have the permissions and page layouts listed below. Administrators can change a user's profile by editing that user's personal information.

If your organization uses Record Types, use the Edit links in the Record Type Settings section below to make one or more record types available to users with this profile.

Login IP Ranges (0) | Enabled Apex Class Access (0) | Enabled Visualforce Page Access (21) | Enabled External ID Field Access (0) | Enabled Object Access (0) | Enabled Credential Access (0) | Enabled Custom Metadata Type Access (0) | Enabled Custom Setting Definitions Access (0) | Enabled Flow Access (0) | **Enabled Service Presence Status Access (0)** | Enabled Custom Permissions (0)

Enabled Service Presence Status Access Edit Enabled Service Presence Status Access Help ?

No Service Presence Status enabled

5. Select the available status from the left, then choose the Add button to add it to the Enabled Service Presence Statuses field

Enable Service Presence Status Access

Save Cancel

Available Service Presence Statuses Enabled Service Presence Statuses

--None-- Lunch

Add Remove

6. Select Save
7. Repeat as necessary for other statuses or profiles.

Add Omni-Channel to the Utility Bar

To provide agents access to the Omni-Channel tool, you will need to add it to the Service Console.

Add the Omni-Channel Utility Item

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** box, type **App Manager**, then choose **App Manager** from the result list.

Setup Home Objects

App Manager

Apps

App Manager

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

3. Expand the drop-down menu associated to Service Console and select **Edit**.

12	Salesforce Chatter	Chatter	The Salesforce Chatter social network, including profiles and feeds	1/21/2020, 8:46 PM	Classic	▼
13	Service	Service	Manage customer service with accounts, contacts, cases, and more	1/21/2020, 8:46 PM	Classic	▼
14	Service Console	LightningService	(Lightning Experience) Lets support agents work with multiple re...	1/21/2020, 8:46 PM	Lightning	▼
15	Site.com	Sites	Build pixel-perfect, data-rich websites using the drag-and-drop Sit...	1/21/2020, 8:46 PM	Classic	Edit

4. Once the **Lightning App Builder** opens, select **Utility Items** from the left Navigation

Lightning App Builder App Settings

APP SETTINGS

App Details & Branding

App Options

Utility Items

Navigation Items

Navigation Rules

5. Choose Add Utility Item, then select Omni-Channel

Add Utility Item

Search...

Chatter Feed

Chatter Publisher

Einstein Analytics Dashboard

Einstein Next Best Action

Flow

History

List View

Macros

Notes

Omni-Channel

Open CTI Softphone

6. Adjust the order of the utility items as desired and select Save.

7. Return to the Service Console and refresh your browser.
8. You should now see the Omni-Channel utility item.

 Amazon Connect  Omni-Channel  History

Appendix B - Configuring Salesforce as Your Identity Provider

Amazon Connect supports Security Assertion Markup Language (SAML 2.0) to enable single sign on(SSO). Salesforce can act as a single sign on identity provider to service providers, allowing end users to easily and securely access many web and mobile applications with one login. By establishing the SSO integration between Amazon Connect and Salesforce, you will be able to seamlessly login to Salesforce and the same credentials will be used to auto-login to Amazon Connect.

Configuration

Prerequisites

To complete the SSO integration between Salesforce and Amazon Connect, you need:

1. An Amazon Connect Instance configured for SAML authentication
2. Appropriate AWS permissions to create Identity and Access Management (IAM) roles and policies
3. Administrator permissions for your Salesforce Org
4. Amazon Connect CTI Adapter AppExchange package installed and configured

Configuring Salesforce as an Identity Provider

First, we need to enable Salesforce to act as an identity provider (IdP). An IdP performs end user authentication and provides the credentials to the requesting service provider. In this case, Salesforce server as the IdP and Amazon Connect the service provider, while being embedded in Salesforce.

Setup Identity Provider & Download Metadata

1. Log in into your Salesforce org and go to **Setup**.
2. In the **Quick Find** field, type **Identity Provider**, then select **Identity Provider** from the result list

3. Identity Provider may be enabled by default. If not, choose **Enable Identity Provider**, then select the appropriate certificate and select Save.

Identity Provider

Enable Salesforce.com as an identity provider so you can use single sign-on with other web sites, and define the appropriate service providers whose applications support single sign-on. You can switch to different service providers without having to log in again. [Learn more...](#)

Identity Provider Setup

Enable Identity Provider

Click Enable Identity Provider to enable your Salesforce.com organization as an identity provider.

Service Providers

Service Providers are now created via Connected Apps. [Click here.](#)

Name	Created Date
No Service Providers	

4. Choose **Download Metadata** and save the file to your computer.

Identity Provider

Help for this Page [?](#)

Enable Salesforce.com as an identity provider so you can use single sign-on with other web sites, and define the appropriate service providers whose applications support single sign-on. You can switch to different service providers without having to log in again. [Learn more...](#)

Quick Tips

- Certificates and Keys
- About Single Sign-On
- My Domain

Identity Provider Setup

[Edit](#) [Disable](#) [Download Certificate](#) **Download Metadata**

▼ Details

Issuer <https://ctiadapterdemo-dev-ed.my.salesforce.com>

▼ Currently chosen certificate details

Label	Unique Name
SelfSignedCert_17Feb2020_221125	SelfSignedCert_17Feb2020_221125
Created Date	Expiration Date
2/17/2020, 2:11 PM	2/17/2021, 4:00 AM
Key Size	
2048	

▼ SAML Metadata Discovery Endpoints

Salesforce Identity <https://ctiadapterdemo-dev-ed.my.salesforce.com/.well-known/samlidp.xml>

Configure the Identity Provider, Policy, and Role in the AWS Console

Next, you need to configure the identity provider (Salesforce) in the AWS console and provide access to Amazon Connect via IAM policies and roles. This allows AWS to acknowledge Salesforce as the identity provider and to provide users authenticated through Salesforce with the access required to login to Amazon Connect.

Configure the Identity Provider

1. Login to the [AWS console](#)
2. Open the [AWS identity and Access Management \(IAM\) Console](#)
3. Select **Identity providers

Identity and Access Management (IAM)

Dashboard

▼ Access management

- Groups
- Users
- Roles
- Policies
- Identity providers**

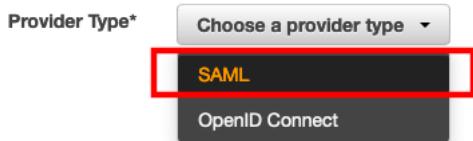
Account settings

4. Choose Create Provider

5. On the Configure Provider screen, select **SAML** as the Provider Type

Configure Provider

Choose a provider type.



6. Set the Provider Name to **SalesforceConnect**

7. Import the metadata file you downloaded previously by selecting Choose File and navigating to the downloaded metadata file.

8. Select Next Step

9. Choose Create

10. The Identity provider has been created

Create the IAM Role and Policy

1. Login to the [AWS console](#)

2. Open the [AWS identity and Access Management \(IAM\) Console](#)

3. Select **Roles**, then choose **Create role**

4. Choose **SAML 2.0 federation**

- In the SAML provider dropdown, select the provider you just created, which should be named **SalesforceConnect**
- Select the radio button for **Allow programmatic and AWS Management Console access**. The Attribute and Value fields should auto-populate

Create role

1 2 3 4

Select type of trusted entity



Allows users that are federated with SAML 2.0 to assume this role to perform actions in your account. [Learn more](#)

Choose a SAML 2.0 provider

If you're creating a role for API access, choose an Attribute and then type a Value to include in the role. This restricts access to users with the specified attributes.

SAML provider

SalesforceConnect

[Create new provider](#) [Refresh](#)

Allow programmatic access only
 Allow programmatic and AWS Management Console access

Attribute

SAML:aud

Value*

https://signin.aws.amazon.com/saml

Condition
[+ Add condition \(optional\)](#)

7. Select Next: Permissions

- On the Attach permissions policies page, select **Create policy**. This will open a new browser tab.
- Choose the **JSON** tab to switch to the JSON editor
- Replace the existing JSON with the following:

```
{
  "Version": "2012-10-17",
  "Statement": [
    {
      "Sid": "Statement1",
      "Effect": "Allow",
      "Action": "connect:GetFederationToken",
      "Resource": [
        "***YOUR ARN***/user/${aws:userid}"
      ]
    }
  ]
}
```

```
        ]  
    }
```

11. Replace **YOUR ARN** with the ARN of your Amazon Connect instance. To find your Amazon Connect instance ARN:
12. Open a new tab in your browser and navigate to [Amazon Connect Console](#)
13. Click on the name (alias) of your Amazon Connect instance
14. Copy the Instance ARN and paste it to your computer's notepad (you will use it in a few places)
15. Choose **Review policy**
16. Set the Name to **SalesforceConnectPolicy**
17. Select **Create Policy**
18. Once the Policy has been created, close the tab, go back to the original (Role) tab in your browser and select the **Refresh** button (do not refresh the browser)
19. In the search field, enter **SalesforceConnectPolicy** and select the box to attach the policy.

Create role

1 2 3 4

▼ Attach permissions policies

Choose one or more policies to attach to your new role.

The screenshot shows the 'Create role' interface. At the top, there are four numbered circles (1, 2, 3, 4). Below them, a section titled 'Attach permissions policies' is shown with a 'Create policy' button. A 'Filter policies' dropdown is set to 'SalesforceConnectPolicy'. A search bar also contains 'SalesforceConnectPolicy'. A table below shows one result: a row for 'SalesforceConnectPolicy' with a checked checkbox and the status 'None' under 'Used as'.

Policy name	Used as
SalesforceConnectPolicy	None

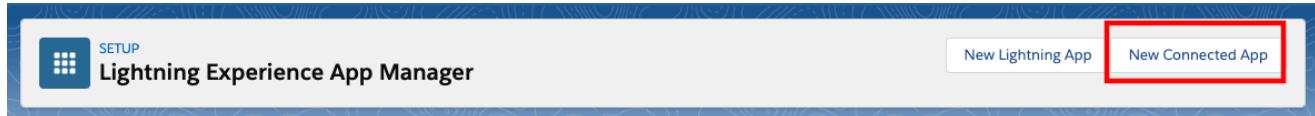
20. Choose **Next: Tags** and set tags if desired, then choose **Next: Review**
21. Name the Role **SalesforceConnectRole** and provide a description if you like
22. Select Create role

Complete the Base Salesforce Configuration

Next, you need to configure a Connect App in Salesforce and provide further configuration to complete the SAML integration.

Create the Connected App in Salesforce

1. Log in into your Salesforce org and go to **Setup**
2. In the **Quick Find** field, type **App Manager**, then select **App Manager** from the result list
3. Select New Connected App



4. Provide a name for the Connected App, such as **AmazonConnectSAML**, then press tab and the API Name should auto-populate
5. Provide an email contact address

New Connected App

Save | Cancel

Basic Information

Connected App Name	AmazonConnectSAML
API Name	AmazonConnectSAML
Contact Email	douglas+ctiadapterdemo@amazon.ci
Contact Phone	
Logo Image URL	<input type="text"/> <small>Upload logo image or Choose one of our sample logos</small>
Icon URL	<input type="text"/> <small>Choose one of our sample logos</small>
Info URL	
Description	

6. In the Web App Settings section, choose **Enable SAML**
7. Leave Start URL empty
8. Set Entity Id to the same name that you gave the Identity Provider in the IAM console, which should be **SalesforceConnect**
9. Set ACS URL as **<https://signin.aws.amazon.com/saml>**
10. Set Subject Type as **Persistent ID**

Web App Settings

Start URL	<input type="text"/>
Enable SAML	<input checked="" type="checkbox"/>
Entity Id	<input type="text"/> SalesforceConnect
ACS URL	<input type="text"/> https://signin.aws.amazon.com/saml
Enable Single Logout	<input type="checkbox"/>
Subject Type	<input type="button" value="Persistent ID"/>
Name ID Format	<input type="text"/> urn:oasis:names:tc:SAML:1.1:nameid-format:unspecified
Issuer	<input type="text"/> https://ctiadapterdemo-dev-ed.my.salesforce.com
IdP Certificate	<input type="button" value="Default IdP Certificate"/>
Verify Request Signatures	<input type="checkbox"/>
Encrypt SAML Response	<input type="checkbox"/>

11. Choose **Save**. The screen should refresh and the new Connected App should be displayed
12. Scroll down to the **Custom Attributes** section and select **New**
13. Set Key as **https://aws.amazon.com/SAML/Attributes/RoleSessionName**
14. Set Value as **\$User.Email**
15. Select **Save**

Create Custom Attribute

Key	<input type="text"/> https://aws.amazon.com
Value	<input type="button" value="Insert Field"/> <input type="button" value="Insert Operator"/> <input type="text"/> \$User.Email
<input type="button" value="Save"/> <input type="button" value="Cancel"/>	

16. Select New again to configure another custom attribute
17. Set Key as **https://aws.amazon.com/SAML/Attributes/Role**
18. The Value is going to be a combination of the Identity Provider and IAM Role ARNs.
 - a. In a new tab, open the [AWS identity and Access Management \(IAM\) Console](#)
 - b. On the left navigation, select **Identity providers**
 - c. Select the Identity provider you created earlier, which should be named **SalesforceConnect**
 - d. Copy the **Provider ARN** to your computer's notepad

- e. Return to the IAM console and select **Roles**
- f. Select the Role you created earlier, which should be **SalesforceConnectRole**
- g. Copy the **Role ARN** to your computer's notepad
- h. Format the combined value as follows: 'Identity Provider ARN' & ',' & 'Role ARN'
- i. Paste the formatted value into the Custom Attribute Value

19. Select **Save**

Create Custom Attribute

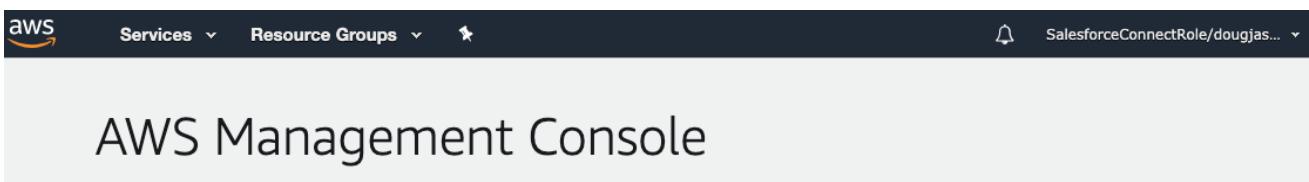
Key: https://aws.amazon.com

Value:

```
'arn:aws:iam::YOURACCOUNT:saml-provider/SalesforceConnect' & ',' &
'arn:aws:iam::YOURACCOUNT:role/SalesforceConnectRole'
```

Save Cancel

- 20. At the top of the Connected App description, select **Manage**
- 21. Scroll down to the **SAML login Information** section
- 22. Copy the **IdP-Initiated Login URL** to your computer's notepad
- 23. Scroll down to find the Profiles section, then select **Manage Profiles**
- 24. Select a profile from the list, for example System Administrator for testing purposes
- 25. Choose **Save**
- 26. Open a new tab in your browser and navigate to IdP-Initiated Login URL that you copied in an earlier step
- 27. The browser will redirect to AWS Console and log you in automatically as a federated user **Note:** you may be able to see AWS services, but you should have no configuration rights.



28. The Federated Login consists of the Role name and your Salesforce email address.
29. Initial validation is complete

Complete the Amazon Connect Configuration

The last step in the SAML setup is to add users to Amazon Connect that exist in your Salesforce org, then validate login. It is critical that the usernames for both platforms match exactly.

Add Users to Amazon Connect

1. In a new browser tab, login to the [AWS console](#)
2. Open the [Amazon Connect Console](#)
3. Select the name (alias) of your Amazon Connect instance
4. Choose **Login as administrator**

Overview

Instance ARN	arn:aws:connect:us-west-2: [REDACTED]nstance:[REDACTED]
Directory	ctiadapterdemo
Service-linked role	AWS Service Role for Amazon Connect [REDACTED] Learn more
Login URL	https://ctiadapterdemo.awsapps.com/connect/login
Login as administrator	

5. Within the Amazon Connect administration portal, select **Users** then choose **User Management**
6. Leave **Create and setup a new user** selected and choose **Next**
7. Complete the First and Last name fields as appropriate
8. Set the login name to match the **Email Address** of your Salesforce user
9. Set the **Routing Profile**. In this example, the default Basic Routing Profile is shown
10. Set the **Security Profile**. In this example, *Admin* is shown

Add new user

1 Select source 2 Add user details 3 Verify user details

First name Jason	Last name Douglas	Login name jctladapterdemo@amazon.com
Routing Profile: Basic Routing Profile		Security Profiles: Admin
Phone Type: Soft phone		<input type="checkbox"/> Auto-Accept Call
After call work (ACW) timeout: 0		

11. Select **Save**

12. Select **Create Users**

13. Repeat this process as required for your staff

Final Configuration for the Lightning Experience

Now that all of the underlying pieces are in place, the last steps are to create the Amazon Connect Single Sign On URL and validate that it works correctly, then configure the Lightning CTI adapter and login the agent.

Create the Amazon Connect SSO URL

You create the Amazon Connect SSO URL by combining the IdP-Initiated Login URL that you copied earlier, and a relay state URL that will redirect the authenticated user to your Amazon Connect instance.

The 'RelayState' will be in the following format:

`https://console.aws.amazon.com/connect/federate/{InstanceId}?destinat`

Please note that "console.aws.amazon.com" refers to US-East-1 region (N. Virginia). If your Amazon Connect instance is in a different region, please use the region Console URL. For example:

`https://us-west-2.console.aws.amazon.com/connect/federate/{InstanceId}`

- To begin, format the relay state URL by replacing **InstanceId** with your Instance Id. To find your Amazon Connect Instance Id:
 - Open a new tab in your browser and navigate to the [Amazon Connect Console](#)

- b. Click on the name (alias) of your Amazon Connect
- c. From the Instance ARN, copy the portion after the '/'. This is the Instance Id

Overview

Instance ARN: arn:aws:connect:us-east-1:XXXXXXXXXX:instance/10c669ee-21dc-44d3-a22f-XXXXXXXXXX

Directory: XXXXXXXXXX

Login URL: <https://XXXXXXXXXX.awsapps.com/connect/login>

[Login as administrator](#)

- 2. Concatenate the 'IdP-Initiated Login URL' and the 'RelayState', by combining the two with "&RelayState=" in between, for example:

<https://mXXXXXXXXXXrun-dev-ed.my.salesforce.com/idp/login?app=0sp0N000000>

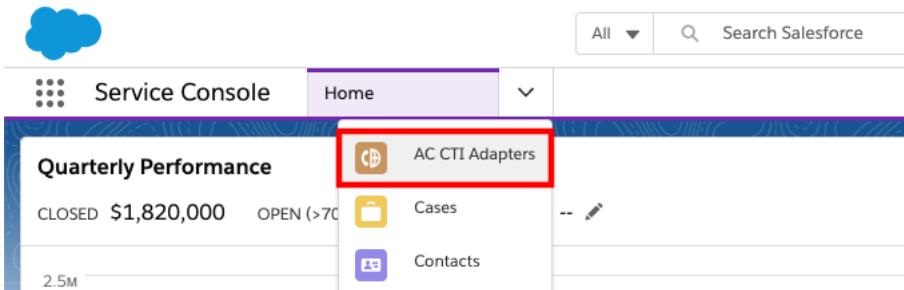
- 3. This is the Final SSO URL, needed for the Amazon Connect Lightning CTI Adapter Configuration.
- 4. To validate this URL:
 - a. Open a new tab in the same browser that you are logged into Salesforce
 - b. Paste the fully concatenated URL into the new browser and press enter
 - c. You should automatically login and be redirected to the Amazon Connect Contact Control Panel.

- 5. Once you validate the full URL, you are ready to add it to the Lightning Adapter

Configure the CTI Lightning Adapter in Salesforce For SSO

Now we are ready to complete the last step in the configuration process: Adding the SSO settings for Salesforce to the Lightning Adapter. This will configure the adapter to authenticate via SSO and redirect to the Amazon Connect Contact Control Panel once authentication completes.

1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**

4. Scroll down to the Single SignOn (SSO) section and choose the pencil icon of either field to edit

▼ Single SignOn (SSO)

SSO Url

SSO Relay State

5. For the SSO Url, copy the first part of the SSO URL that you created previously, up to the first question mark (do not copy the question mark), for example:

`https://mXXXXXrun-dev-ed.my.salesforce.com/idp/login?app=0sp0N0000`

6. Paste this portion of the URL into the **SSO Url** field

▼ Single SignOn (SSO)

SSO Url

`https://sample-dev-ed.my.salesforce.com/idp/login`

7. For the SSO Relay State, copy everything AFTER the question mark (do not copy the question mark), for example:

`https://mXXXXXrun-dev-ed.my.salesforce.com/idp/login?app=0sp0N0000`

8. Paste this portion of the URL into the **SSO Relay State** field

▼ Single SignOn (SSO)

SSO Url

`https://sample-dev-ed.my.salesforce.com/idp/login`

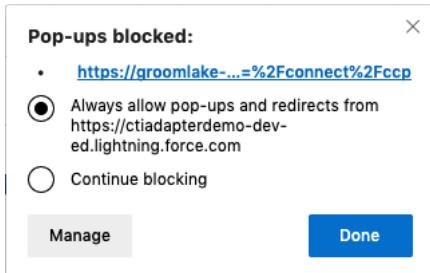
SSO Relay State

`app=0sp6g000000XZyd&RelayState=https://us-west-2.console.aws.amazon.com/connect/federate/YOUR-INSTANCE-ID?destination=%2Fconnect%2Fccp|`

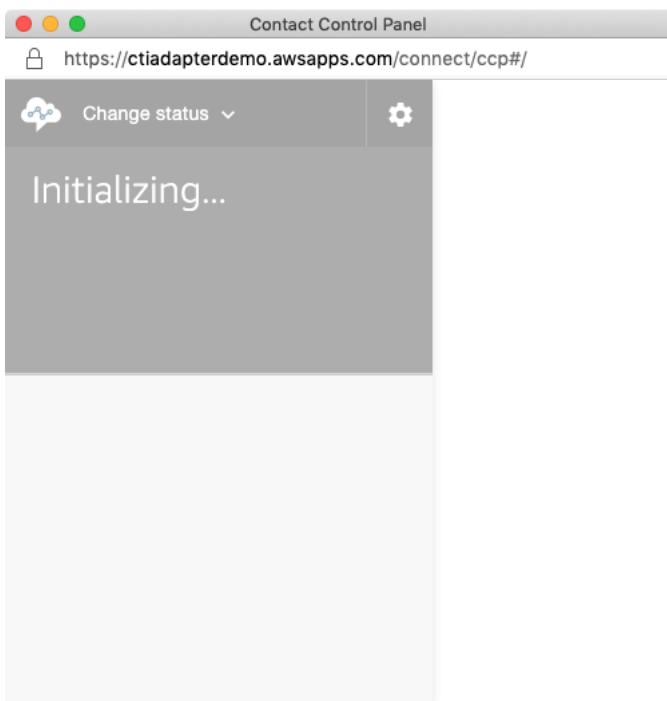
9. Choose Save

10. Refresh your browser to make the changes take effect

a. **NOTE:** If you receive a blocked popup warning, select the warning and change the setting to always allow popups from your Salesforce org, then refresh the browser again

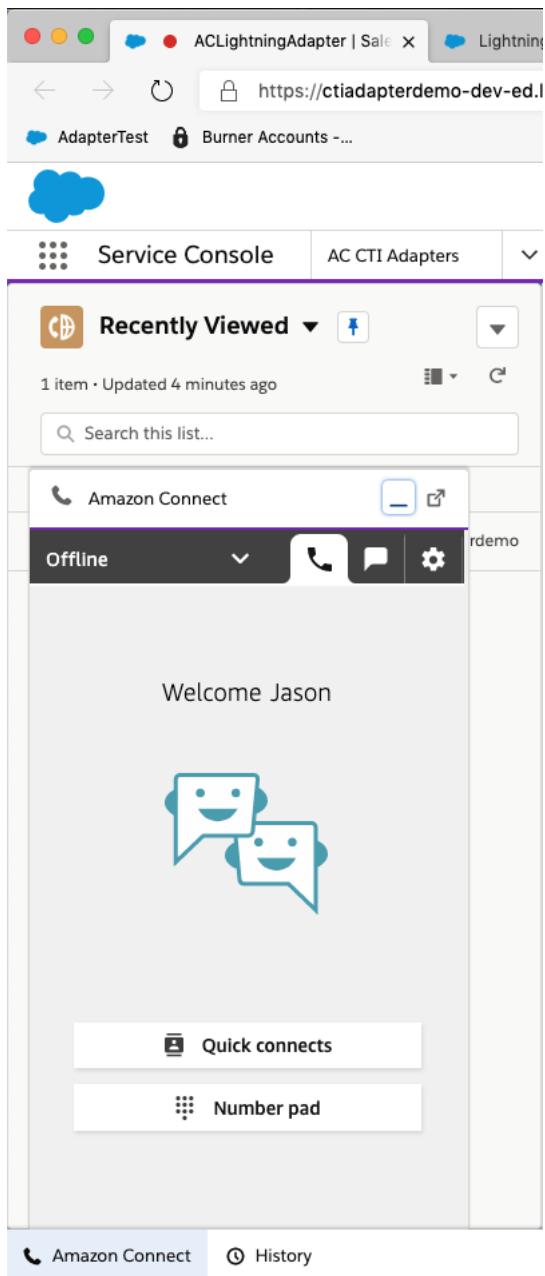


11. After a few seconds, a new window should pop up for a moment. This window is performing the authentication and setting your session cookie. Once it does this, it will close automatically.



12. Once the authentication window closes, select the **phone icon** in the console toolbar to open the CCP Note: You may also receive popups to allow notifications and microphone access. Please accept both.

13. You should now see the authenticated and logged in CCP



14. Configuration is complete

Appendix C - CTI Flow Sources and Events

The following sources are defined in the adapter for use with CTI Flows:

- Initialization
 - `onInit` -- The CTI adapter has initialized.
- Amazon Connect Agent

- onRefresh -- The Connect agent's data was updated.
 - onStateChange -- The Connect agent's state changed.
 - onRoutable -- The Connect agent became available for contacts.
 - onNotRoutable -- The Connect agent became unavailable for contacts.
 - onOffline -- The Connect agent's state was set to "Offline".
 - onError -- The Connect agent encountered a system error.
 - onAfterCallWork -- The Connect agent entered "After Call Work".
 - onInit -- The Connect agent has logged in.
- Amazon Connect Voice Contact
 - onIncoming -- The voice contact is incoming. Note: This event fires for queued callback contact only.
 - onConnecting -- The voice contact is connecting. Note. This event fires for inbound and outbound contacts except queued callback contacts.
 - onConnected -- The voice contact is connected.
 - onEnded -- The voice contact is ended or destroyed.
 - onRefresh -- The voice contact is updated.
 - onAccepted -- A voice contact is accepted.
 - onPending -- The voice contact is pending.
 - onMissed -- The voice contact is / was missed.
 - Amazon Connect Chat Contact
 - onConnecting -- The chat contact is connecting.
 - onConnected -- The chat contact is connected.
 - onEnded -- The chat contact ended.
 - onRefresh -- The chat contact is updated.
 - onAccepted -- The chat contact is accepted.
 - onPending -- The voice contact is pending.
 - onMessageReceived -- A message was received from the customer

- onMessageSent -- A message was sent to the customer
- onMissed -- The chat contact was missed.
- Amazon Connect Task Contact
 - onIncoming -- The tasks contact is incoming.
 - onConnecting -- The taks contact is connecting.
 - onConnected -- The task contact is connected.
 - onEnded -- The task contact ended.
 - onRefresh -- The task contact is updated.
 - onAccepted -- The task contact is accepted.
 - onPending -- The voice contact is pending.
 - onMissed -- The task contact was missed.
 - onTransferInitiated -- When the server has initiated the task transfer.
 - onTransferSucceeded -- When the task transfer has succeeded.
 - onTransferFailed -- When the task transfer has failed.
 - onTaskExpiring -- Triggers 2 hours before the task expires.
 - onTaskExpired -- When the task has expired.
- Salesforce Agent
 - onStateChange -- The Salesforce agent's state changed.
 - onWorkAccepted -- The Salesforce agent accepted work.
 - onWorkloadChanged -- The Salesforce agent's workload changed.
- Salesforce UI
 - onClickToDial -- A phone number, within the Salesforce UI, was clicked.
 - onNavigationChange
 - onHvsWorkStart

Appendix D - CTI Flow Examples

This appendix includes samples scripts that provide different functionality depending on the event source.

CTI Flow Examples

Voice Contact Screenpop (Legacy Adapter Support)

Source: Amazon Connect Voice Contact

Event: onConnecting

[Download](#)

Chat Contact Screenpop

Source: Amazon Connect Chat Contact

Event: onConnecting

[Download](#)

Click-to-Dial

Source: Amazon Connect Chat Contact

Event: onClickToDial

[Download](#)

Screen Pop on Customer Phone Number

Source: Amazon Connect Voice Contact

Event: onConnecting

[Download](#)

Screen Pop a Case on Contact Attribute Data (if it exists) or Pop a New Case (if it does not)

Source: Amazon Connect Voice Contact

Event: onConnecting

[Download](#)

Create a Task (Call Activity) and Pop That Task

Source: Amazon Connect Voice Contact

Event: onConnecting

[Download](#)

Screenpop on Customer Email Address (in contact attribute data)

Source: Amazon Connect Chat Contact

Event: onConnecting

[Download](#)

Create a Task (Call Activity) and Pop That Task

Source: Amazon Connect Chat Contact

Event: onConnecting

[Download](#)

Default CTI Flows

The following zip file includes default flows, which are automatically added and activated on new installations of the package. However, if you are upgrading from an earlier version you may need to replace your legacy script with the new flow.

[Download](#)

Appendix E - Integration with Salesforce High Velocity Sales

The Amazon Connect CTI adapter supports communication with Salesforce High Velocity Sales (HVS) workloads and provides click to dial functionality to HVS work queue items. The CTI Adapter syncs the call outcomes to the sales cadence to move it to the next best step.

High Velocity Sales

What is High Velocity Sales?

Salesforce HVS (HVS) is a process for your inside sales team to follow a repeatable pre-defined sales cadence for your business. It enables sales managers and representatives to work on a prioritized list of prospects and follow best sequence of sales outreach activities as defined by your sales process.

Enabling the Integration with High Velocity Sales

In order to make HVS works for your connect users, you must enable High Velocity Sales in your Salesforce Org.

Enable High Velocity Sales

1. From Setup, enter High Velocity Sales in the Quick Find box, then select High Velocity Sales.
2. Toggle "Enable High Velocity Sales Features" from disable to enable state

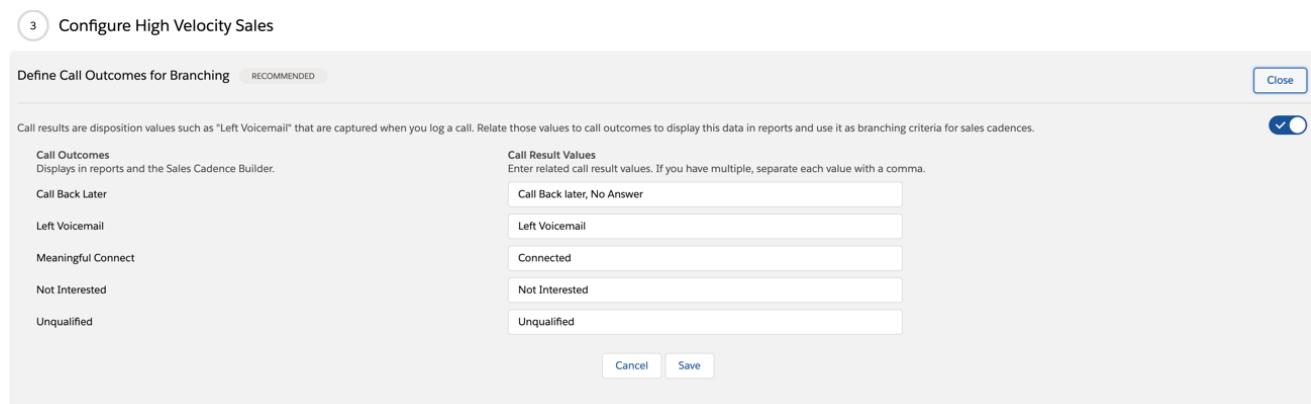


Call Outcomes for Branching

In this step, you can define call disposition values which can be used to branch sales cadence to define next best action for your sales process.

Define Call Outcomes for Branching

1. From Setup, enter High Velocity Sales in the Quick Find box, then select High Velocity Sales.
2. Edit the Define Call Outcomes for Branching.
3. Enter the call result values used by your org next to related call outcomes.



Call Outcome	Call Result Values
Call Back Later	Call Back later, No Answer
Left Voicemail	Left Voicemail
Meaningful Connect	Connected
Not Interested	Not Interested
Unqualified	Unqualified

Assign HVS permission sets to Connect Users

For creating Sales Cadence, you need to have **High Velocity Sales Cadence Creator** permission set otherwise assign the **High Velocity Sales User** permission set to sales users.

Assign the permission set

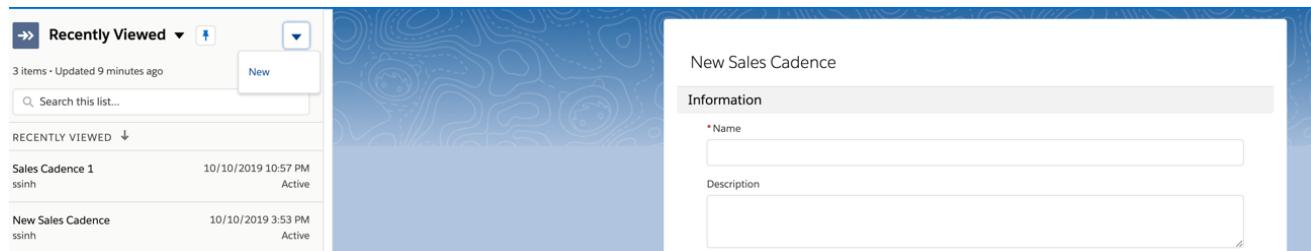
1. From Setup, enter permission Sets in Quick Find box, and then select Permission Sets.
2. Select permission set, then click Manage Assignments to assign the permission set to users.

Create Sales Cadence

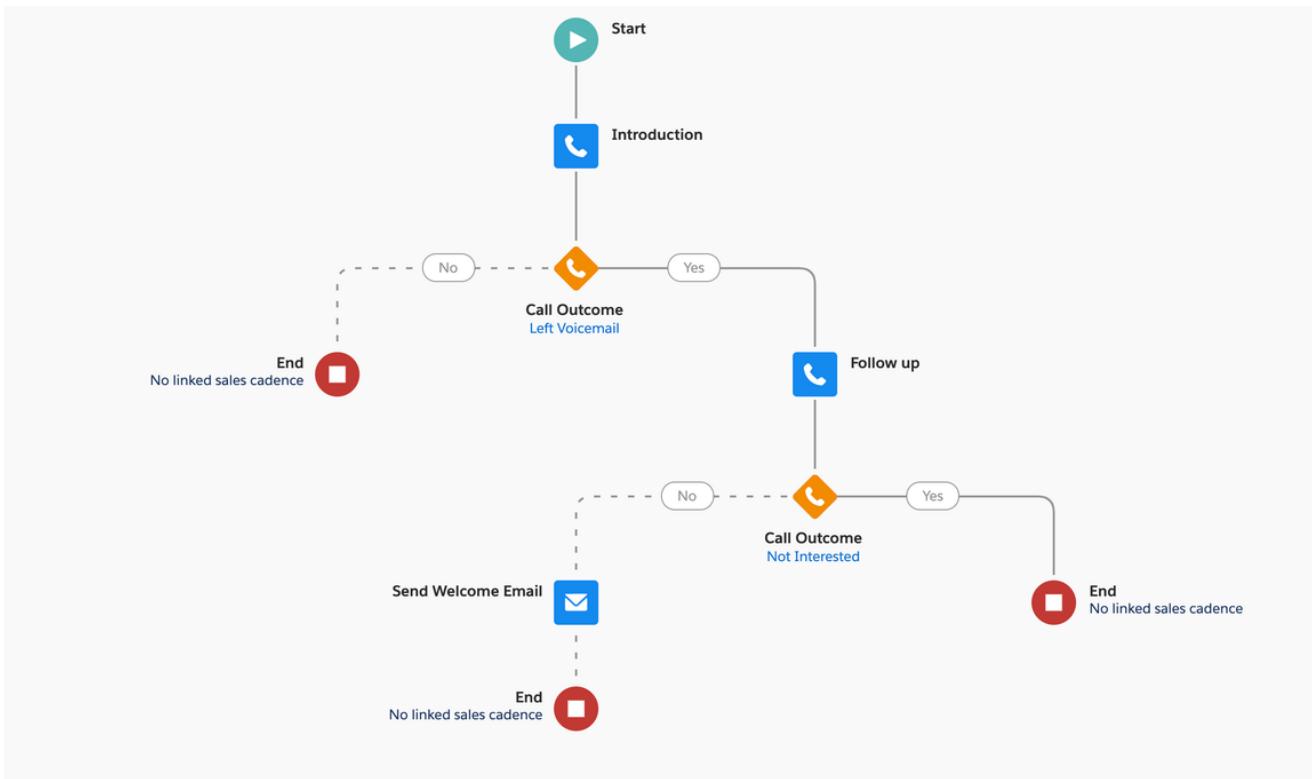
In HVS application, you will need to create a Sales Cadence based on Sales process

Create a Sales Cadence

1. Choose **Sales Cadence** from navigation menu.
2. Click the down arrow button then click **New**
3. Enter name and description. Click **Save** button which opens **Sales Cadence** builder screen.



4. Click + sign in the builder to add a step. Choose a type of step you want to add for your sales cadence. Once you finish adding steps, click the **Activate** button. Once a sales cadence is active, you can add leads, contact, and personal accounts to Sales Cadence.



Assigning Prospects

You can assign a prospect to a Sales Cadence either on a prospect detail page or through an automated flow. In this example, using prospect detail page to assign a sales cadence.

The screenshot shows the Prospect Detail page for 'Jo Jim'. The top navigation bar includes 'New', 'Contacted', 'Nurturing', 'Unqualified', and 'Converted' status indicators. The status is set to 'New'. On the left, there are buttons for '+ Follow', 'Convert', 'Edit', and a dropdown menu. Below these are fields for 'Title' (empty), 'Company' (Test), and 'Phone' ((212) 121-2111). The 'Email' field is also present but empty. A section titled 'Sales Cadence Steps' indicates that Jo Jim is not currently in a sales cadence. A prominent blue button labeled 'Add to Sales Cadence' is available. The main activity feed shows a summary of recent actions: 'Log a Call', 'New Task', and 'New Event'. A text input field 'Recap your call...' has a placeholder 'Recap your call...'. A toggle switch 'Email insights only' is set to 'Disabled'. Filter options include 'Within 2 months', 'All activities', 'All types', and buttons for 'Refresh', 'Expand All', and 'View All'. A note states 'No next steps. To get things moving, add a task or set up a meeting.' A message indicates 'This list is filtered.' and a 'Show All Activities' button.

Click **Add to Sales Cadence** button to add this prospect to a Sales Cadence.

Create and Map Dispositions

In this step you need to add a disposition field on Activity object and map disposition options to what is defined in HVS call outcomes. In this example, I am going to create a picklist field and add it to default task page layout to track disposition value for each call.

Create and map disposition fields

1. Go to the Setup screen then click **Object Manager**
2. Click **Activity Object**
3. In Fields and Relationships section select **New**
4. Select a picklist field and choose **Next**
5. Enter require information and add HVS call outcomes as picklist options.
6. Select all default options and add this filed on Task page layout. (If there is already a field called **Call Result** on Task Page layout then remove it from the page layout.)
7. Choose **Save**

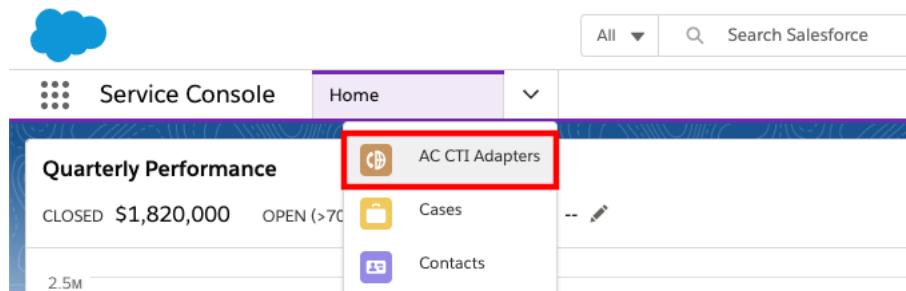
Custom Field Definition Detail					
Edit Set Field-Level Security Where is this used?					
Field Information					
Field Label	Call Result				
Field Name	Call_Result				
API Name	Call_Result_c				
Description					
Help Text					
Data Owner					
Field Usage					
Data Sensitivity Level					
Compliance Categorization					
Created By	Sunil Sinha, 10/10/2019 11:04 PM				
Modified By	Sunil Sinha, 10/10/2019 11:04 PM				
Object Name	Activity				
Data Type	Picklist				
General Options					
Required	<input type="checkbox"/>				
Default Value	<input type="button" value="New"/>				
Picklist Options					
Restrict picklist to the values defined in the value set	<input checked="" type="checkbox"/>				
Controlling Field	[New]				
Field Dependencies					
New					
No dependencies defined.					
Values					
New Reorder Replace Printable View Chart Colors					
Action	Values	API Name	Default	Chart Colors	Modified By
Edit Del Deactivate	Completed	Completed	<input type="checkbox"/>	Assigned dynamically	Sunil Sinha, 10/10/2019 11:04 PM
Edit Del Deactivate	Connected	Connected	<input type="checkbox"/>	Assigned dynamically	Sunil Sinha, 10/10/2019 11:04 PM
Edit Del Deactivate	Left Voicemail	Left Voicemail	<input type="checkbox"/>	Assigned dynamically	Sunil Sinha, 10/10/2019 11:04 PM
Edit Del Deactivate	Not Interested	Not Interested	<input type="checkbox"/>	Assigned dynamically	Sunil Sinha, 10/10/2019 11:04 PM
Edit Del Deactivate	Unqualified	Unqualified	<input type="checkbox"/>	Assigned dynamically	Sunil Sinha, 10/10/2019 11:04 PM

Setup CTI Flows for High Volume Sales

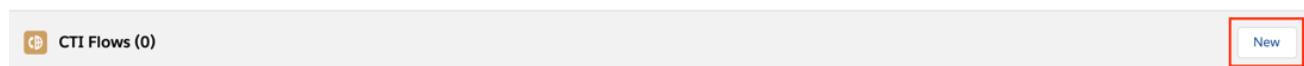
Next you will need to create a new set of CTI Flows for High Volume Sales.

Configuring the CTI Flow

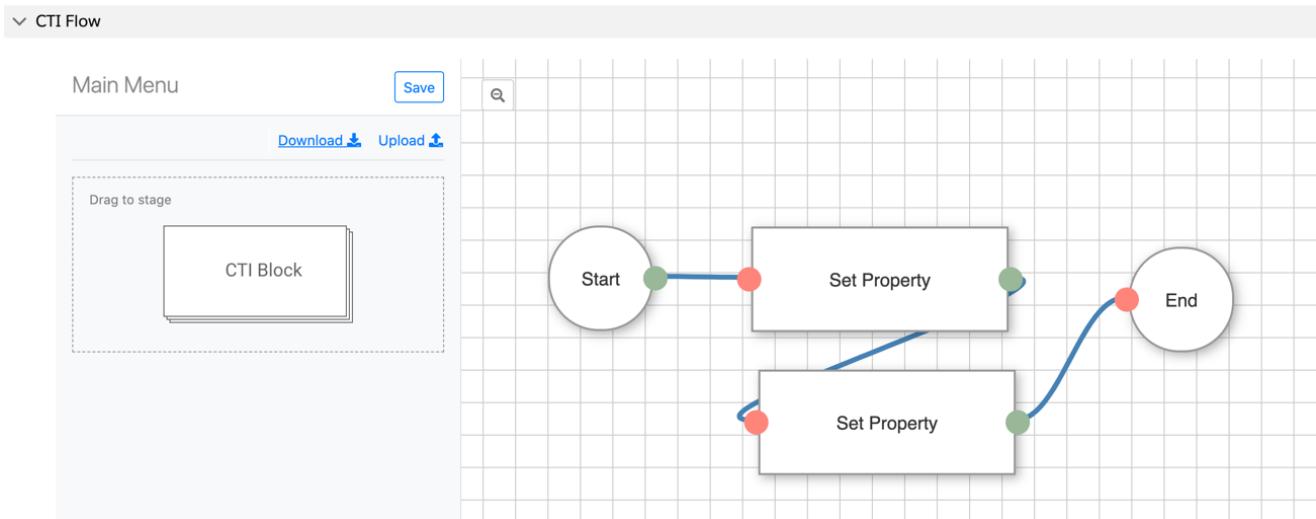
1. Log in into your Salesforce org and go to the **Service Console**
2. Expand the **navigation menu** by selecting the down arrow and choose **AC CTI Adapters**.



3. Select **ACLightningAdapter**
4. Scroll down to the **Scripts** section
5. Select New to create a new CTI Flow

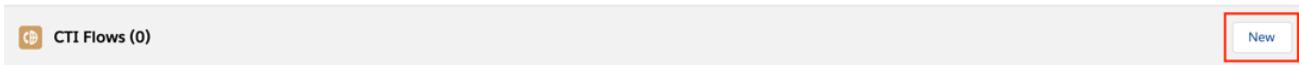


6. In the **CTI Flow Name** field, enter **Voice onHvsWorkStart**
7. Make sure the checkbox for **Active** is selected
8. For the **Source**, select **Salesforce UI**
9. For the **Event**, select **onHvsWorkStart**
10. Provide a **Description**
11. Click **Save**.
12. Scroll down and click on the link **Voice onHvsWorkStart**.
13. Download this file: [this code](#).
14. Click **Upload** and find the file you just downloaded. You should now see this:**



15. Click **Save**

16. Go back to the CTI Adapter page and select **New** in CTI Flows section to create another CTI Flow.



17. In the **CTI Flow Name** field, enter **HVS Voice onConnecting**

18. Make sure the checkbox for **Active** is selected

19. For the **Source**, select **Amazon Connect Voice Contact**

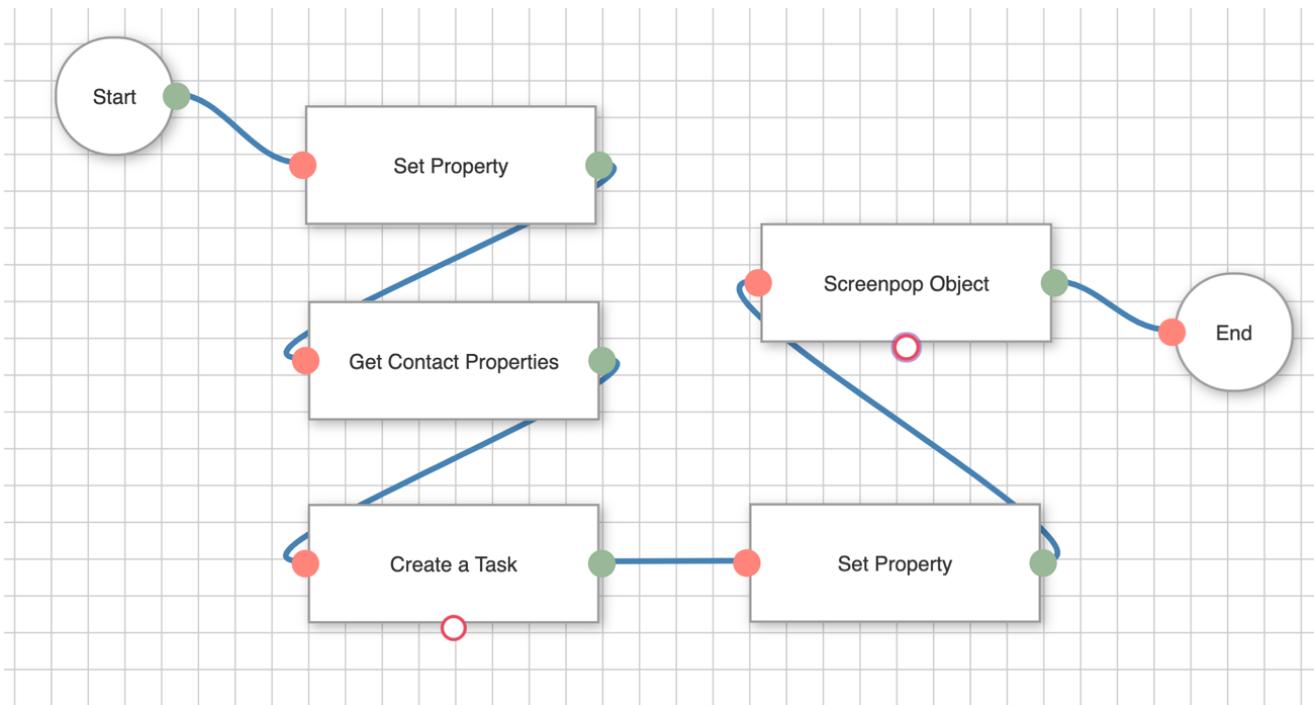
20. For the **Event**, select **onConnecting**

21. Provide a **Description**

22. Scroll down and click on the link **HVS Voice onConnecting**.

23. Download this file: [this code](#) .

24. Click **Upload** and find the file you just downloaded. You should now see this:



25. Click **Save**

26. Once you've created the flows refresh your browser and the new scripts will take effect.

Per the recipe you created above, a Task (Call Activity) object will be created and screen popped as each call is ringing to the agent. After each call, Amazon Connect puts the agents into the *After Call Work State*. As part of the CTI adapter, it pops up a task record where you can capture standard task related information. The task screen also requires an agent to enter the call outcomes.

Upon selecting the call outcome on task page, click save to persist data in Salesforce. After completing this action, when user change his state from *After Call Work State* to *Available state*, the CTI Adapter raises an event to sync the task's call result value with HVS Sales Cadence and generate the next outreach activities for associated prospect.

Appendix F - CTI Flow Blocks

If-else

Change the flow of your script depending on value of fields you fetch or store. This is a simple "if-else" utility for your flow.

HTTP Request

Make an HTTP request.

Get Property

Fetches a property from the local data store. You can access a property you have retrieved from the local store by referring to the return value of this block.

Get All Properties

Returns all stored properties.

Format Phone Number

Formats a phone number for a country code.

Format Phone Number (E164)

Formats a phone number for a country code in E164 format.

Format a Date object

Returns a formatted date.

Is Truthy?

This is a utility to branch your flow depending on the truthiness of a value.

Set Property

Assigns a value to a property in the local data store.

Log to Console

Sends a static or dynamic value from an action to a logger.

Show Modal

The command to open modal.

Enable Click To Dial?

The query to determine whether Click to Dial should be enabled.

Enable Click To Dial

The command to enable Click to Dial.

Disable Click To Dial

The command to disable Click to Dial.

Get App View Info

The command to get App View information.

Get Softphone Layout

The query to get softphone layout.

Get Agent Workload on Salesforce

Returns the agent's current workload.

Complete High Velocity Sales Work With Task Saved

This methods allow your CTI implementation to communicate with High Velocity Sales (HVS) to handle HVS work.

Refresh View

The command to refresh the view.

Show Softphone Panel

The command to show softphone panel.

Hide Softphone Panel

The command to hide softphone panel.

Set Softphone Panel Height

The command to set the height of softphone panel.

Set Softphone Panel Width

The command to set the width of softphone panel.

Screenpop Object

The command to open a screenpop with information from object.

Screenpop Url

The command to screenpop a url in a new browser tab or browser window.

Screenpop Object Home

The command to screenpop to an object's home page.

Screenpop List

The command to screenpop a list view.

Screenpop Search

The command to screenpop search results based upon the search input. Not to be confused with "Search And Screenpop."

Screenpop New Record

The command to screenpop to a new record of the specified type with specified default field values.

Search And Screenpop

This command searches objects specified in the softphone layout for a given string. Returns search results and screen pops any matching records. Not to be confused with "Screenpop Search."

Run Apex

The command to run an apex function.

Get Agent State from Salesforce

The command to get an agent's state.

Set Agent State on Salesforce

The command to set an agent's presence state on Salesforce.

Login Agent on Salesforce

The command to login an agent on Salesforce.

Logout Agent on Salesforce

The command to logout an agent on Salesforce.

Save (or Create) a Record

The command to save or create a Salesforce object.

Create a Task

The command to create a Task. (The Subject of the task will be a string made up of upto 3 field values.)

Is Contact "Do Not Call"?

The query to check if the Contact requested not to be called.

Dial Number

The command to dial a phone number or to conference to an endpoint.

Mute Agent

The command to mute the agent.

Unmute Agent

The command to unmute the agent.

Get Agent Status from Connect

The command to get the current presence status of the agent from Connect.

Set Agent Status on Connect

The command to set the current presence status of the agent on Connect.

Set Agent Status By Name on Connect

The command to set the current presence status of the agent on Connect by name of the state.

Set Agent as Available on Connect

The command to set the current state of the agent to "Available."

Get Quick Connection List

Gets the list of quick connects available to the current agent

Get Transfer Connection List

Gets the list of quick connects available to the current agent.

Get Endpoint by Phone Number

Generates and returns an endpoint for a provided phone number.

Get Available Agent States

Gets all of the available agent states including custom states.

Get Agent Name

Returns the agent's user friendly display name for the agent.

Get Agent Extension

Returns the phone number that is dialed by Amazon Connect to connect calls to the agent for incoming and outgoing calls, if softphone is not enabled.

Get Agent Deskphone Number

Returns the phone number that is dialed by Amazon Connect to connect calls to the agent for incoming and outgoing calls, if softphone is not enabled.

Is Agent Softphone Enabled?

Checks if agent softphone is enabled. Branches in different directions if it is or not.

Change Agent to Softphone

Changes the current agent to softphone mode.

Change Agent to Deskphone

Changes the current agent to desktop phone mode with the specified phone number.

Get Agent Configuration

Returns the phone number that is dialed by Amazon Connect to connect calls to the agent for incoming and outgoing calls, if softphone is not enabled.

Get Agent Dialable Countries

Returns the list of dialable countries for the current agent.

Create Task Contact

The command to create a task contact that is sent to the provided quick connect endpoint. The quick connect must be available to any queue the agent has access too.

Get Contact Attribute

The command to get value of an attribute from the contact in the current session.

Is Voice Contact?

The command to determine if the contact is a voice contact.

Is Chat Contact?

The command to determine if the contact is a chat contact.

Is Task Contact?

The command to determine if the contact is an amazon connect task contact.

Is Contact Inbound?

The command to determine if the contact is inbound.

Is Contact Transfer?

The command to determine if the contact is transferred.

Is Callback?

The command to determine if the contact is a queue callback.

Get Contact Properties

The command to get properties of a contact.

Get Customer Phone Number

The command to get customer phone number of a contact.

Get Contact Interaction Metadata

The command to get metadata about a contact interaction.

Pop Task Contact's Reference Urls

The command to pop any reference urls if the contact is a task. Returns the number of urls popped.

Query value

The query to execute an arbitrary SOQL statement and returns the results.

Open Salesforce Primary Tab

Opens a new primary tab to display the content of the specified URL.

Open Salesforce Sub Tab

Opens a new subtab (within a primary tab) that displays the content of a specified URL.

Get Focused Primary Tab Object Id

Returns the object ID of the primary tab on which the browser is focused.

Get Focused Subtab Object Id

Returns the object ID of the subtab on which the browser is focused.

Call jQuery Method

Perform a method call on a jQuery selection with your arguments.

Replace String

Perform a .replace() method on an input string.

Text Starts With Value

Checks whether a text input starts with one of the values.

Text Ends With Value

Checks whether a text input ends with one of the values.

Join Strings

Concatenates 2 values into a string.

SOQL Query

The query to execute an arbitrary SOQL statement and returns the results.

Multiply

Multiply two numbers.

Divide

Divide two numbers.

Get Tab Object Map

Returns a map of all visible primary tabs and their associated objects (if available).

Close Salesforce Tab

Closes the Salesforce with a given id.

Delay

Delays execution for a period of time. (Keep in mind that your flow may be stopped if it runs longer than the maximum allowed execution window of 10 seconds.)

Get Primary Tab Ids

Returns all of the IDs of open primary tabs.

Get Tabs With Matching Url

Returns the ids of the primary tabs with the url matching a provided string.

Length

Returns the length of a value.

Slice

Returns the slice of a value.

Cast a Value to a Type

Cast an input value to a Javascript type, such as Number or String.

Get CCP Logs

The command to get the logs of agent from Connect.

Clear All Properties

Clears all stored properties.

Unset Property

Removes the value assigned to a property in the local data store.

Show Attributes

This command displays the contact attributes in the CCP overlay.

Is Task Contact?

Check if the contact is a task

Create Task Contact

Creating a new task contact with certain inputs.

Pop Task Contact's ReferenceUrls

Pop any reference urls that are related to the task contact