

Phase 7 — Integration & External Access

Justification

- The business operates primarily with **internal processes** (Procurement, Production, Packaging, Sales, Customer Management).
- There are **no external systems** (ERP, e-commerce, or supplier APIs) currently in use that require Salesforce integration.
- Salesforce's **standard features** (custom objects, process automation, Apex, reporting) are sufficient to manage operations.
- Adding integrations would increase project complexity without adding value at this stage.

Future Scope

If the business later expands, the following integrations may be considered:

- **Supplier API Integration:** auto-import purchase orders.
- **E-commerce Portal Integration:** allow distributors/customers to place orders online.
- **Accounting/ERP Integration:** sync invoices and payments.

Conclusion

For the scope of this capstone project, **integration is not required**.

We have completed all necessary internal automation and customizations up to Phase 6.

Phase 7 remains as **future enhancement**.