Salesforce Project Implementation Phases with Concepts (Admin + Developer)

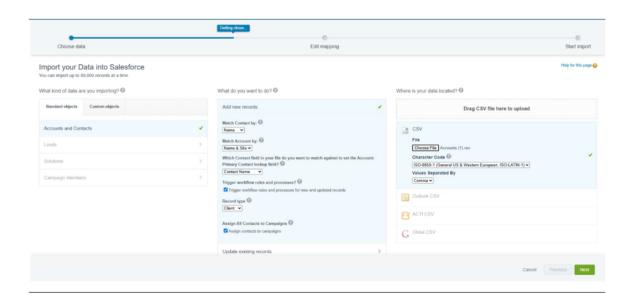
Problem Statement:

Healthcare organizations often face challenges in managing patient records, scheduling appointments, tracking billing, and maintaining communication between patients, doctors, and administrative staff. Since updates and interactions are scattered across calls, paper records, and separate systems, this leads to inefficiency, missed appointments, delayed billing, and lower patient satisfaction.

Proposed Solution: A tailored CRM solution, PulsePoint CRM, is designed to centralize patient data, streamline appointment scheduling, automate billing generation, and enable doctors and staff to have real-time access to patient information. This solution improves healthcare workflow efficiency, reduces manual errors, and enhances overall patient care.

Phase 8: Data Management & Deployment

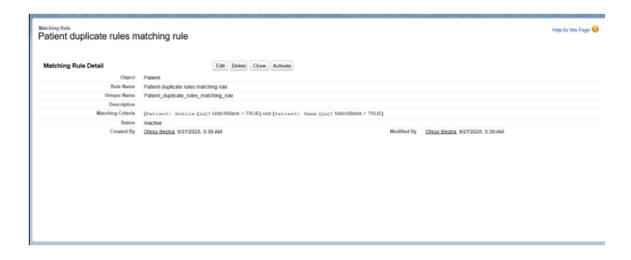
1. DATA IMPORT WIZARD:



2. BULK DATA LOAD JOBS:



3. **DUPLICATE RULES:**



4. PACKAGE MANAGER:

