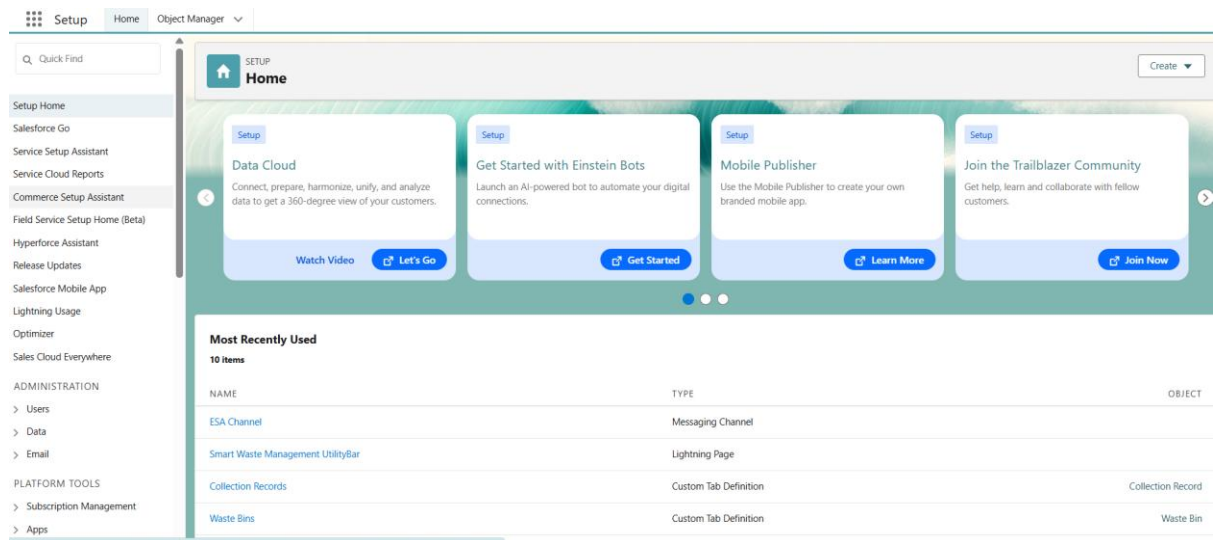


Smart Waste Management Tracker – Salesforce Project

Phase 10 – Final Presentation & Demo Day

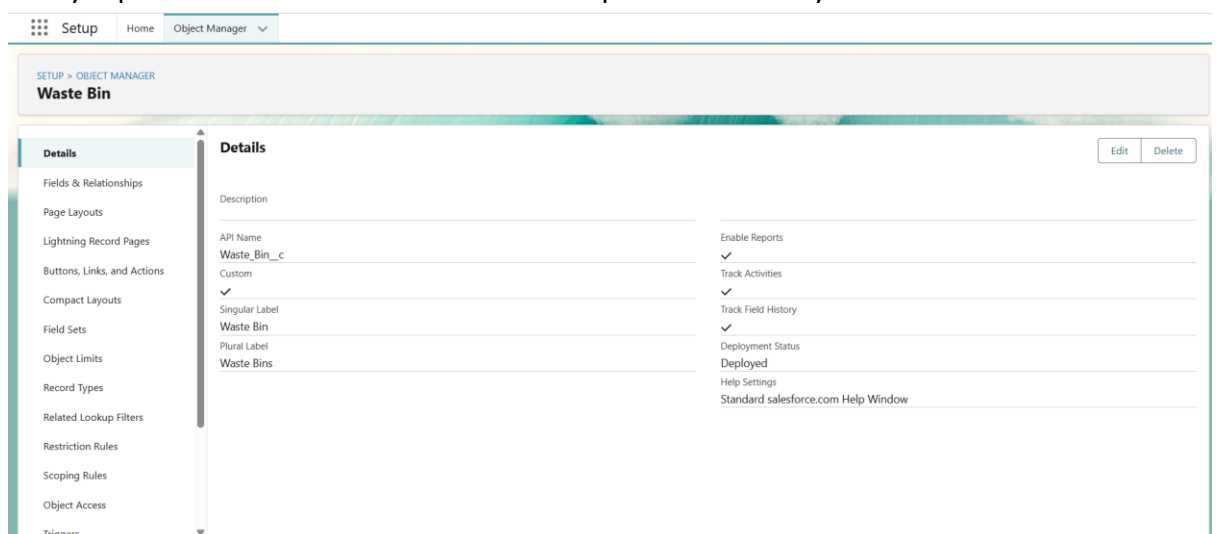
Goal

- Showcase the complete Salesforce implementation.
- Demonstrate functionality, automation, reports, dashboards, and data management.
- Collect feedback and prepare handoff documentation.



Step 1: Prepare Demo Data

- Add sample Leads, Accounts, Properties, Waste Bins, Collection Records, etc.
- Ensure all automation (Flows, Workflows, Apex Triggers) is working as expected.
- Verify reports and dashboards reflect the sample data correctly.



Collection Record

Details

Fields & Relationships

Page Layouts

Lightning Record Pages

Buttons, Links, and Actions

Compact Layouts

Field Sets

Object Limits

Record Types

Related Lookup Filters

Restriction Rules

Scoping Rules

Object Access

Triggers

Details

Description

API Name

Collection_Record__c

Custom

✓

Singular Label

Collection Record

Plural Label

Collection Records

Enable Reports

✓

Track Activities

✓

Track Field History

Deployment Status

Deployed

Help Settings

Standard salesforce.com Help Window

EditDelete

REPORT ▼

New Leads Report ✎

Leads

Fields >

Outline

Filters 4

Groups

GROUP ROWS

Add group...



Columns



Add column...



First Name



Last Name



Title



Company / Account



Email



Lead Source



Street



Rating



Lead Owner



Lead Status




Lead Owner Alias



Lead ID



REPORT ▼

New Leads Report 

Leads

Fields >

Outline

Filters 4

Filters



Add filter...



Show Me
My leads

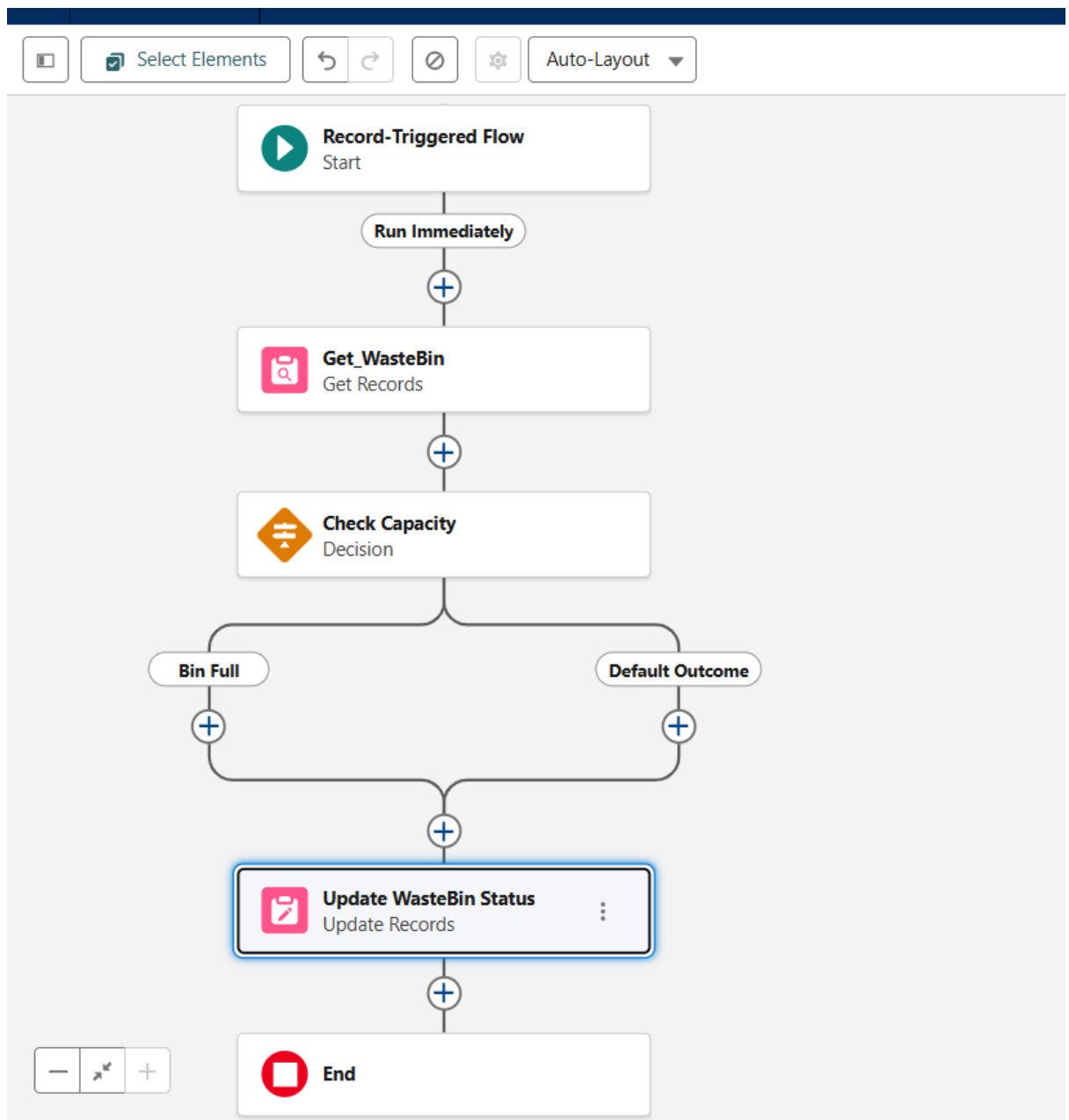
Create Date
On or after 17-Sept-2025

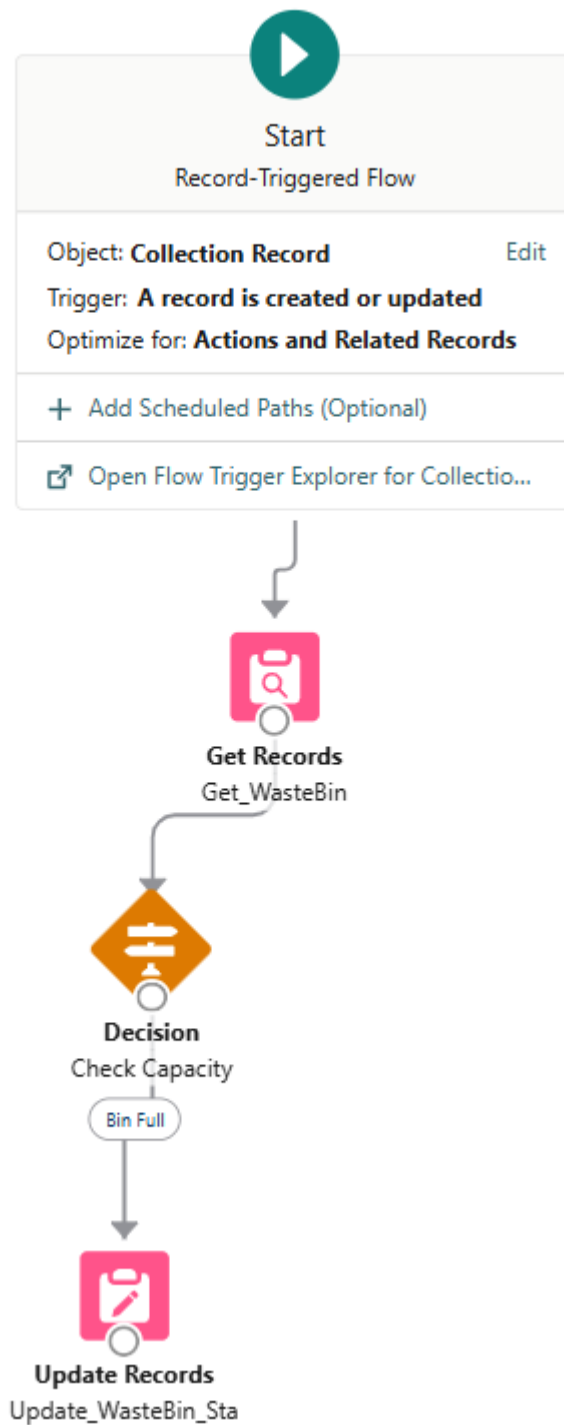
Create Date
equals ""



Lead Status
equals Open - Not Contacted,
Working - Contacted, Closed
- Converted, Closed - Not
Converted, ""







Data Import Wizard

[Help for this page](#)

Recent Import Jobs

Status	Object	Records Created	Records Updated	Records Failed	Start Date	Processing Time (ms)
--------	--------	-----------------	-----------------	----------------	------------	----------------------

[Bulk Api Monitoring](#)



Before you import
your data...

Clean up your data import file

You'll have fewer errors to resolve if your data file is clean and free of duplicates. [Watch video](#)

Make sure your field names match Salesforce field names

You'll be required to map your data fields to Salesforce data fields. Data in unmapped fields is not imported. [View a list of Salesforce data fields.](#)

Don't import too many records at once

Using the Data Import Wizard, import up to 50,000 records at a time. Importing too many records can slow down your org for all users, especially during periods of peak usage.

[Collapse](#)

Import your data in 3 easy steps!

Launch the Data Import Wizard to import your data.



Pre-step: Prepare your



Choose data to import



Edit field mapping



Review and start import

Q Named Credentials

Security

[Named Credentials](#)

Didn't find what you're looking for?
Try using Global Search.



Named Credentials

Named Credentials External Credentials External Auth Identity Providers

1 Items - Sorted by Label

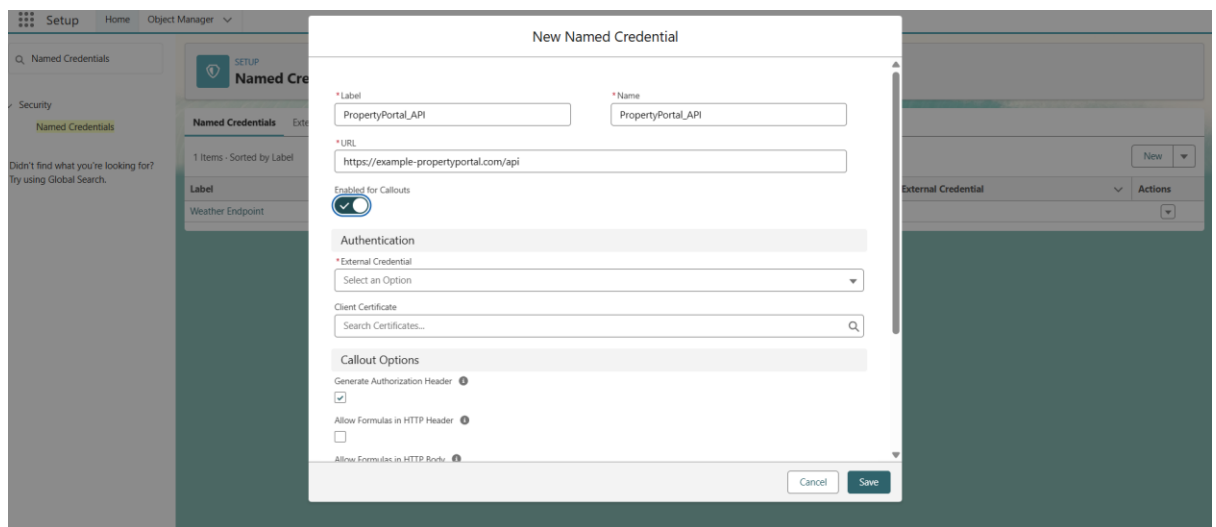
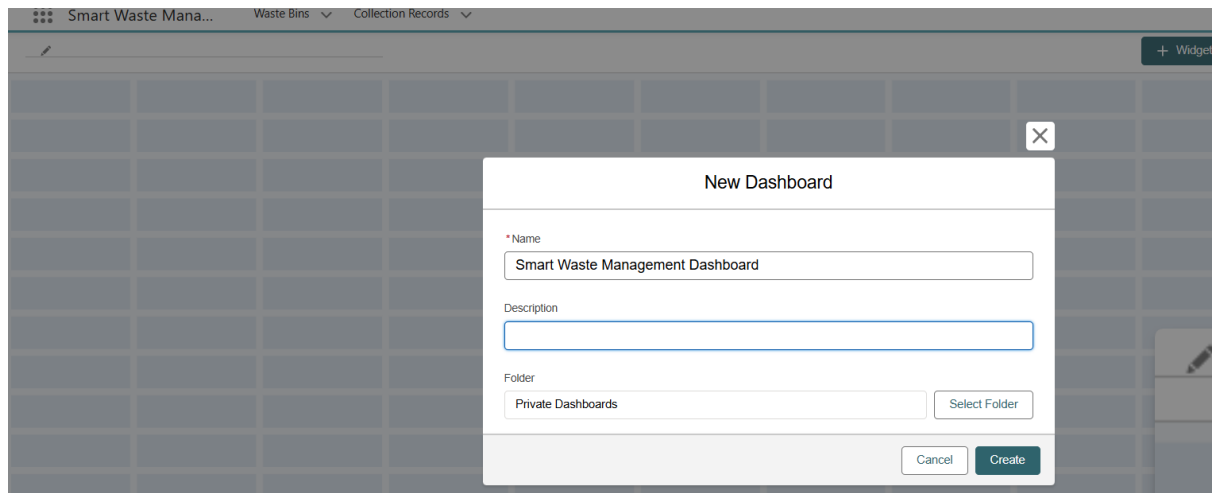
Label	Type	URL	External Credential
-------	------	-----	---------------------

Weather Endpoint	Legacy	https://api.brightsky.dev	
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Step 2: Test Key Features

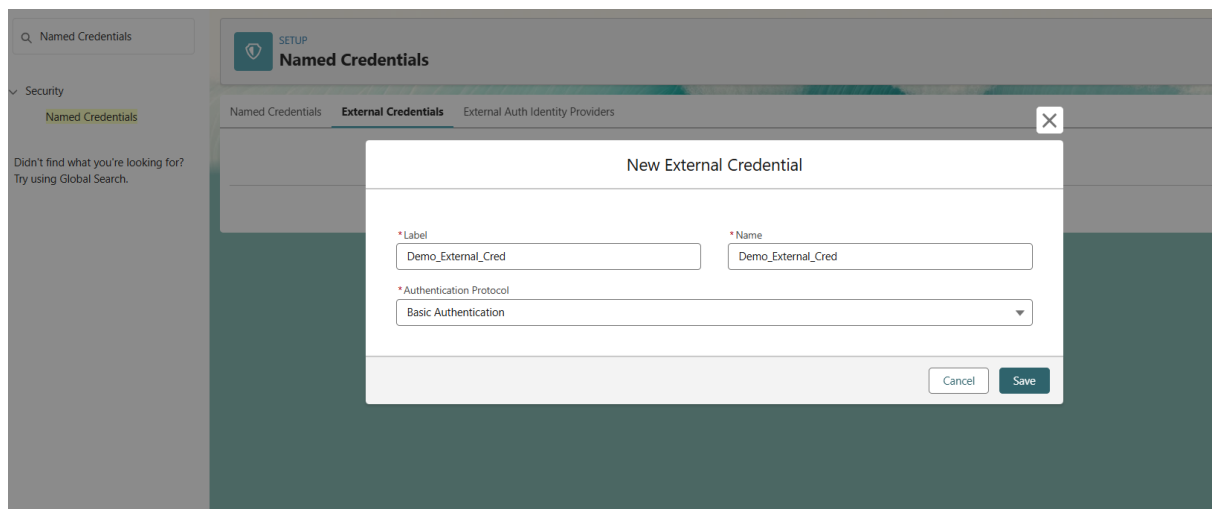
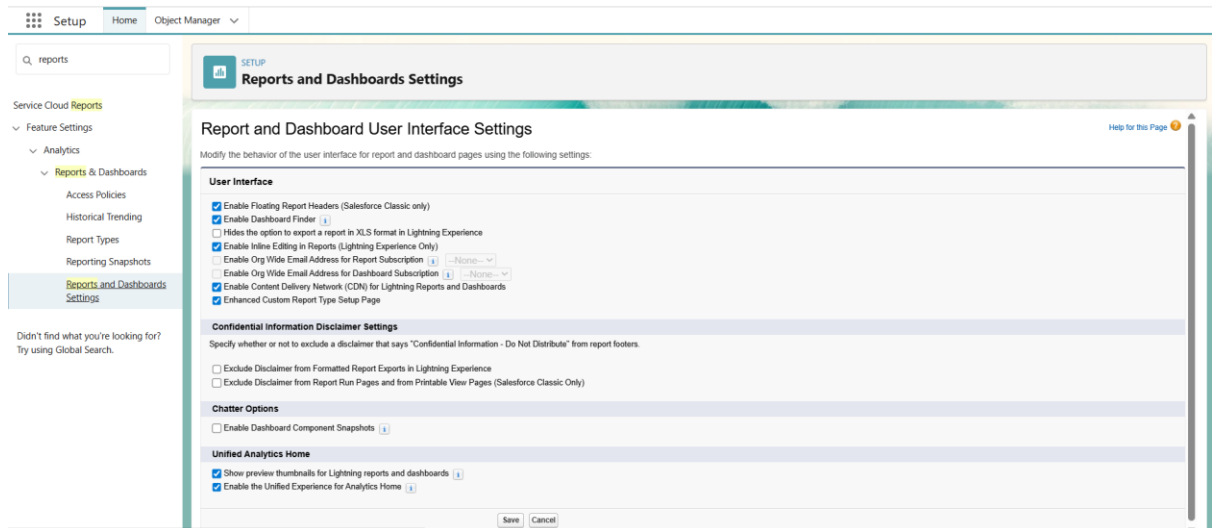
- Lead capture, assignment, and qualification (Property Portal scenario).
- Property management: record creation, visit scheduling, status updates.
- Waste Management Tracker: bin status updates, collection automation.
- Dashboards: Bar, Pie, Table, Funnel charts update dynamically.

- Reports: Run summary, matrix, and joined reports to verify correctness.



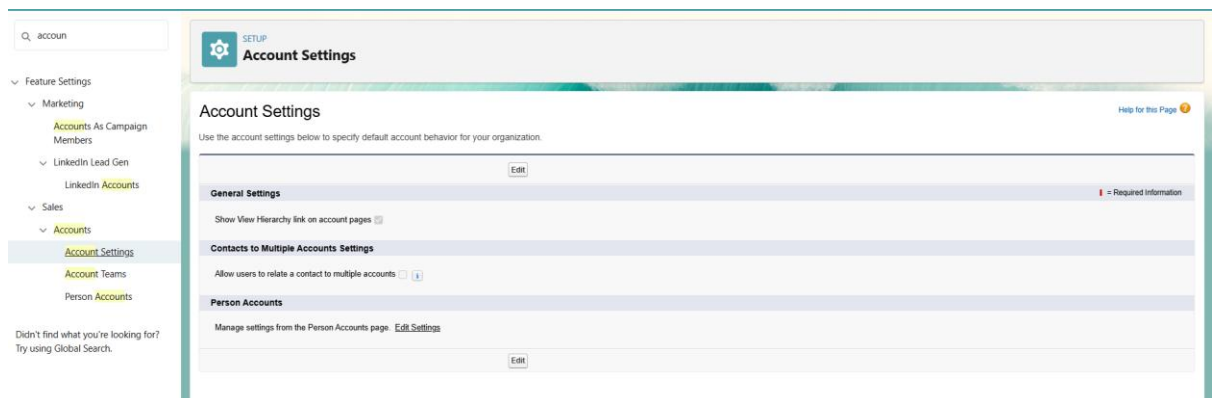
Step 3: Demo Walkthrough

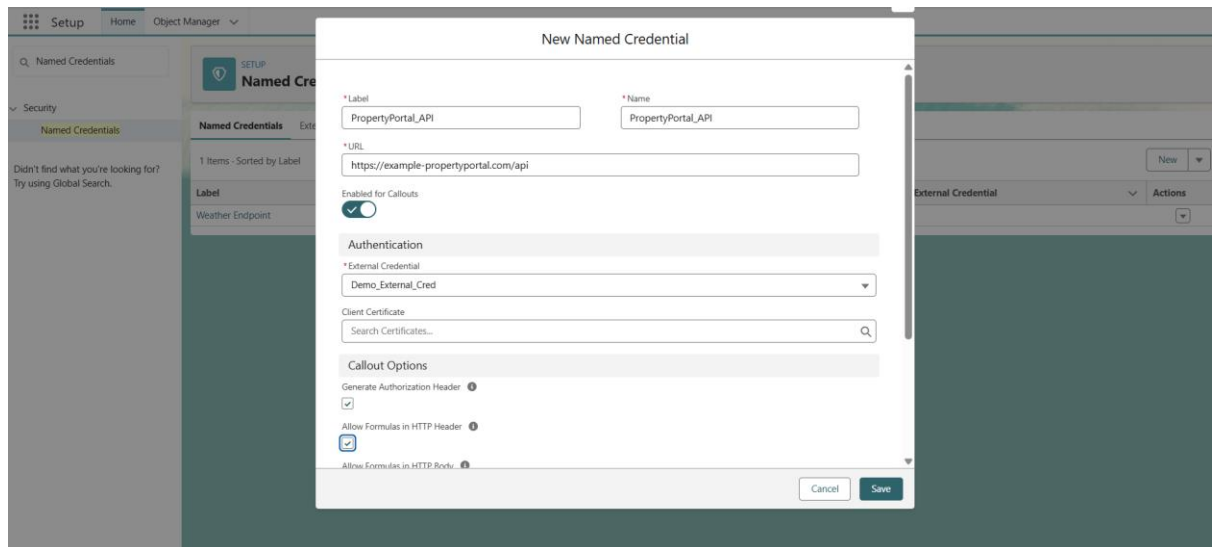
- Login as a sample user (Sales Agent / Property Manager / Collection Manager).
- Show navigation through objects, record creation, automation in action.
- Highlight dashboards and reports for quick decision-making.
- Explain role-based access and security settings.



Step 4: Feedback Collection

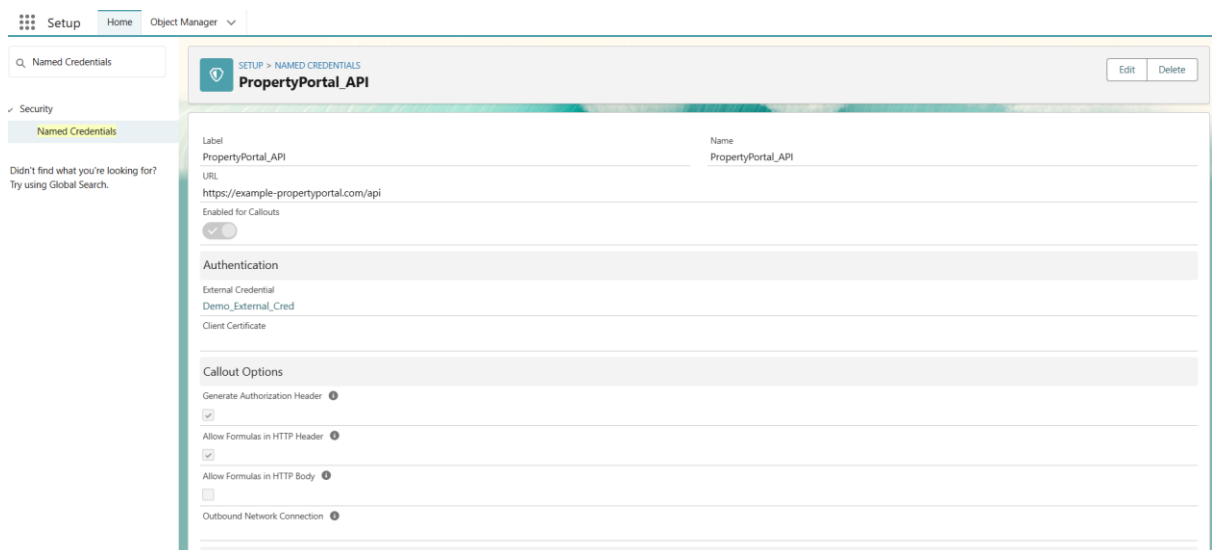
- Collect stakeholder or instructor feedback on functionality and UI.
- Note issues or suggestions for future improvements.





Step 5: Handoff Documentation

- Include:
 - Project summary and goals
 - List of objects, fields, relationships
 - Automation (Flows, Process Builders, Triggers)
 - Reports and Dashboards
 - Sample data snapshots
- Optional: link to Salesforce Sandbox / screenshots for portfolio.



Step 6: Portfolio / LinkedIn Showcase

- Summarize project achievements.
- Highlight Salesforce features implemented.
- Include screenshots or screen recordings.

LinkedIn Sales Navigator Setup

Choosing between the LinkedIn Sales Navigator native integration and the AppExchange package?
The LinkedIn Sales Navigator native integration in Salesforce offers different features than the AppExchange package.

Features	Native Integration	AppExchange Package
Lightning actions for InMails and connection requests	✓	✓
LinkedIn profile components on lead, contact, account, and opportunity pages	✓	✓
InMail and connection request steps in Sales Engagement cadences	✓	✗
Data validation (Not at Company flag)	✗	✓
Support for Salesforce Classic	✗	✓

[Tell Me More](#)

LinkedIn Sales Navigator Integration (New) | LinkedIn Sales Navigator AppExchange Package

Sales Navigator Integration

LinkedIn Sales Navigator for Salesforce elevates sales professionals' experiences by letting them view key LinkedIn insights on leads, contacts, accounts, and opportunities. Sales Navigator provides embedded LinkedIn profiles to help reps target the right buyers, and engage prospects and customers with personalized outreach. To use this feature, users must have a Sales Navigator Team or Enterprise license from

☐ Off

<https://citywastemanagement-dev-ed.develop.lightning.force.com/lightning/setup/LinkedInSalesNavigatorPage/home>

Setup | Home | Object Manager

External Services

[Add an External Service](#)

Total Registrations	Active Operations	Total Operations	Active Objects	Total Objects
0 used of 150	0 used of 1,250	0 used of 10,000	0 used of 1,250	0 used of 10,000

External Services

You don't have any External Services.

[Add an External Service](#)

Expected Outcome

- Stakeholders can see end-to-end workflow.
- Project features, reports, dashboards, and automation are validated.
- Documentation ready for handoff or portfolio showcase.