### Phase 10 : Project Finalization and Handoff

#### Demo Walkthrough

The demo for this project should showcase the full, end-to-end user experience, highlighting the automated processes and the value they bring. The walkthrough should include:

Lead-to-Order Process: Start by showing how a new lead is created and automatically assigned to the nearest dealer.

Inventory & Test Drive Management: Demonstrate the real-time stock validation using an [Apex Trigger](https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_triggers.htm" \o "null) to prevent overbooking. Show the process for a customer requesting a test drive and how a scheduled flow automatically sends a reminder email.

System Automation: Highlight the efficiency of the platform by showing the various automations in action, such as the Apex Trigger for vehicle stock validation and the Scheduled Flow for test drive reminders.

Operational Reporting: Conclude the demo by showcasing the real-time [dashboards and reports](https://help.salesforce.com/s/articleView?id=sf.reports_dashboards.htm&type=5" \o "null) explaining how these provide actionable business intelligence.

#### Feedback Collection

Based on the project's agile methodology, feedback was a continuous part of the development process. For the final phase, feedback collection should focus on project closure and documentation.

Structured Sessions: Conduct a final round of sessions with end-users and stakeholders to gather their final thoughts on the system's usability and effectiveness.

Documentation Review: Get feedback on the [user guides and technical documentation](https://www.google.com/search?q=https://developer.salesforce.com/docs/atlas.en-us.salesforce_app_doc.meta/salesforce_app_doc/salesforce_app_doc_intro.htm" \o "null) to ensure they are clear, accurate, and useful for future administrators.

Success Metrics: Use metrics from the project document, such as the high user adoption rate and the reduction in average case resolution time, to demonstrate the positive impact of the solution, which is a direct result of incorporating feedback.

#### Handoff Documentation

The WhatNext Vision Motors.docx file itself is a foundational piece of the handoff documentation. A complete handoff package should include:

Detailed System Architecture: A comprehensive guide to the custom objects (Vehicle, Test Drive, Service Request), their relationships, and the overall data model.

Automation Documentation: Clear explanations for every Flow, Apex Class, and trigger, detailing their purpose, when they run, and what they do.

User Guides: Step-by-step instructions for key tasks, such as managing a lead, creating an order, or handling a service request.

Security Model: An outline of the security measures, including the Role Hierarchy, Profiles & Permission Sets, and Field-Level Security used to control data access.

GDPR Compliance: A description of how the system ensures data privacy and compliance through features like consent forms and data deletion processes.