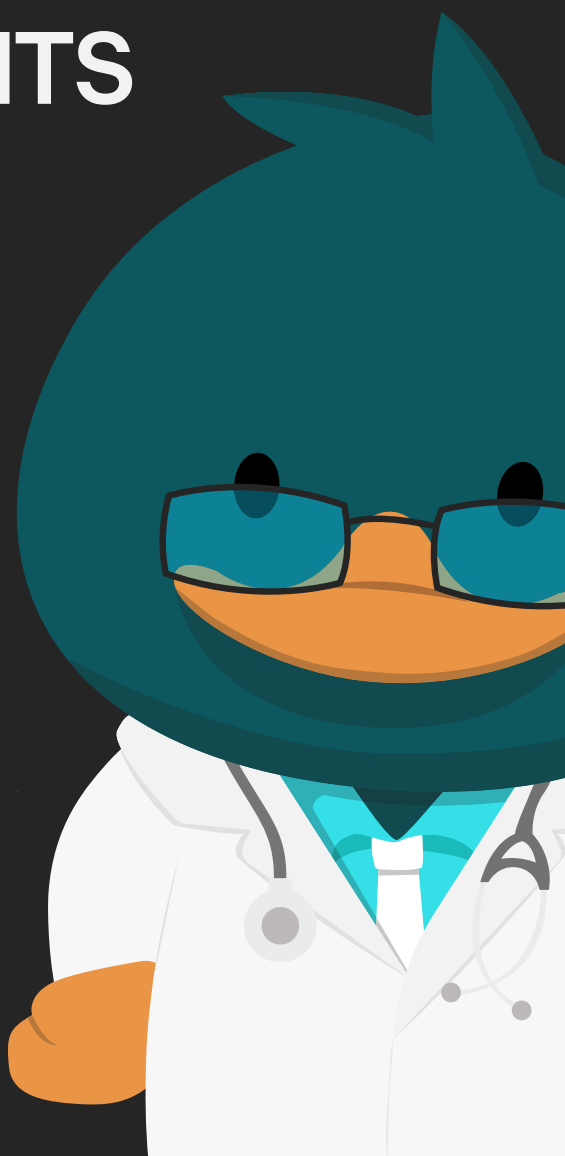
SALESFORCE ORG AT RISK?

2023 COMPREHENSIVE ASSESSMENT INSIGHTS



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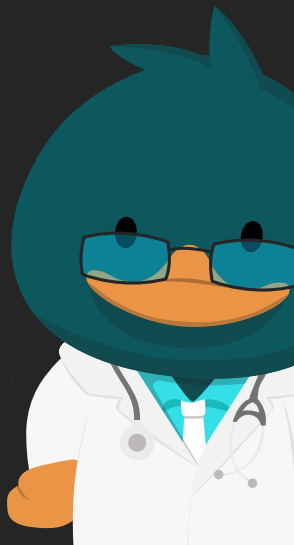
LEAVING THE KEYS IN THE DOOR

80% of orgs had an alarmingly high number of users with full System Administrator privileges.

IMPACT

- Security Risks
- Compliance Violations
- Unauthorized Changes
- Audit Trail Dilution
- Lower Accountability
- Data Integrity Threats
- Potential for Abuse
- Increased Support Costs
- Reduced User Trust

“Everybody wants to rule the org.”
Tears for Fears (sorta)



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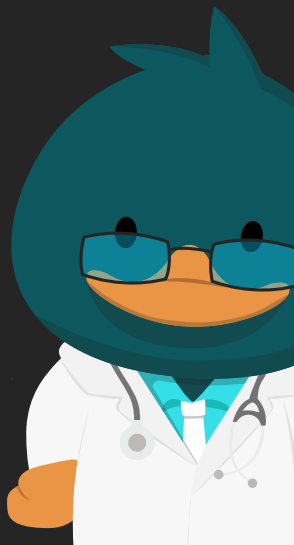
BEST PRACTICES? WHO NEEDS 'EM

EVERY SINGLE ORG was found to be bypassing Salesforce Best Practices concerning configuration and standard functionality usage.

IMPACT

- Reduced Performance
- Data Integrity Issues
- Security Vulnerabilities
- Compliance Risk
- Reputational Damage
- Reduced Scalability
- Reduced User Adoption
- Reduced ROI
- Increased Costs

"Another one skips the musts!"
Queen (basically)



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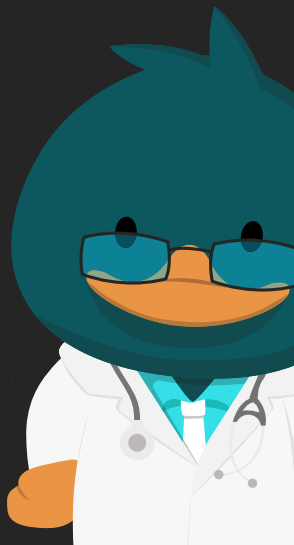
WEAK PASSWORD POLICIES

40% of orgs had weak a$$ password policies and settings, compromising security.

IMPACT

- Data Breaches
- Compliance Violations
- Issues with Auditing
- Financial Loss
- Resource Diversion
- Increased Risk for Phishing Attacks
- Increased Risk of Unauthorized Access
- Reputational Damage

"I.T. just wants secure ones."
Cyndi Lauper (for sure)



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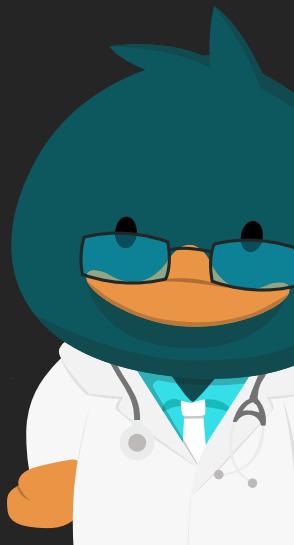
GOING OVER YOUR LIMIT$?

20% of orgs had surpassed either data or file space limits and were unaware of it.

IMPACT

- Performance Loss
- Data Loss Risk
- Operational Disruptions
- Inability to Save New Data
- Increased Costs
- Delayed Decision-Making
- Reduced Data Quality
- Compliance Risks

"Take storage to the limit, one more time."
The Eagles (pretty much)



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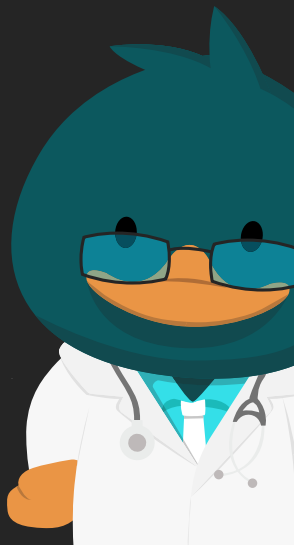
BAD CODE IS KILLING YOUR ORG

3 OUT OF 5 orgs fell short in code coverage and needed substantial code refactoring for optimized performance

IMPACT

- Inability to Grow
- Bug Proliferation
- Low Code Reliability
- Poor Performance
- Increased Risk
- Increased Costs
- Reduced Developer Productivity
- Reduced Morale
- Delayed Deliveries

"Another one skips the musts!"
Queen (basically)



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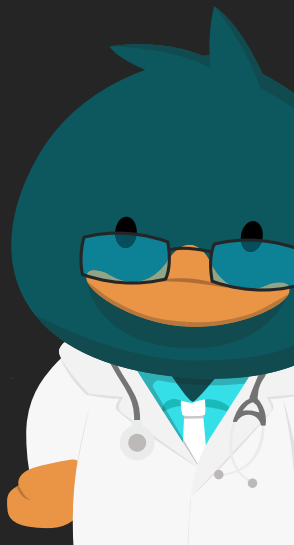
DTAA IN DISARRAY

4 OUT OF 5 orgs suffered from significant data cleanliness issues, including duplicate records.

IMPACT

- Inaccurate Reporting
- Wasted Resources
- Decreased User Trust
- Increased Operational Costs
- Compliance Risks
- Impaired Record Managment
- Delayed Sales Cycles
- Reduced ROI

“You give data, a bad name.”
Bon Jovi (kinda)



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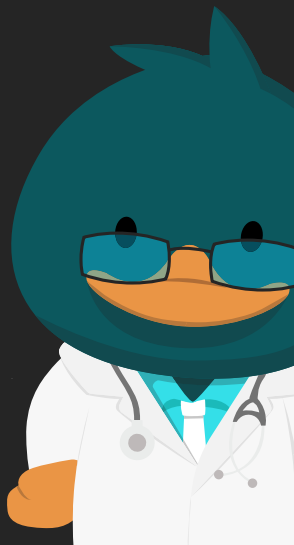
BEING DUPED BY PROCESSES

40% of orgs had duplicate processes, some even canceling each other out.

IMPACT

- Inconsistent Data
- Confusing UX
- Increased Maintenance
- Lower Performance
- Can't Predict Behavior
- Increased Tech Debt
- Compliance Risk
- Reduced Agility
- Potential for Conflicts
- Poor Troubleshooting

"We are living in a duplicate world."
Madonna (yep)



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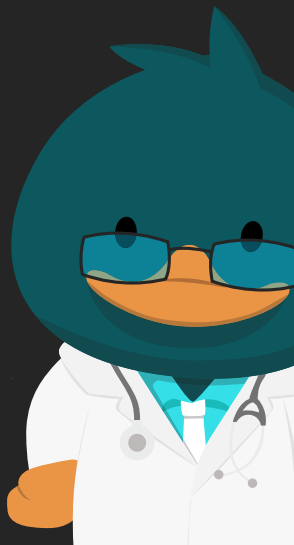
CHANGES ARE CAUSING HAVOC

ALL Salesforce orgs assessed lacked established policies for transitioning changes into production.

IMPACT

- Loss of Data
- System Downtime
- Security Risks
- Issues Troubleshooting
- Reduced Data Integrity
- Loss of Functionality
- Overwritten Updates
- Redundant Work
- Compliance Issues
- Impeded Innovation

"Ch-ch-ch-ch-Changes"
David Bowie



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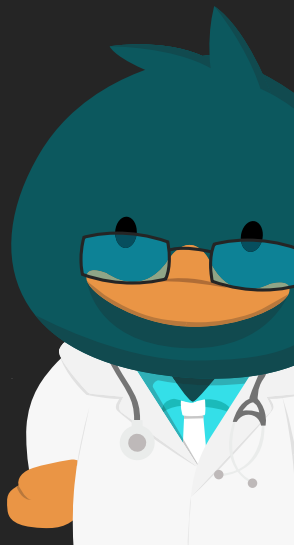
NOT GOING WITH THE FLOW?

IN EVERY CASE, we found orgs that were in need of migrating Workflows and Process Builder processes to Flows

IMPACT

- Incompatibility Issues
- Limited Scalability
- Increased Tech Debt
- Reduced Performance
- Missed Functionality
- Complete Loss of Functionality
- Potential Support Limitations
- Delayed Costs

"Take on flows (Take them on!)"
a-ha (sorta)



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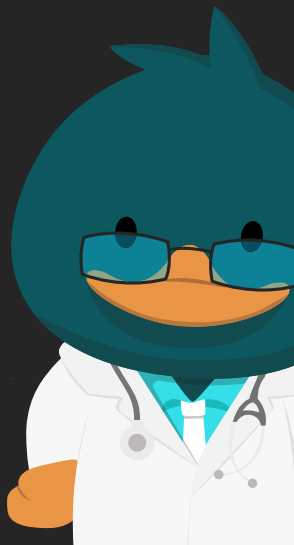
IN DEBT UP TO YOUR EYEBALLS

60% of orgs carried significant technical debt, hindering processes and business growth.

IMPACT

- Increased Dev Time
- Higher Costs
- Reduced Code Quality
- Resource Drain
- Reduced Scalability
- Lower Employee Retention
- Increased Bugs
- Difficulty Adapting to Changes

"Hello technical debt, my old friend.
I've come to talk money again."
Simon & Garfunkel (uh huh)



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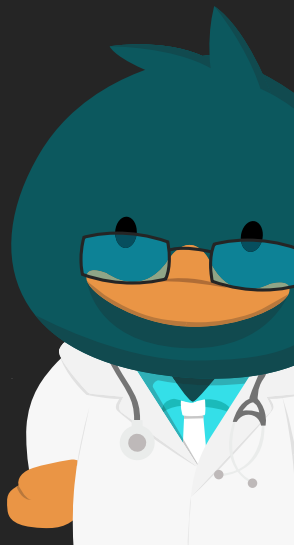
CATFISHED BY YOUR PARTNER?

60% of companies we interviewed had a poor experience with previous implementation partner(s).

IMPACT

- Poor Quality Build
- Increased Costs
- Lack of Customization
- Delayed Timelines
- Delayed Initiatives
- Impacts Employee Retention
- Low User Adoption
- Increased Tech Debt
- Data Integrity Issues

"Rescue me! I want your Salesforce charm. Rescue me."
Fontella Bass (pretty much)



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IT'S TIME TO CHECK ON YOUR ORG

With a VectorX

SECURITY ASSESSMENT

or

HEALTH CHECK

we can take a deeper look inside your org to uncover the things that may be holding you back.

PRESCRIPTIONS MAY INCLUDE

Rx

VectorX
"Your Salesforce health experts!"

Dr. Retro
470.243.4770

Prescription:

- ☐ Remodel/Optimization
- ☐ Strategic Advisement
- ☐ Staff Augmentation
- ☐ Custom Solutions
- ☐ Support
- ☑ ...and more COWBELL!

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