



A New Era for Salesforce Change Management



A new, novel approach for tackling the rising complexities of change management

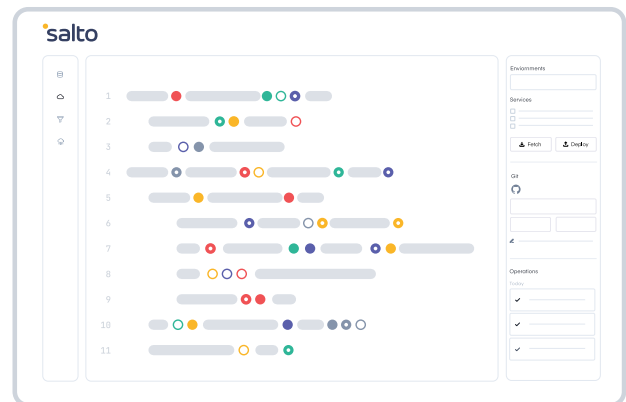
As every company has its own, unique set of challenges and goals, modern applications should enable operators to shape their own workflows.

The more an application enables customization, the better. This is where Salesforce shines, as it excels in flexibility and enables truly bespoke capabilities to serve the most specialized needs.

When the pace of business requests increase, however, your ability to run fast can suffer. **Meeting customization needs without affecting operational performance can become a real challenge**, even for the most experienced Salesforce developers and admins.

Issues arise when **making changes without understanding the connections, context, and potential implications**. It can also be tricky to **keep configurations aligned across environments**, or to **keep track of changes**, especially with multiple people working in various environments and developers overwriting each other's code. You can **spend hours managing manual deployments with change sets** or fixing bugs due to all the inconsistencies.

A lot of time and effort is wasted on inefficient processes. Salto can help with that.



"Using Salto's open source technology, we've cut SFDC and HubSpot update time by over 75%. Instead of spending hours maintaining systems, we can focus on driving the business forward"



Joshua Thorngren
VP Growth at StackPulse

Solution - Core Principles



Universal Config Language

Configuration is described using human readable text (NaCl)



Dual Works Mode

Change configuration anywhere (in NaCl or in the application), and keep all workspaces aligned and updated with **Fetch** and **Deploy**



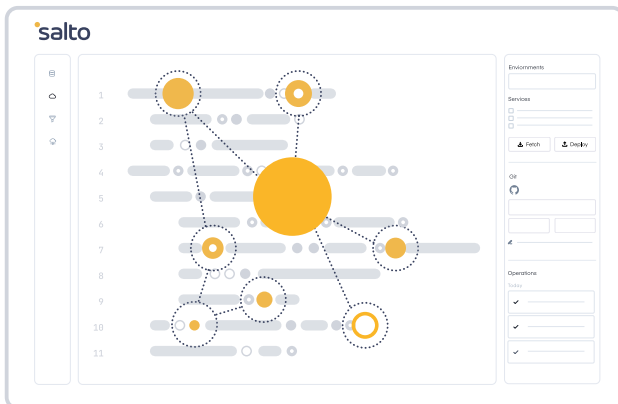
Multi Platform

NaCl can be applied across **all business applications**



Git is Front and Center

Rely on industry's best tools and practices for source control. Strive for an **Open Architecture**



"Automating otherwise manual processes, Salto fundamentally improved the way we track, audit and make changes on NetSuite. Using these capabilities for Salesforce, as well as for our other business platforms is a game-changer"



Yuval Reut
CIO at Riskified

With Salto you can:

01

Map and understand connections and changes

- Use text search, in-line documentation, references, and real-time feedback to **identify connections and understand the context of changes**
- Understand dependencies and **analyze the potential impact** of any planned change
- Automatically **generate a deployment plan** and deploy across all environments **with a single click**

02

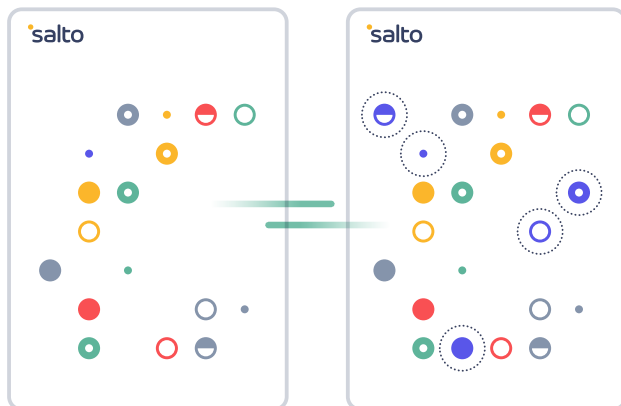
Easily track configuration changes across environments

- Stay informed with **push alerts** on changes to critical configuration elements
- Automatically **create a complete audit trail** of changes
- Split and merge changes, assign owners, and **add free text documentation**
- **Document, version, and roll back changes** using the Salto Git client

03

Compare and sync elements across environments

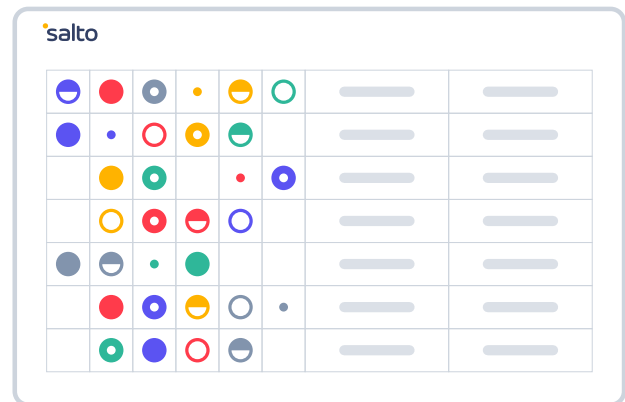
- **Prevent configuration differences** by utilizing Salto's Common Configuration capabilities
- Clearly **view and assess differences between environments** using environment comparison tools
- Easily **sync only specific parts of elements** using semantic configuration copying tools



04

Configure Salesforce CPQ as easily as custom fields

- Design changes and troubleshoot **without missing a dependency** between CPQ and other objects
- **Easily seed sandboxes with your latest CPQ configuration** using multi-environment deploy tools
- Enjoy **one-click CPQ configuration sync** across environments without any data migration using smart unique IDs



"What would have otherwise taken us over a month of manual work to complete, Salto helped us complete in less than a week. What impressed me the most was that all of that heavy lifting was done very smoothly, without breaking a single thing in the process."



Moti Ben Moshe
Salesforce Team
Leader at WalkMe

About

Salto reimagines the way business applications (e.g. Salesforce, NetSuite, HubSpot and many more) are being configured and managed. It does so by bringing concepts, methodologies and tools from the software development and DevOps worlds - the use of structured language, version control and automation - into the business operations environment.

By extracting the configurations of different business applications and translating them to one single declarative representation, Salto empowers business operations teams to understand, change, track and deploy all of their configurations, across applications and environments.

Salto is the maintainer of the [Salto open source project](https://github.com/salto-io/salto) and offers an Enterprise SaaS product. It was founded in 2019 by veteran entrepreneurs and has offices in Tel Aviv and San Francisco.