



In 2017, after ten years of helping companies support and customize Salesforce, we started a Richmond, VA-based Salesforce consulting company unlike any in the marketplace, one that focuses on helping customers.



Implement disciplined Salesforce DevOps.



Salesforce DX development and migration services & provide custom development services.



Integrate their existing tech stack into their Salesforce instance.

HOW WE DO THAT?

DEVOPS



People

The right personnel with the right skills and experience in the right positions.



Process

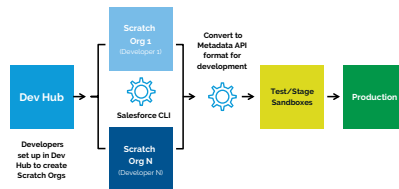
The correct, scalable, and repeatable discipline.



Implementation

The right implementation tools for the problem.

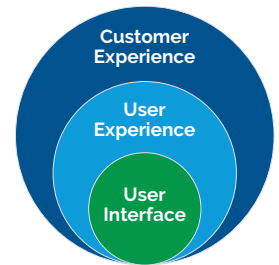
DX MIGRATION/ DEVELOPMENT



Salesforce DX development and migration services and custom development

- By allowing developers to organize and separate a monolithic code base into discrete packages (libraries).
- By leveraging source control as the "source of truth", allowing for true source-driven development.
- By deploying their solutions as pre-built, or pre-compiled packages to destination orgs, greatly simplifying production deployments.

INTEGRATIONS



Automation

Changes between systems occur faster and automatically.

Uniformity

Allows you to create uniform user and customer experiences.

Accuracy

The data passed between systems is more accurate.

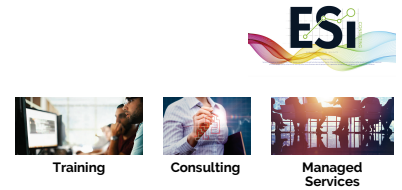
Cost Effective

Simplified employee training on a single system.

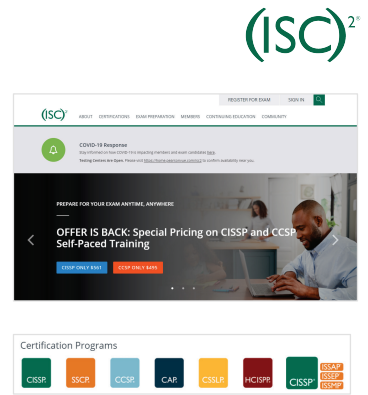


Case Studies

ESi engaged CloudQnect in creating integrations for several customers, between Salesforce and their Sage (HR), Greenhouse (ATS), and Litmos (Training) systems. The success of these projects allowed these customers to use Salesforce as their “source of truth”, which simplified operations, scalability, and allowed them to achieve real time business intelligence that resulted in improved strategic business decisions.



(ISC)2 engaged CloudQnect, through one of our partners, to assess the current state of their DevOps. The current state included issues such as lower environments that were not synchronized with Production, and production deployments that were taking 2 days to 2 weeks, with almost every developer involved. Deployments were also suffering from multiple issues during each release. We created a detailed roadmap for (ISC)2 to get to their ideal state of being able to handle more throughput will fewer errors, and less need for human interaction. After several months of preparation, we stopped development, reset the environments, trained the developers on the new process, then restarted development.



(ISC)2's metrics show they went from 2 to 3 deployments per quarter to 2 to 3 deployments per day and what used to take 4 days, now takes 40 minutes. The post deployment defects dropped by 83% and (ISC)2 estimates they now save over \$30,000 USD per release.

Rootstock engaged CloudQnect to assist with implementing their Cloud ERP managed package solution at one of their clients, and to assist the clients' development teams in learning and migrating to Salesforce DX during the implementation. Initial development was slow, but as the teams' developers grasped the nuances of Object Oriented development principles under our guidance their success with DX increased significantly. Within a few short months, their DX teams clearly outpaced the remaining Salesforce classic teams in development speed, code quality, time spent in QA/UAT and production releases. The project's DX migration efforts were so successful that Rootstock's client has since reached out to CloudQnect directly for assistance in converting the remainder of their system.



Tools We Use



Our Successes



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