# LeedsSource

# CASE STUDY #1

#### Discover

How LeedsSource helped our client - a compliance company - clean up their Salesforce Org, prevent data loss, and eliminate hours of unnecessary processes from their daily workflows.

### Background

The client currently uses the Account object to store most of their information. It consists of a large pile of fields, mostly text, that get overwritten, used as a notepad, and become disorganized.

As a compliance company, it's important for our client not to lose information and retain historical data, which is currently at threat of being lost. The goal is to get these cleaned up in a way that they won't lose data and can easily view, track, and report on what they have. The client does not want the UX to become difficult to use - they want it to keep it very similar to look at and use.

E	Business Continu	ity Plan (BCP) Field History	023
Date	Status 🗸	Field Value $\checkmark$	023
Dec 13, 2023	Completed	FINAL with new office address	
Sep 28, 2023	Completed	FINAL	
Sep 6, 2023	In Progress	AT sent f/u re: Exhibits	) 2 re
Aug 23, 2023	In Progress	AT sent updated BCP Exhibits	202
Aug 10, 2021	In Progress	MN sent exhibits to be completed	202
Feb 4, 2021	Completed	in progress	023
Nov 24, 2020	Completed	JH sent updated draft	
Aug 1, 2020	Completed	COVID complete	) 1 Re
Nov 21, 2019	Completed	DRAFT sent	202

<ul> <li>Compliance Program</li> </ul>		
Compliance Manual (CM)	New	Best Execution Memo
Dec 13, 2023 🗮 FINAL with new office addr	ess 🔎	Aug 4, 2023 🗮 AT sent FINAL
Jun 1, 2022 🗮 FINAL	/	Aug 1, 2023 📋 AT received com
		Jul 10, 2023 🗯 AT sent DRAFT
Code of Ethics (COE)	New	Best Execution Frequency
Aug 1, 2020 🗮 FINAL	•••	Annual
Business Continuity Plan (BCP)	R III New	Marketing Materials
Dec 13, 2023 🗎 FINAL with new office addr	ress 🖋	2022: Website, quarterly newslette
Sep 28, 2023 🗎 FINAL	/	tation for general firm overview
Sep 6, 2023 📋 AT sent f/u re: Exhibits	1	
Written Information Security Plan (WISP)	New	Marketing Review
Nov 1, 2021 🗮 FINAL	1	Jan 3, 2024  🗎
Cybersecurity	New	Website Review
Dec 13, 2023 EFINAL with new office addr	ress d	Aug 14, 2023  SB Reviewed We sent disclosures
Aug 1, 2021 🔲 Client version done	Ŧ	Jun 1, 2021 🛛 🛗

## Solution:

Leedssource built a custom UI that breaks each field into a trackable record. Each field now can have multiple entries that will never be overwritten, as well as a timestamp of when the entry was made. A clean UI shows only the last 3 fields at a time, however all history can be easily accessed right on the spot.

Additionally, there is a "status" indicator to show if the field needs attention or is up to date with their compliance. All fields are completely customizable by section and location on the layout, as well as fully reportable, saving our client more time and energy throughout the day.

Tell us your challenge. We're here to help.

