



Trusted File Intake for Salesforce

Visibility into visual and document-based files used in business workflows



WHY THIS CONVERSATION (WHAT'S AT STAKE)

A Repository of Evidence

Salesforce is trusted to hold evidence that drives real outcomes. That trust is defined by access and format, particularly for visual and document-based files.

Images, PDFs, scans, and media files increasingly drive decisions

These files are assumed to be safe once accepted

Issues surface late, after files are reused across teams or processes

What's At Stake

Operational Risk

- Decisions made on incomplete or questionable evidence

Compliance Risk

- Inability to demonstrate reasonable handling of submitted files

Continuity Risk

- Issues discovered late, after files are widely reused



WHERE FILE TRUST MATTERS MOST

(REGULATED & COMMERCIAL)

Regulated Workflows

Appeals, disputes, and grievances

Claims, investigations, and audits

Compliance and review processes

Why: Files become part of the formal record

Commercial & Partner Workflows

Field Service documentation shared with contracted repair facilities

Product catalogs and digital assets exchanged between ERP, PIM, and Salesforce

Retail and CPG content shared with sellers, affiliates and distributors

Why: Files cross organizational boundaries & drive downstream actions



WHY FILE RISK IS EASY TO MISS

File risk in Salesforce is easy to miss because:

1

- Most files are visual or document-based
- Images, PDFs, scans, catalogs, field photos

2

- These file types are treated as evidence, not executable content
- They are expected to be safe once accepted

3

- Modern techniques allow additional data to be embedded inside valid files
- Without changing how the file appears or behaves

4

- This class of risk is relatively recent and does not surface through alerts
- It doesn't look like a breach or system failure



EXHIBIT: TRUSTED FILE INTAKE FOR SALESFORCE

File Intake (Multiple Channels)

- Portals, email, mobile, batch integrations
- External partners, customers, vendors, internal teams
- Files arrive as part of normal business processing

File Integrity & Embedded Data Analysis (WetStone)

- File structure and content behavior analyzed
- Identifies unexpected or non-obvious embedded data
- Produces an integrity or potential risk signal (*No assumption of malicious intent*)

Salesforce Record & Policy

- File attached to Case, Claim, Work Order, or Product record
- Integrity signal stored as metadata
- Salesforce Flow or Flow + Agentforce applies policy to notify file stakeholders and originator

Action, Oversight & Audit

- Notify, route, restrict, or review only when needed
- Decisions and handling are recorded
- Supports audit, review, and defensibility

Salesforce governs what's next; WetStone informs what is known.



WHAT THIS PROTECTS (WITHOUT DISRUPTING OPERATIONS)

This helps Organizations...

- Make better decisions based on trusted evidence
- Demonstrate reasonable handling of submitted files
- Reduce downstream rework, disputes, and surprises
- Manage potential third-party and partner file risk

...without

- Changing how Salesforce is used
- Blocking normal workflows
- Treating every file as a security incident



THE OFFERING: TRUSTED FILE INTAKE FOR SALESFORCE

Workflow & Exposure Analysis

- Identify file-heavy Salesforce workflows
- Understand where trust assumptions exist
- Prioritize based on operational impact

Quick Start Implementation

- Integrate file integrity analysis into selected workflows
- Configure Salesforce policy, Flow, or Agentforce actions
- Minimal disruption to existing processes

Operationalization & Expansion

- Extend across additional workflows or channels
- Tune policies by industry and business context
- Support regulated and commercial use cases

Designed to start small. Built to scale.



WHY WETSTONE LABS AND RAVENPATH

What WetStone Labs Brings

- Steganography detection across images and documents
- Specialized expertise in identifying embedded data within visual and document files
- Proven analysis across images, PDFs, and mixed file types
- Produces actionable integrity signals

What Ravenpath Brings

- Salesforce-native architecture and workflow design
- Salesforce-native workflow and policy design
- Experience with evidence-driven, regulated operations
- Turns detection into operational decisions



Ravenpath is a Salesforce Partner



Ravenpath and WetStone Labs help organizations add file integrity visibility to Salesforce without disrupting business workflows.

Let's explore how trusted file intake can strengthen your Salesforce workflows.

Contact us at info@ravenpath.ai or visit www.ravenpath.ai

Ravenpath Consulting — Strength with Perspective.