

## 7 Useful Salesforce Apps that can help your business through these tough times, without the help of a developer!

Here at S Software Ltd, we understand what your business may be going through during these unprecedented times. That is why we have carefully picked out some very useful apps that you can easily install and get started NOW! Click on the links below to access the app!

### 1. Salesforce Adoption Dashboards

Great user adoption doesn't just happen! If you are wondering how to focus on identifying whether users are regularly logging in and using key features in Salesforce, then this app will definitely come in handy. This package includes 42 reports, 6 custom fields, 3 Dashboards, 1 Dashboard Folder and 1 Report all working together to provide you real time data on your Salesforce's User adoption. So go ahead, install and monitor away!!

### 2. Salesforce for Slack

Salesforce for Slack is another AWESOME tool many of our clients find useful. You can install this app following the guide and you do not need a developer. Slack is an excellent platform which is bringing many teams together even during the lockdown season. With all of your communication and tools in one place, remote teams will stay productive no matter where you're based. Salesforce for Slack combines the collaborative power of Slack with the streamlined pipeline management of Salesforce. The Salesforce app for Slack is available for all Salesforce editions and supports Sales Cloud and Service Cloud on both the Lightning and Classic experiences.

### 3. Mass Update And Mass Edit From List View

Mass update and mass edit select records from any filter view or related list. With 15 minutes of work, you can add it to any custom object in your organization without the help of a developer. You get two easy-to-use tools designed for both admins and standard users. The mass update and mass edit application supports the following entity types out of the box: Campaign, Lead, Account, Contact, Opportunity, Contract, Product, Case, Solution and Asset. This application works on any filter view as well as any related list.

### 4. Field Trip

Do you ever wish that you could finally achieve that perfect, clutter-free page layout that you've been dreaming about? Unpopulated fields in your Salesforce Org cause confusion, skew reports, and make basic admin duties more difficult than they need to be. Field Trip lets you analyze the fields of any object, giving you an instant insight into what percentage of your records (or a subset) have that specific field populated. Run reports on the standard and custom fields you have in Salesforce for a better understanding of which field are important to your organization.

### 5. Clean Your Room

Inspire your Sales Team with a weekly pipeline "housekeeping" dashboard. Playing on the competitive nature of salespeople, this is one leaderboard that your reps will NOT want to be listed on. Displays the deals that have been "pushed" multiple times, deals without recent activity and deals missing key data.

## 6. DupeCatcher

Worried about duplicates? Do not worry! Block duplicate records in Salesforce with DupeCatcher. Until now you've had limited options to dedupe and maintain clean data. You could rely on manual processes and training to prevent duplicates. Or you could live with a filthy database, leading to confusion, poor customer service and lost sales. DupeCatcher simplifies management of Salesforce orgs, ensures clean data, and best of all, it's FREE!

## 7. Marketing Calendar

View your marketing campaigns in a month-calendar format. This free campaign calendar view provides the tools to organize and communicate to the rest of the company. This app is so cool that it is backward compatible with the Salesforce Classic interface. It is trusted by many customers and most of all it is FREE!

BONUS!!!!

## Install Apps and Packages in Your Trailhead Playground

After going through all these AMAZING cool apps, if you still feel like you need some extra help to get you started, we thought we'd step it up a level. Here's Salesforce's Step by Step guide on how to install any Salesforce package or App on a Salesforce org. Don't be put off by the "Trailhead Playground" part. Trailhead Playground is Salesforce's FREE development training platform which is so easy to get started on. The Trailhead Playground closely mimics your Salesforce org. So why not try installing an App or 2 on the Playground before you get started on your Salesforce.org? Fire away!!