



**Summit Platinum Partner**

Thanks for placing your trust in us for  
**9+ Years**

 **360 Degree Cloud Technologies**  
Everything You Need To Know

360 Degree Cloud, 2021  
360degreecloud.com

## About **the Author**



**Rohit Bhalla** | COO

**Live, eat, and breathe Salesforce**

- Salesforce **Certified Veteran**
- **Strategist** of ISV & OEM Apps, Salesforce **Solution Consultant**
- Experienced Business **Process Implementation Expert** | 8years, 500+ Implementations
- Salesforce **Evangelist, Speaker** at multiple Salesforce and Product Events
- Upcoming **Author** of *"11 Blunders of Bleeding Money with Salesforce Partners"*

# About Us

<b>RESOURCES</b>	<b>600+</b> DEVELOPERS, SPECIALISTS, ARCHITECTS, TRAILBLAZERS	<b>400+</b> SALESFORCE CERTIFICATIONS	<b>6 Offices</b> LAGUNA BEACH (USA), NOIDA, FARIDABAD, PUNE, JAIPUR, KOLKATA				
<b>PROJECTS</b>	<b>3000+</b> SALESFORCE PROJECTS IMPLEMENTED	<b>30+</b> INDUSTRIES SERVED	<b>5</b> FLAGSHIP PRODUCTS	<b>20</b> APPEXCHANGE SECURITY REVIEWS CLEARED			
<b>PARTNERS</b>	<b>40+</b> PARTNERS	<b>DEMO JAM WINNER</b> REVIEWED ON <b>Clutch</b> 20 REVIEWS ★★★★★	<b>SALESFORCE PARTNER</b> Summit (Platinum) Partner registered ISV partner	<b>PLEDGE 1%</b> PROUD MEMBER	<b>Subcontract.com TOP ECOMMERCE DEVELOPMENT COMPANY</b>	<b>TOP SALESFORCE CONSULTANTS</b>	
<b>REPUTATION</b>	<b>SINCE 9+</b> INCEPTION	<b>5.0</b> ★★★★★ CSAT REVIEWS	<b>SALESFORCE</b> available on AppExchange	<b>EMPLOYER</b>	<b>TOP Cloud Consulting Companies 2021</b>	<b>TOP APP EXCHANGE COMPANY</b> 2021	<b>CERTIFIED ISO 9001:2015 COMPLIANT</b>

## Spring '22 Release Features that were worth the Wait

### 1. Collaborative Forecasts

- Ability to see recent changes to forecast categories.
- You can now combine Forecast Types and Forecast Settings into a single setup page for a more efficient Forecast setup.
- Custom filters to control the opportunities in a forecast based on the record type.

Along with these, the release has also added Gap to Quota and Pipeline Coverage metrics to the forecast.

Months	Quota	Gap To Quota	Pipeline Coverage
▼ December FY 2021	\$1,000,00...	\$43,290.42	

## 2. Stronger Data Protection

Doesn't matter how many releases keep coming; data protection will always be the top priority. With Spring '22 release, we can enable Enhanced Personal Information Management to prevent external users like community users or portals from viewing information of other users.

## 3. Flow Updates

Any Salesforce release would be incomplete without a bunch of cool Flow updates. This release also got us some such updates that can be very useful for Salesforce users.

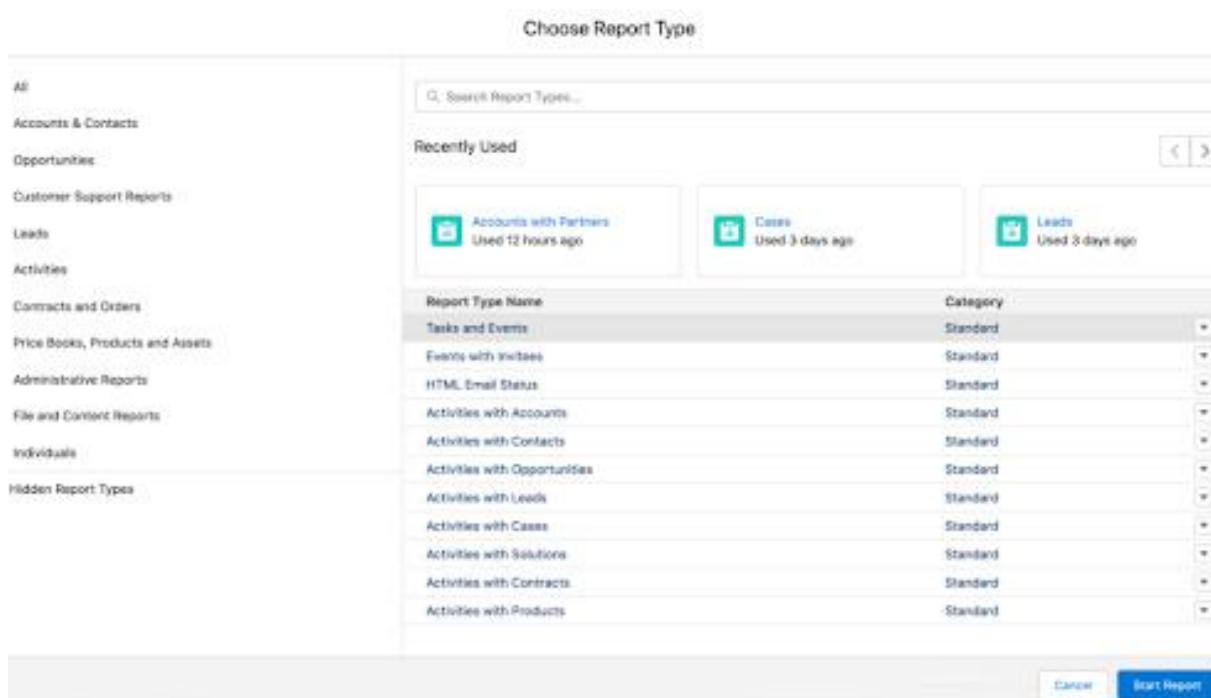
- Auto-layout to automatically place flow elements in now GA.



- You can view all Flows associated with an object in one place using Flow Trigger Explorer.
- You can now easily determine the running order of your flows.

## 4. Easily Find the Right Report Type for New Reports (Beta)

You can now access the enhanced report type selector to find the right report. Click 'New Report', you'll see your recently used report types, along with the list of report types with name and category.

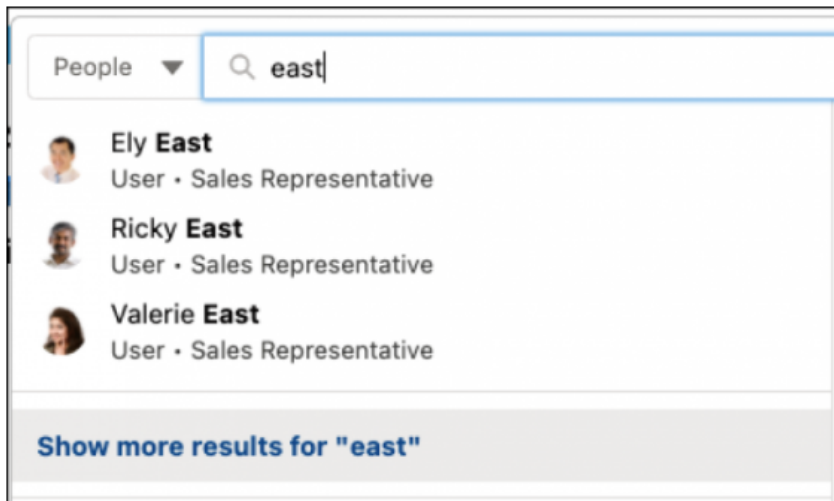


Also, you can find more details about any report like who created it, objects used by the report type, ease to check if a report type contains the field needed.

## 5. Updates for Einstein Search

Einstein Search has been available for Salesforce users for a while to get the best of AI-driven features. But now there's much more you can do with it.

- You can use Natural Language Search with Tasks
- Easily distinguish between users or groups that have similar names with Profile Images.




- You can adjust natural language search results (Pilot).

## 6. Monitor your Slowest Desktop Record Pages

User adoption can get seriously impacted when the pages take too long to load. But now, you can identify pages that have performance issues in a new prompt in the

Lightning App Builder.

 New in Spring '22 for Admins Only



### Optimize Lightning page performance



We found Lightning pages that can run more efficiently. View page performance and take action in the Lightning Usage App.

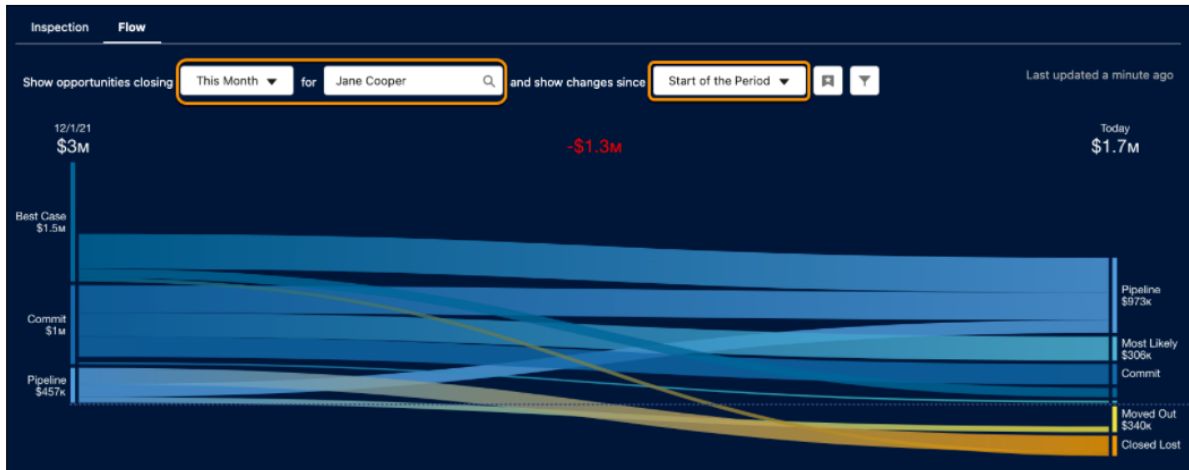
[Tell Me More](#)

[Take Me There](#)

## 7. Revenue Intelligence

Revenue Intelligence is a powerful add-on feature for Salesforce that combines Tableau dashboards with Pipeline Inspection. It thus makes it easy for users to view results in a pipeline progress flow chart.

With Salesforce Spring '22 release, you can now generate more revenue and build stronger pipelines using Revenue Insights. Also, you'll be able to see the changes in the pipeline through a dynamic chart.



## 8. Edit Multiple Fields Inline on the Report Run Page (Beta)

With every release, inline editing for reports keeps getting better. This release allows you to edit multiple fields and records without having to rerun your report. This brings greater feature parity between reports and list views, thus helps saving time.

Another feature that we liked is that fields will show as 'Pending' in case they are related to a field that has been updated.

Sales Home Analytics Opportunities Leads Tasks Files

Report: Opportunities  
**Opps Overview** Analyze

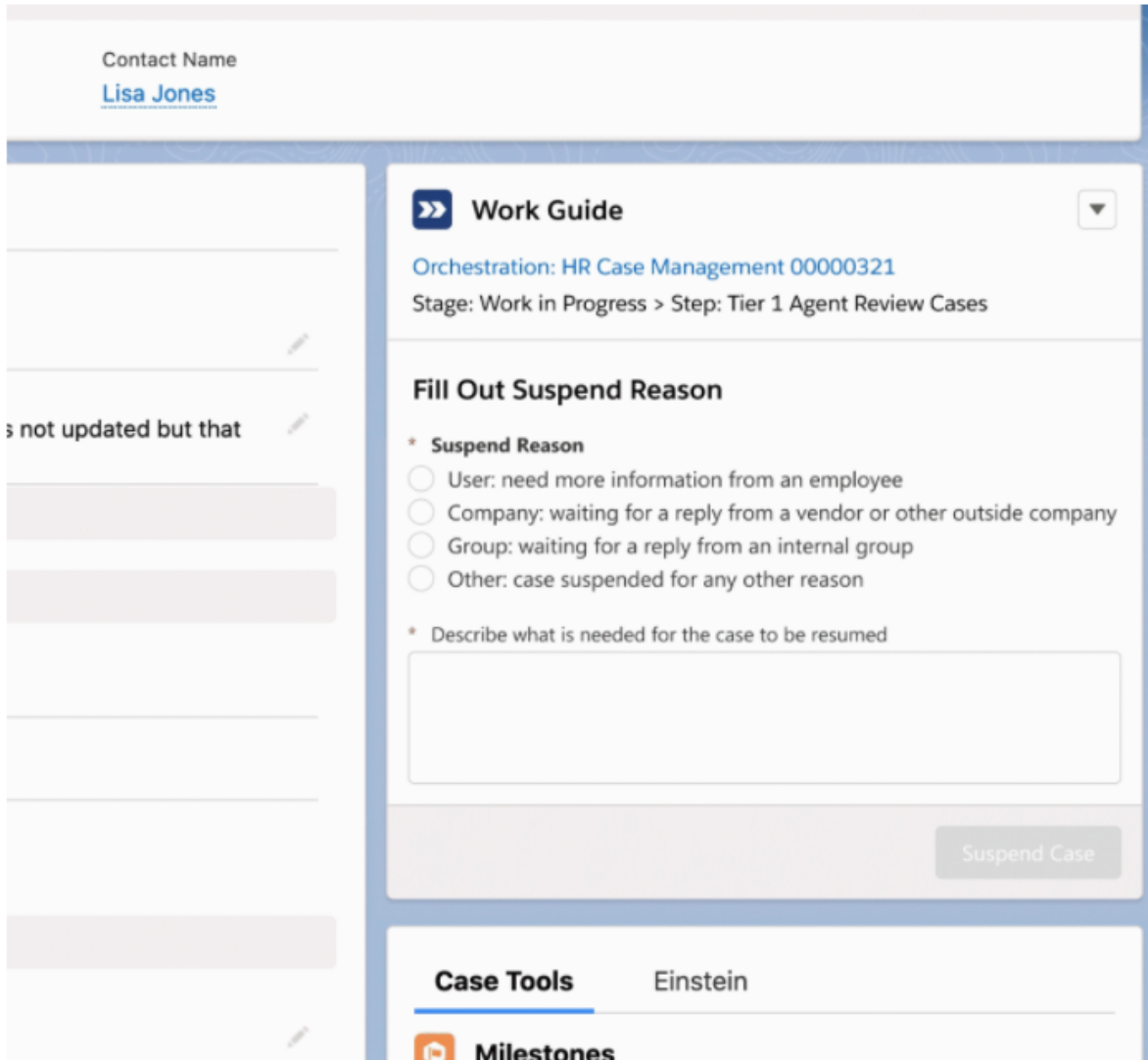
Total Records: 8    Total Employees: 643    Total Test conflict: 0

	Account Name	Stage	Employees	Probability (%)	Age
1	Acme Threads	Closed Won	120	100%	0
2	Gauges and Dials	Id. Decision Makers	Pending	60%	341
3	Gauges and Dials	Value Proposition	223	50%	136
4	Gauges and Dials	Value Proposition	223	50%	341
5	Wires and Bolts, Inc.	Needs Analysis	300	20%	341
6	Acme Threads	Qualification	120	80%	269
7	Gauges and Dials	Qualification	223	10%	35
8	Wires and Bolts, Inc.	Prospecting	300	10%	341
9			643		

Cancel Save

## 9. Use Orchestrator Work Guide to Connect Users with Tasks

Salesforce Flow Orchestrator is the new functionality for Flows to allow Salesforce administrators to string Flows and business processes together. With the new release, you can use the Orchestrator Work Guide to connect users with tasks. It will help to display actions assigned to users.



## 10. Archive Experience Cloud Sites (Generally Available)

Salesforce Community or Digital Experience Site can now be archived along with the ability to mark it active or inactive. The feature will allow you to archive a site from its detail page once it has fulfilled its purpose.

## Pardot Enhancements from Spring '22 Release

The release has even brought some exciting Pardot enhancements that you must check out.

### 1. Pardot Lightning Email Builder Enhancements

The Pardot Email Builder has got a few upgrades with the Spring release.

- Choose Email Template Types to be made available in Salesforce Exchange
- Ease to push emails for Lightning Experience into Completion Actions and Automation Rules

- Ability to set up Custom Components for Email Template Builder

## 2. Pardot Lightning Page Builder Enhancements

The new drag-and-drop Landing Page Builder made marketers very excited. Check out some new improvements to this feature.

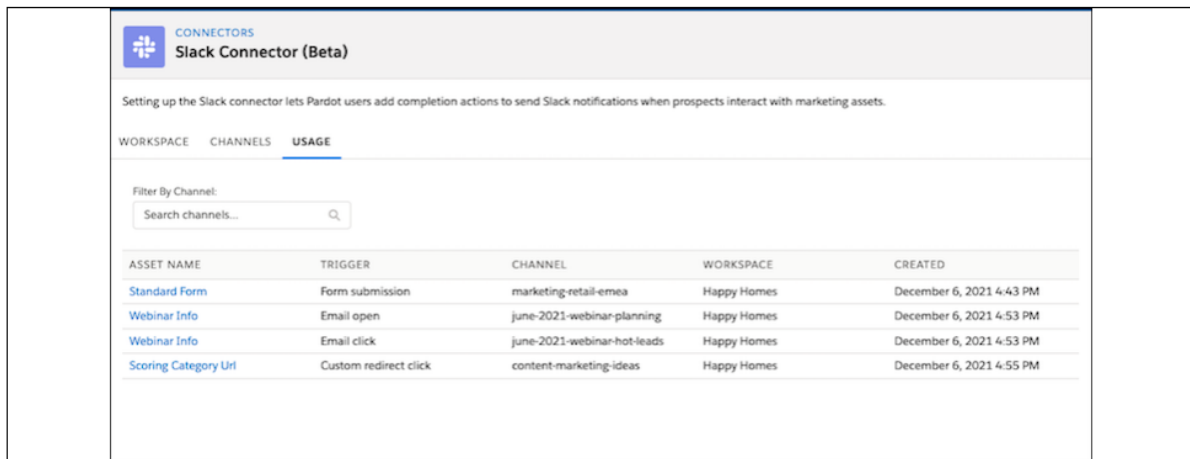
- Easily add scripts to landing pages
- Ability to customize Pardot Form Styling in the Landing Page Builder
- Get access to new prebuilt templates

## 3. Pardot Automations for Email Privacy Changes

Spring '22 release has brought along a reporting page to get an overview of your automation on emails. It will allow you to track how many Dynamic Lists, Engagement Programs, and Automation Rules are configured to rely on the opening of emails.

## 4. Improvements to the Pardot Slack Connector (Beta)

This beta feature brings along many improvements. You can now access completion action for sending a Slack notification when your prospects interact with marketing assets. Also, you can see a Usage tab on the Slack connector to track which of your assets are using the completion action.



The screenshot shows the 'Slack Connector (Beta)' interface. It includes a 'Filter By Channel' search box and a table with columns: ASSET NAME, TRIGGER, CHANNEL, WORKSPACE, and CREATED. The table lists four assets: Standard Form, Webinar Info, another Webinar Info, and Scoring Category Url.

ASSET NAME	TRIGGER	CHANNEL	WORKSPACE	CREATED
Standard Form	Form submission	marketing-retail-emea	Happy Homes	December 6, 2021 4:43 PM
Webinar Info	Email open	june-2021-webinar-planning	Happy Homes	December 6, 2021 4:53 PM
Webinar Info	Email click	june-2021-webinar-hot-leads	Happy Homes	December 6, 2021 4:53 PM
Scoring Category Url	Custom redirect click	content-marketing-ideas	Happy Homes	December 6, 2021 4:55 PM


## 5. Redirects for Unpublished landing pages

With the release, you can now configure redirect settings that will get activated when an enhanced landing page is unpublished.

# Our Apps on AppExchange

▶ AppExchange Apps


**Our Most successful flagship**




**1 App, 1 Number, Multiple Channels**

- ❖ SMS/MMS
- ❖ WhatsApp Messaging
- ❖ CTI (Calls)
- ❖ Ringless Voicemail
- ❖ Facebook Messenger
- ❖ Automated Texting
- ❖ 1-on-1 Conversation
- ❖ Link Tracking
- ❖ Bulk Texting & Scheduling
- ❖ Intelligent Texting (itext)


**Other offerings on AppExchange**




360 Merge Duplicates



360 Verify the Mail



360 Unsubscribe App



Textolic

## Thank You



[rohit@360degreecloud.com](mailto:rohit@360degreecloud.com)



+91 98 7109 6860, +1 309 316 7929