Flosum

80% of Salesforce DevOps Initiatives Fail; Yours Doesn't Have To

The right development environment speeds up deployments, so corporations respond to market drivers in real time

Introduction

> “The move to digitization has accelerated, and the benefits will be permanent, there is no going back.”
>
> - Carl Carande, Vice Chair, Advisory at KPMG

DevOps holds a great deal of promise in helping organizations meet today’s often conflicting application development goals: respond faster to market changes but ensure that applications are secure and functional. The balancing act is quite difficult to maintain for companies enhancing Salesforce solutions.

Its development ecosystem is evolving but not many tools are built specifically for it. In order to speed up development and decrease manual input, a supercharged solution, an integrated lifecycle suite, is needed. Flosum’s fully native release management and version control system for Salesforce empowers companies, so they reduce their development costs by as much as 95%. Technology has become the oil that lubricates corporate execution nowadays.

No longer viewed as a necessary expense or a cost center, technology drives business innovation. Increasingly, corporations see that connection and are taking steps to use it for competitive advantage.

Eight out of ten U.S. CEOs said that the pandemic accelerated their digital transformation by months and even years, according to a KPMG CEO Outlook.

An Evolving Ecosystem

But recognizing the need to leverage technology for business advantage does not necessarily mean that corporations will meet such goals. In numerous cases, such programs fail. One reason is many corporations build their applications on the Salesforce ecosystem, which is in an early stage of development.

Salesforce started as an enterprise Customer Relationship Management supplier and extended its reach to deliver sales and marketing solutions.

In building that business, the company honed one set of skills, those of a packaged software supplier. Later, the vendor veered into the enterprise software development space, but it did not have experience in this market.

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A Growing Ecosystem

Salesforce built out their development suite by acquiring various application development tools. Ultimately, the cornerstones in their product line consisted of:

For version control and code management

Jenkins

For deployments

Selenium 4

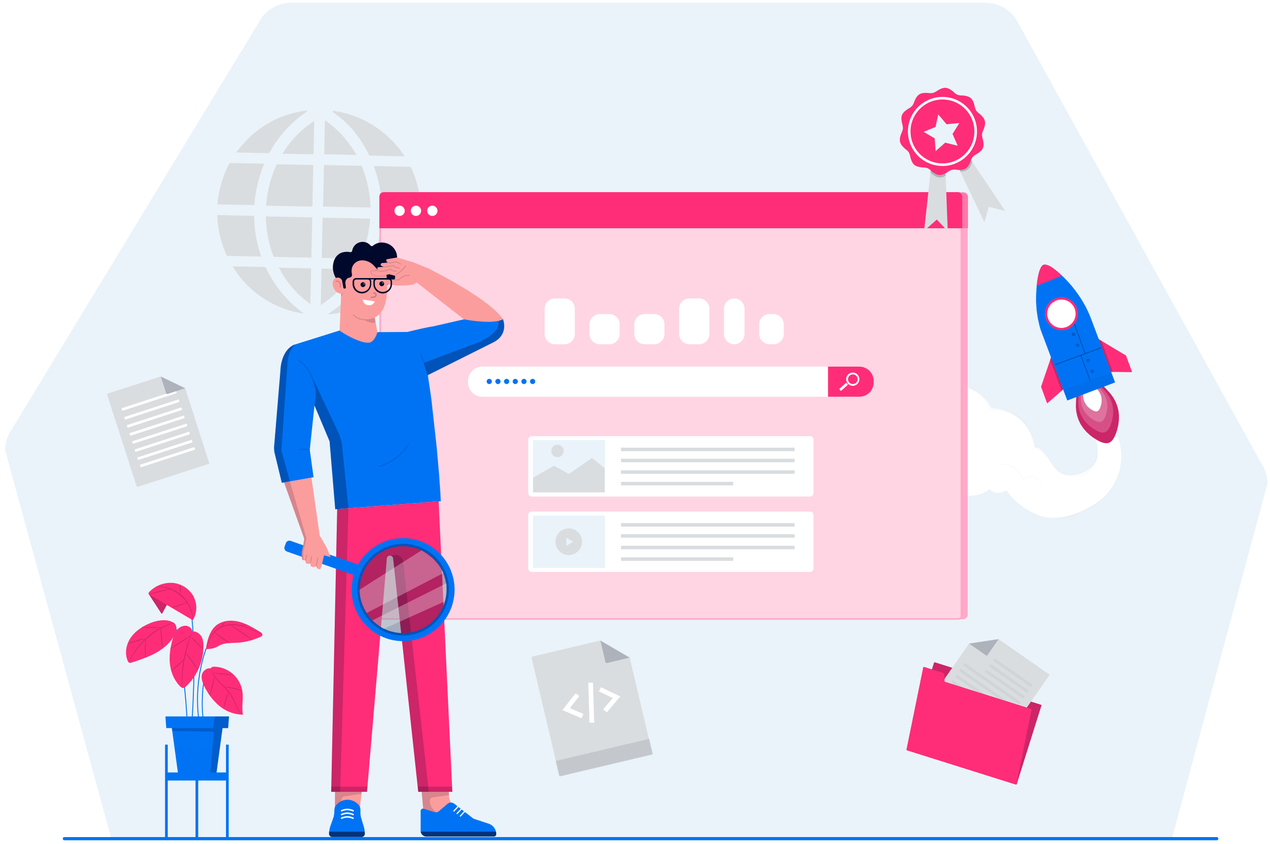
For regression testing

Collaboration

They are robust tools individually, but they were not designed to work with one another. These legacy, first generation DevOps tools are complex and built on a legacy foundation. They require that developers apply elbow grease in order to move from the start to the end of the development cycle.

The main goal

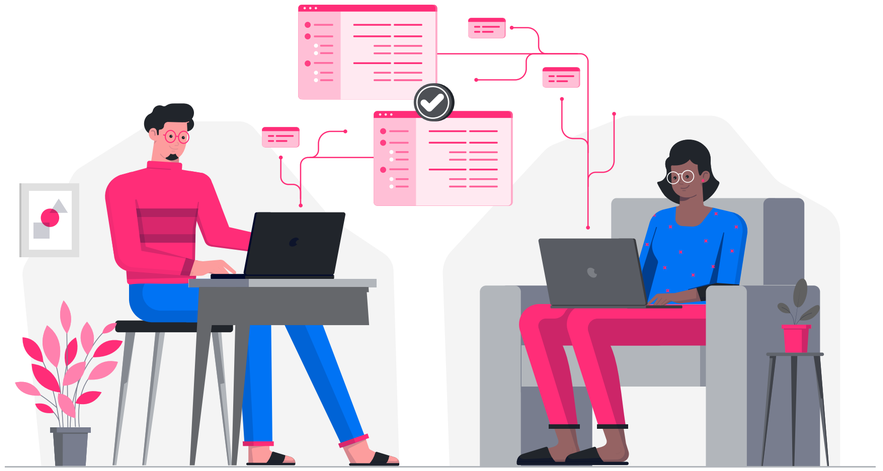
Partitioning exists among the solutions. The main goal with the DevOps movement is to break down traditional barriers between developers and operations teams, so these groups worked together cohesively. Ideally, information flows smoothly and effortlessly from one step in the development process to the next.



A Lack of Cohesion

The Salesforce system has the needed building blocks, but many organizations choose not to use solutions are integrated into a cohesive whole.. The development and the administration groups use different solutions, which often have little to no common design points and Application Programming Interfaces (APIs). As a result, the development process slows down rather than accelerates.

> **Salesforce DX was built upon a few solutions (Force and Heroku) that were designed to solve one development problem but have been used to serve as an application development platform.**



The various solutions have trouble supporting a click-not- code approach and require manual input. Salesforce DX is a great solution that was built upon a few platforms (Force and Heroku) that were designed to solve one development problem but have been put together to serve as an application development platform.

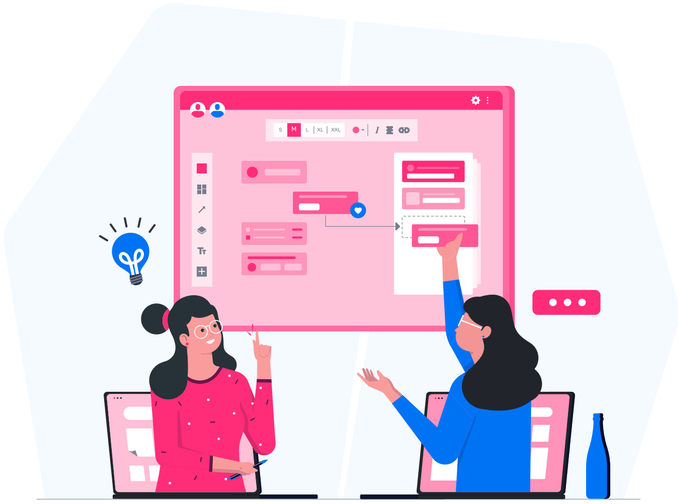
- Organizations need a solution that fits easily into the Salesforce DevOps Suite, whereas Git, altough a great tool, was not built with Salesforce in mind.
- They need source repositories, so they can easily work from a common code base.
- They need even more collaborative development tools so that handing code connections from one system to another is a thing of the past.
- It's extremely important for solutions to have integration with 3rd party tools.
- Version controls are a must-have to ensure that developers are always working with the correct release of a program.
- Keeping sandboxes in sych is pivotal. Developers must have a clear understanding of which components are connected
- Consistency across teams, with the ability to locate and fix merge conflicts is a best practice that speeds up the process exponentially.
- Structured release processes ensure updates are executed flawlessly.
- It is a necessity to document how software works to ensure compliance and successfully work with auditors.

Industry problem

Another industry problem has been that vendors prioritize speed over security. They begin developing solutions ASAP and do not think through the potential security challenges that they may face. Such concerns arise late in the development cycle or after software has been released.

As a result, organizations spend a great deal of time patching faulty code rather than adding more business value to their systems. Third parties tried to fill voids but created unintended consequences.

As they added onto the Salesforce security, they opened up new holes, further slowing deployments.



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DevOps's Promise Goes Unfulfilled

The end result is corporations struggle maximizing their use of their development tools. They need to build their own homegrown solutions to fill the current voids.

They want to be at the pinnacle of technological innovation, but technology's speed and changes outpace corporate best practices. Their efforts to use DevOps to streamline and speed up development largely fail.

DevOps was designed to improve team productivity and collaboration by enabling teamwork, transparency, and trust.

With it, corporations amplify the skills and talent at their disposal. Its single, focused delivery team is supposed to yield a better return on investments and a quicker path to innovation. But it often falls short of these goals for many reasons.

"They want to be at the pinnacle of technological innovation, but technology's speed and changes outpace corporate best practices."

Developers want to automate mundane processes and increase productivity. A lack of consistency and integration among their development tools means that they have to take on a lot of cumbersome integration work themselves

Because they spend so much developing the software, they feel that solutions are not worth the effort.

Many customers do not believe that DevOps improves their productivity. They still see development as an area where autonomous silos rule rather than work with a cohesive, integrated tool suite

The Net/Net is they have given up on the DevOps due to the poor performance of various solutions

In most cases, customers find that the agility and speed promised in DevOps solutions is found only in the marketing brochures but not in product development or products themselves.

The build/test/release march promised turns into build, build, build and projects run over time and over budget

As a result, corporations find themselves at a crossroads. They want to use DevOps for competitive advantage but find roadblocks to successful adoption. Rather than streamline development, current solutions complicate the process. As they begin new projects, they find they take longer and require more work than expected.

Adding more personnel to DevOps is one option, but the demand for Salesforce skilled jobs is higher than ever, and the supply cannot keep up.

Indeed.com listed more than 38,000 open positions in the US, with job titles, such as Salesforce Developer, Salesforce Business Analyst, and Salesforce Administrator. The shortcoming creates a skills gap that translates into projects that exceed budgets and deliver less functionality than promised. This problem is so common that 80% of Salesforce implementations fail.

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80%

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What You Need

> "Enterprises demand a platform that is a full end-to-end DevOps solution. The system must support the features and functionality required for every stage of the release cycle: plan, create, package, verify, deploy, release and monitor. "

Organizations need to break free from the limitations found with today's tools. Rather than cobble together a series of point solutions, they need an innovative suite built to work together from the ground up. They require a solution that started with a clean slate, one that understands the challenges that companies face today rather than a few years ago. Enterprises demand a platform that is a full end-to-end DevOps solution.

The system must support the features and functionality required for every stage of the release cycle: plan, create, package, verify, deploy, release and monitor. From agile planning all the way to continuous deployment, the system must meet developers where they are in their release journey and lead them to success through increased automation through increased automation and software visibility.

The system must maximize investments in both the Salesforce platform and other tools that they have already bought. By working with existing systems, enterprises reduce investment expenses and increase their ROI.

The solutions should have innovative version control solution, native pipelines, and tons of admin tools to help drive productivity.

The tools need to be flexible. The solution has to work with both Administrators and Citizen Developers. It must feature the controls necessary to manage the full product lifecycle.

The solution meshes with today’s low code/no code environment, where modules are constructed by pointing and clicking rather than coding.

The solutions should have

- Innovative version control solution
- Native pipelines
- Admin tools

With Flosum, Corporations Realize DevOps' Promise

"Flosum is a 100% native suite for release management and integration of the Salesforce.com platform. It allows developers and release managers to manage end-to-end lifecycle from requirements management to deployment to production. "

In essence, organizations desire a complete application development solution. Flosum is a 100% native suite for release management and integration of the Salesforce. com platform. It allows developers and release managers to manage end-to-end lifecycle from requirements management to deployment to production.

The product includes Native Version Control. With it, Flosum helps customers increase development team productivity, speed up release velocity, improve software quality, and adhere to the tightest data security and governance standards.

Flosum is a complete end-to-end solution, including built-in merge tools, version control, continuous deployments, static code analysis, user story management and regression testing solutions. Flosum is completely built on Salesforce, for Salesforce.
Corporations use its in-built features or integrate it with their favorite external tools. As a result, companies gain flexibility. Flosum is fully integrated with GIT but also features its own native version control, built specifically for Salesforce development. Consequently, it streamlines the merging of declarative, programmatic, and complex components.

Corporations extend its functionality as needed. If they must add approval processes, reports, custom fields, they can go right ahead. They can enhance, customize, and change the screen layout. Developers work rather than attend training classes. As a native Salesforce application, Flosum leverages its familiar user interface for all actions (remove actions, workflows, etc.). Any developer who knows Salesforce already understands how to use Flosum.

Flosum includes robust security. It is the only solution that does not require that firms open their IP ranges or provide access to their production systems. As a result, there are no backdoors which plague other systems. Flosum offers the underlying certifications required by financial, healthcare and life science enterprises and federal agencies.

Flosum extends Salesforce's integration capabilities. They integrate with pretty much any other tool, application, or system in the Salesforce ecosystem. The solution results in fast, easy setup, high speed DevOps:

Salesforce DevOps becomes easier:

Create an account in Salesforce and use Flosum.

The solution is complete:

It works out-of-the-box for Salesforce DevOps and beyond.

The system is secure.

All of your interactions with a native solution happen within your Salesforce environment.

Salesforce DevOps is less agonizing:

Automating processes save both effort and time.

Salesforce DevOps becomes faster:

Least amount of time taken by any tool to move changes from dev sandbox to production.

Lower Development Expenses by 95%

By 95%

- Profile and permission comparisons

What do you get? Finally, delivery on DevOps' promise: a world where development is quick and easy.

A development environment where routine tasks are automated, productivity is enhanced, releases are delivered more quickly, and teams become much more productive.

By 90%

- Automated code backup
- Manage change detection
- Complete and contextualize audit trails
- Any to any onbranch comparisons
- Rollback capabilities

These improvements translate directly to the bottom line. The solution improves DevOps performance in about two dozen areas. With Flosum, companies reduce their expenses by $10,000 or more every month. More importantly, they reallocate resources from infrastructure plumbing to business differentiation and become more competitive in their market.

In sum, the Flosum solution is successful because it is built from the ground up with your perspective of what is important in a development project.

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It emphasizes productivity and automation that deliver more bang for your buck. The tool recognizes that technology is a means to an end and not the end itself. It helps your business compete in today’s highly competitive global landscape and enables companies to maximize their DevOps investments, gain competitive advantage, and thrive.