

Why Native Matters?

A solution built in Salesforce, not bolted-on.

With multiple cloud solutions in the market, the line between “native” and “non-native” has become both interchangeable and subject to interpretation. As a truly native Salesforce solution, Flosum delivers the benefits of security, data integrity, ease of use and partnership that has made us the preferred solution of DevOps teams working on the Salesforce platform.

WHAT DOES IT MEAN TO BE NATIVE?



Security

All of your interactions with Flosum happen within your Salesforce environment. Because Flosum is a Salesforce-native application, these interactions are guarded by Salesforce’s security protocols - there’s no need to create additional blacklists or other safeguards. Salesforce’s security protocols also mandate that all native applications get certified and Salesforce will only certify applications that are native to the platform.



Data Integrity

As a Salesforce-native application, Flosum never moves your customer data onto other platforms. With Flosum, you do not have to worry about where your data is — in movement or at rest. A native platform will keep all your data within the Salesforce firewall and not have a backdoor to get access to your data. Everything stays within Salesforce; you maintain total control over and visibility into your data.



Salesforce UI

Your Salesforce development solution should not require developers to either learn an obscure CLI or to make multiple cloud hops to execute deliverables. Flosum has been built from the ground up with the realities of developers in the forefront. That’s why we’ve adopted the Salesforce UX and made it possible to utilize programmatic and declarative language. It’s also why we’ve created a semantic bullet-proofing mechanism that makes it simple to resolve code conflicts.



Partner Category

Partnerships matter when talking about native solutions. OEM partnerships mean that the solutions come bundled with the original Salesforce platform. ISV partnerships mean that the solution is built to function on the Salesforce platform. To put it simply, ISV partnerships are means of selling applications on the AppExchange, while OEM partnerships are built on the Salesforce platform to work in the Salesforce ecosystem. Choosing the right partner is critical to success for any organization.

**Flosum
Compliance Standards**

ASIP Sante HDS, ASP/SaaS, C5 (ISAE 3000), CS Gold Mark, DoD IL4, DoD IL2, FedRAMP (High and Moderate), GDPR, HIPPA, HITRUST, IRAP, IRS 1075, ISMAP, ISO 27001, 27017, 27018, PCU DSS, NIST SP 800-171, NHS DSPT, NEN 7510, PrivacyMark, Privacy Shield, SOC 1,2,3, Salesforce BCRs, TRUSTe APEC Processor Seal, TRUSTe Privacy Verified Seal, UK Cyber Essentials Plus, WCAG 2.1AA

Copado: HIPPA, ISO 27001, 27017, 27018, SOC 1, 2, 3

Gearset: ISO 27001, TLS 1.2, AES-256, HIPPA, GDPR, SOC 1,2,3, PCI DSS Level 1

AutoRABIT: SOC 2, ISO/IEC 27001:2013

	Salesforce Certified Security	Data Integrity	Salesforce UI	Partner Category
Flosum	✓	✓	✓	OEM
Copado			✓	ISV
Gearset				None
AutoRABIT				None

Why Native Matters?

Investing in a native platform is the best choice for any development team and organization. Native solutions provide the security organizations need, the UI developers are used to working on and don't compromise data governance. When these three components line-up, organizations will see reduction of code errors in production resulting in time saved, increased revenues, increased innovation, and increased productivity.

Questions to ask when looking for a native platform?

- Does this solution have native Salesforce security certification?
- Does this solution create a backdoor to my organization's data?
- Does this solution move our data to other platforms?
- Do other platforms/solutions have access to my data?
- Does this solution have the same UI that my users are used to?
- What is this solution provider's status as a Salesforce partner?