



EBOOK

Salesforce Driving Extensibility in Enterprise Work and Project Management:

Integrations Simplify Scalability and Composability
for Bottom Line Profitability

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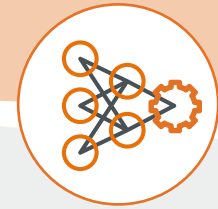


The Landscape of Project Management in Enterprise Organizations

In today's fast-paced and complex business environment, enterprise organizations are facing growing challenges and continuous shifts in their business needs and strategies. Customers expect complex projects and products to be delivered even faster and more efficiently than ever before. The role of project management is also rapidly changing as traditional responsibilities are being distributed across business users and teams. These challenges, combined with the reality of more people working remotely than ever before, including people in leadership and management roles, mean that identifying potential risks, making project-critical decisions, implementing strategy shifts and tracking progress are requiring a new way of thinking about work and project management.

Embracing this evolution and staying current with the changing nature of work is why enterprise organizations need a highly flexible work and project management platform that grows with their business and adapts to their needs.

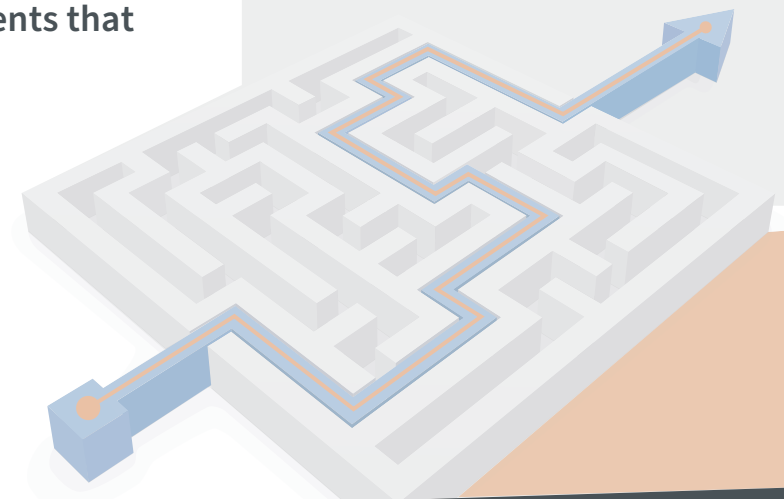
As businesses transform their approaches, they are looking for solutions with greater flexibility—highly adaptable solutions with composable components that enable increased scalability and functionality.



67%

of project managers
believe that the complexity of programs and projects has increased over the past decade.

(KPMG, 2020)



According to PMI,

39%

of failed projects fail because of changes to organizational priorities.

Preventing failure by embracing flexibility and future-thinking can save organizations tens of thousands of dollars.



Centralizing and Orchestrating All Project Related Activities

In enterprise organizations, projects are constantly evolving and require nimble decision-making across business users and stakeholders. **This is where traditional project management solutions often fall short.**

There is a growing demand for solutions that:



Deepen collaboration across enterprise teams



Create opportunities for business users to drive decisions and strategy

Organizations looking to implement a work and project management solution that aligns a distributed project management model should look for a solution that enables next-level collaboration by acting as a central hub for ALL project-related activities across portfolios and can manage the entire lifecycle of work for complex and integrated projects.

Next gen work and project management solutions not only orchestrate but can also be easily scaled and composed to stay relevant and useful when business goals and conditions change and ensure every team, partner, customer and data source are always aligned in real time.



Increasing Demand for Simplified Scalability and Composability

The reality is that the pace of change is faster than ever before and will only continue to accelerate. To stay ahead, enterprise organizations need a highly flexible work and project management solution that adapts to and grows with their business and helps them meet their unique needs, both now and in the future.



Scalability

Enterprise organizations need scalable solutions that enable projects to start and scale rapidly for improved performance and productivity. Solutions that enable this kind of growth-oriented mindset will:

- Allow organizations to pivot as their business goals, strategies and approaches evolve
- Unlock the power of other enterprise applications and analytics and give greater insight and functionality into projects
- Enable teams to work from anywhere, at any time with real-time collaboration and ongoing access to accurate and up-to-date data

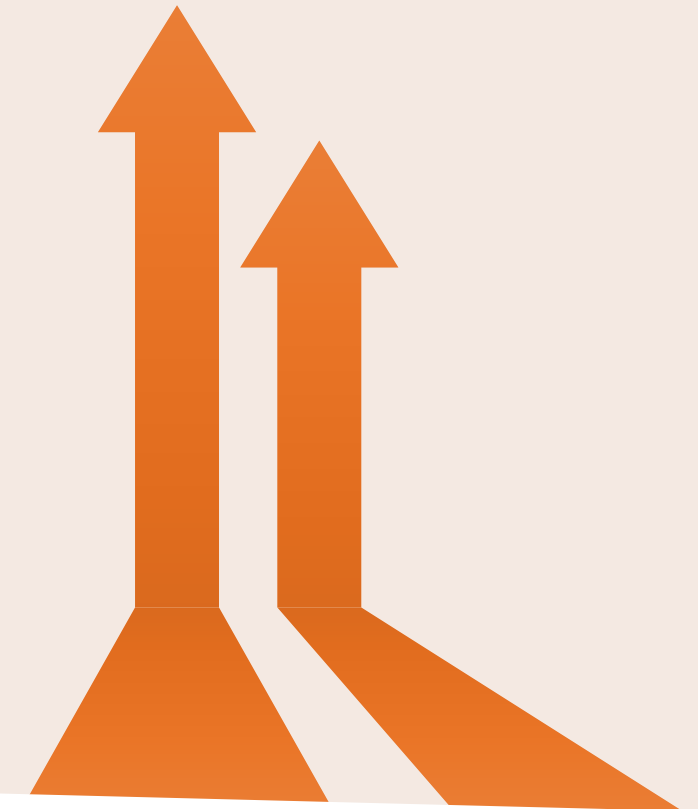




Composability

Enterprise organizations are turning to solutions with composable components that can be easily assembled in a variety of ways to better meet the needs of different business users. Solutions that prioritize this adaptability will:

- Have a flexible framework that can be customized to internal or external business users and customers
- Eliminate the need to spend time and resources on custom solutions and lengthy product development cycles
- Simplify development of role-based interfaces for stakeholders sharing critical project related details of interest
- Provide customizable automations and scripts that can be easily built and rearranged



To achieve true scalability and composability, work and project management solutions will not only have innovative and transformational features and functionality but will also integrate with and extend the value of other industry leading solutions like Salesforce to boost the power and performance throughout the lifecycle of the projects.



Extending the Value of Salesforce

Recognized as the platform as a service (PaaS) market leader, Salesforce digitally interconnects everything a company needs to create a 360-degree customer-centric view. It changes the way organizations do business and has fundamentally shifted the standards for business best practices in many industries.

By integrating their work and project management software with solutions like Salesforce, enterprise organizations can:



Increase Work and Project Management Scalability

With a cloud-based work and project management solution, organizations can connect different teams across the globe and provide up-to-date access to real-time project updates and data. When built on the Salesforce platform, work and project management solutions can go the extra mile by seamlessly integrating with powerful Salesforce applications. This interconnection of capabilities creates unmatched enterprise functionality that is secure and stable to support limitless growth and deeper project insights. Salesforce Communications Cloud, CPQ, Field Service, Tableau CRM, Einstein AI, and Slack are among the powerful Salesforce applications that can be unlocked and integrated with modernized work and project management solutions.



Modify Their Work and Project Management Solution to Work the Way They Want

Using a work and project management solution built on the Salesforce platform provides simplified composability. With a composable work and project management solution, users can easily customize and configure it without having to start from scratch. This simplified approach reduces time spent on custom solution development and lengthy product development cycles that require large IT teams. Plus, to provide deep project visibility to external users and stakeholders with various levels of interests and involvement, leveraging Salesforce Lightning, new user interfaces can be easily created and embedded into custom portals to fit the needs of unique business users and departments. This simplified approach provides an engaging experience that keeps business users informed without requiring them to have access to or expertise in a work management solution.





Achieve Next-Level Communication and Collaboration with Slack

At the end of 2020, Salesforce acquired Slack and since then has begun to roll out **a series of powerful integrations aimed at improving collaboration**. From dedicated deal rooms that bring together team members from all different departments to service “swarms” that help team members discuss complex problems that need a deeper level of cooperation and expertise to solve, these “digital HQs” are proving to be powerful revamps of the way enterprises do business and provide service to their customers.

This integration will also prove to be an important new era for the management of large-scale and complex projects. Combined with conversation solutions like Slack, an enterprise work and project management platform empowers teams to do their best work by providing a next-level collaboration hub and real-time views into work across projects, departments, divisions and business units. With up to date notifications and searchable project tags, this integration drives organization-wide performance improvement by enabling enterprise teams to quickly access and share project updates and identify roadblocks to on time project success.



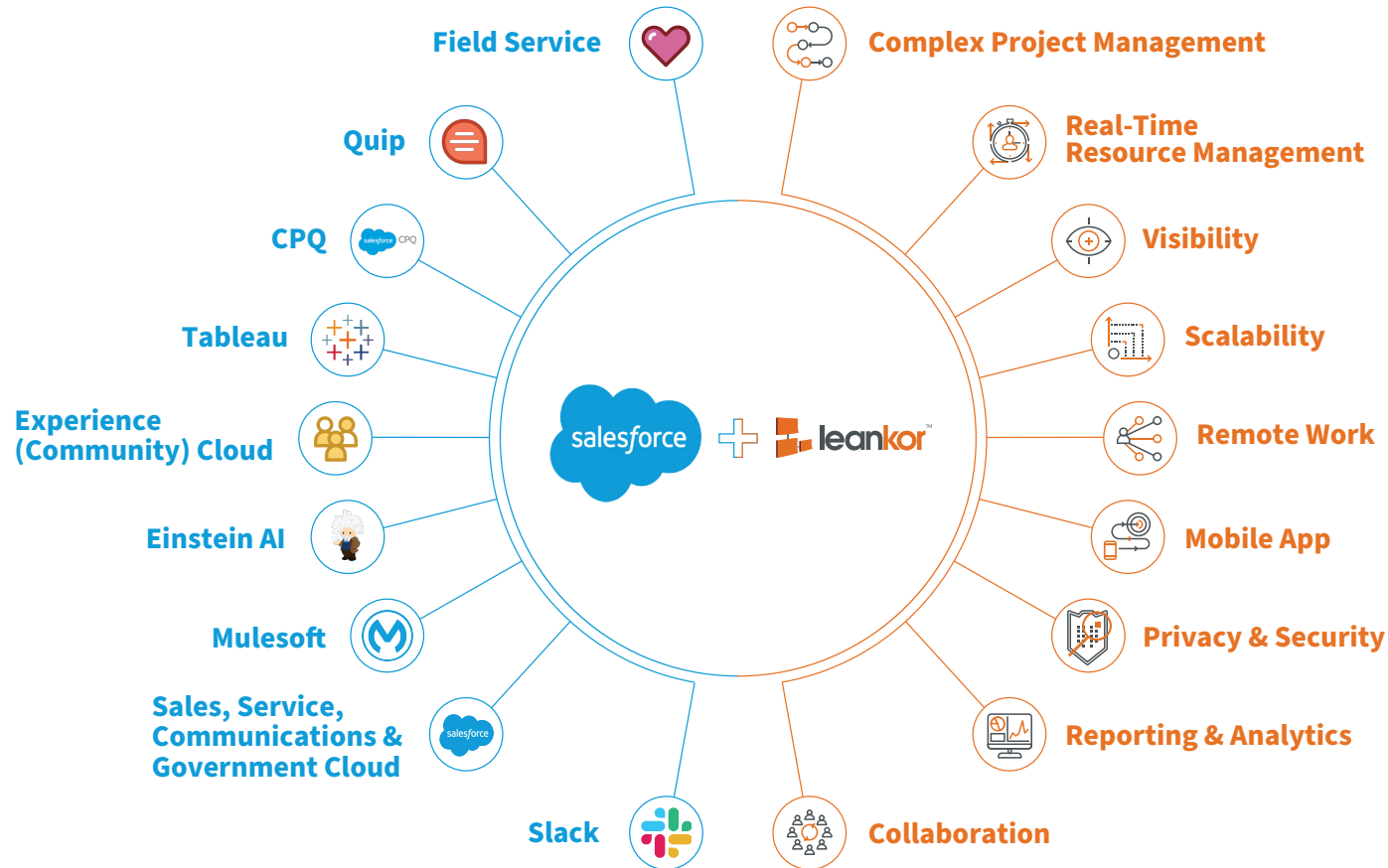
“Composable business is a natural acceleration of the digital business that you live every day. It allows us to deliver the resilience and agility that these interesting times demand.”

- Daryl Plummer
Distinguished VP Analyst,
during the opening keynote
at virtual Gartner® IT
Symposium/Xpo™ 2020.



Simplifying Scalability and Composability with Leankor

Leankor's collaborative and highly visual work and project management solution goes far beyond traditional project management. An orchestrator of large-scale complex projects, it helps organizations address changing business landscapes via transformative features and functionality and extensible and flexible applications that are interchangeable, customizable and work with existing functionalities.



Leankor is a cloud-based solution natively built on the Salesforce platform, meaning that applications like Salesforce Communications CPQ, Field Service, Einstein AI and Slack can be easily unlocked to provide even more insights and scalability.



Perhaps most importantly, **Leankor is highly configurable and composable** — its adaptable framework creates a unique and useful experience for each user while providing a consistent, cohesive platform for the entire organization. This ensures organization-wide alignment when people are socially distanced in home offices or in clusters of teams in regional satellite locations.



Leankor also enables optimal efficiency for organizations that operate with a variety of work methodologies and use hybrid approaches across projects and departments. It allows multiple work styles and methodologies to co-exist, including Kanban, Lean, Agile, Gantt, Waterfall, hybrid, pull-planning and others, adapting and translating for streamlined project and risk management. This results in the ability for organizations to manage work better across disparate teams, with faster outcomes and increased visibility. It also means teams work the way they want from a single system while increasing enterprise efficiency, control and velocity.

With Leankor's transformative and future-focused work and project management solution that is built on the Salesforce platform, enterprise organizations gain a highly scalable, extremely composable solution that improves performance, productivity, security and stability - all while increasing bottom-line profitability.

▶ **Start your transformation today. Request a demo.** ◀



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Leankor is a highly visual work and project management solution built on the Salesforce Cloud. Designed for the enterprise customer, Leankor helps companies execute complex projects at scale. A transformative solution, it links different styles of methodologies and processes, empowering people to work more effectively. Leankor enables teams to organize, manage, collaborate, and deliver better projects, helps decision-makers measure effectiveness and allows companies to deliver quicker revenue cycles. Leveraging the power of Salesforce, it brings together customer, project, and resource data extending the Customer 360 vision. Leankor is used by many of the world's leading brands with focused solutions for industrial enterprises in Manufacturing, Construction, Solar, Energy and B2B Telecom with additional emphasis on R&D and product launches for Biotech and Pharma.

