



## Project Proposal - Web-tool for Salesforce queries and edits

### 1. Introduction

Salesforce is the biggest platform focused on sales, customer service, marketing automation, e-commerce, analytics, and application development. A lot of the applications that consumers and businesses use every day run on top of Salesforce. Salesforce expertise is in high demand.

The core of the Salesforce platform is essentially a relational database that can be queried with a simplified SQL-style language. All Salesforce experts use or have used a free tool called “Workbench” to access Salesforce from their web browser. That tool hasn’t received updates in years and has a fairly aged look and feel. Workbench can be found at <https://workbench.developerforce.com/login.php> and free Salesforce environments for learning can be set up at <https://trailhead.salesforce.com/>

### 2. Project goals

Build a modern replacement for Workbench. Expectation is to support the most important features of Workbench only and make the user experience very simple.

### 3. Technologies

Web frontend should be built using React/Typescript. The stack also needs a backend to secure communication to Salesforce instances and to temporarily store larger downloads. The backend should be built using FastAPI and Python and should run in a container.

The Valo team can introduce the team to the above technologies and also give an introduction to Salesforce and its APIs for the development and testing.

Valo platform gathers information from customer Salesforce environments, and the built Web-tool could integrate with additional insights from the

customer environment. This is an optional extension to the project scope if the team is willing.

#### 4. Requirements for the students

The team would need to have the capability to develop a modern full-stack solution with a great user experience.

#### 5. Legal Issues

Intellectual Property Rights (IPR):

- All IPRs to all Results will be transferred to the Client.

Confidentiality:

- The client will share some confidential information with the students.

#### 6. Client

Valo is a startup established in 2023 with offices in Otaniemi. Valo has an AI solution for administration and security of Salesforce see <https://valo.ai/>

Client representatives are Mika Ståhlberg and Hannu Varjoranta. Both representatives have been clients on the course before and both have also successfully completed the course years ago. The clients and the Valo team are committed to supporting the team on the journey with knowledge and advice. There will be at least one team-building event arranged for the team during the course.

Client representative(s):

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