





Salsa & Salesforce

Part 2: Tips to a Successful Integration

Wednesday, August 26 - 1:00 PM ET

SPEAKERS







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How is Salesforce Integrated With Salsa?



Install Salsa Engage in Salesforce



Integrate Salsa with Salesforce



Map Standard and Custom Fields

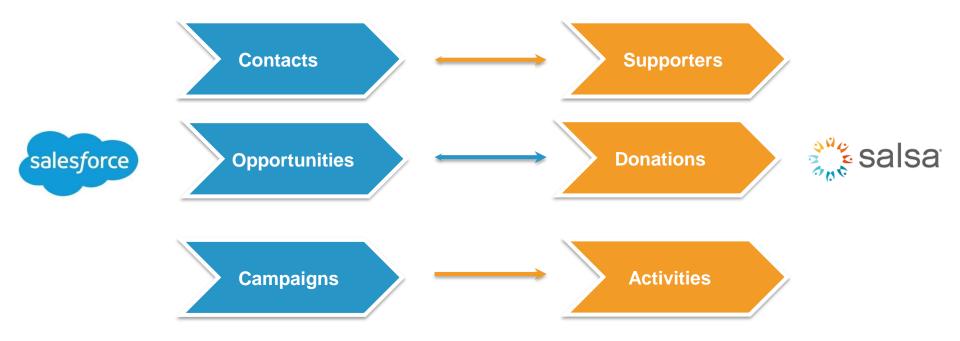


Synchronize data into Standard and Custom Fields



Troubleshooting







Data Synchronization Scenarios









salsa salsa

Data only in Salesforce

- ✓ Salesforce used as CRM
- ✓ Replacement of marketing tools with Salsa

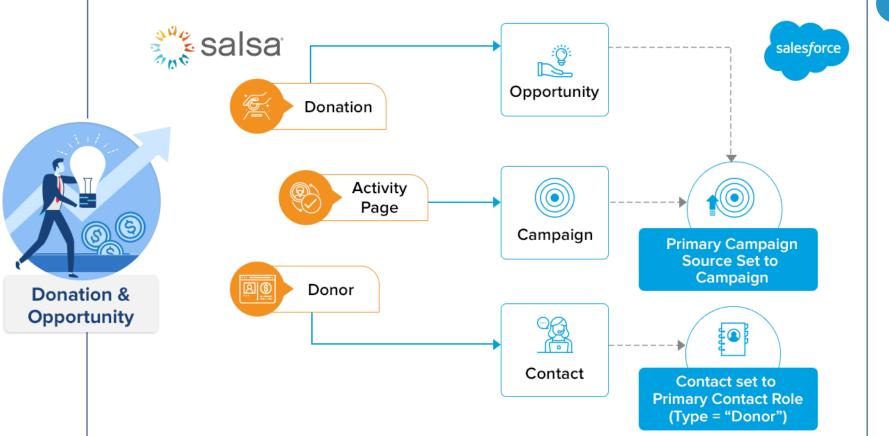
Data only in Salsa

- ✓ Salesforce is not populated with data
- ✓ Salsa in use and has collected data
- **✓** Salesforce account is empty

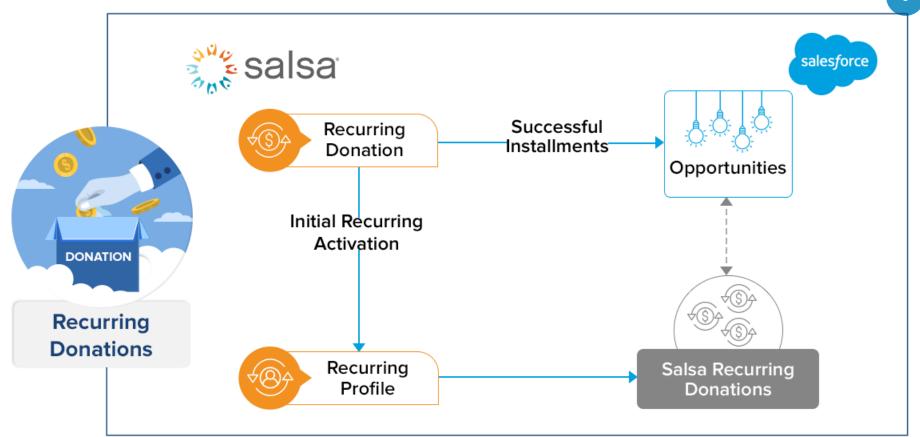
Data in both Salsa & Salesforce

- ✓ Salesforce and Salsa both in use
- ✓ Data in both the platforms need to be equalized

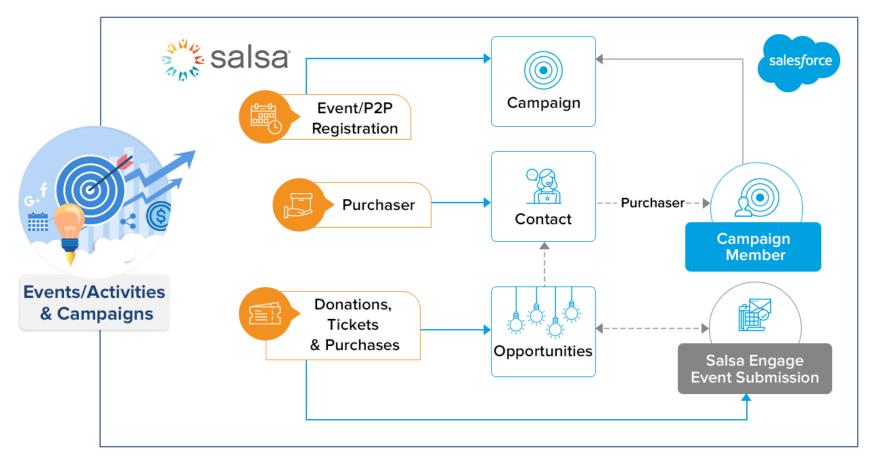






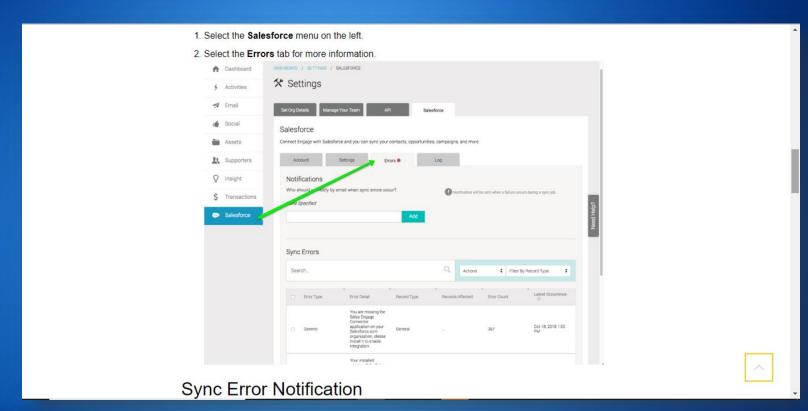








Troubleshooting



Possible Errors During Integration & Solutions

- Engage records not sent to Salesforce
 - ✓ Manually resolve the error in Engage
 - ✓ Resynchronize the records
- Data sent to wrong field
 - ✓ Standardization of values in the field is required in both Salsa and Engage
 - Expected duplicacy error in Salsa/ Salesforce record not sent
 - ✓ Merge the duplicate records
 - ✓ Set contacts to 'Do not sync to Salsa Engage'
- 💧 'Last Name' error in Engage
 - ✓ Disable the suffix and middle name field in contact field mapping in Engage



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