



# Salesforce® Reporting

## Creating Complex Reports and Maximizing Data Accuracy

**Wednesday, September 9 - 1:00 PM ET**

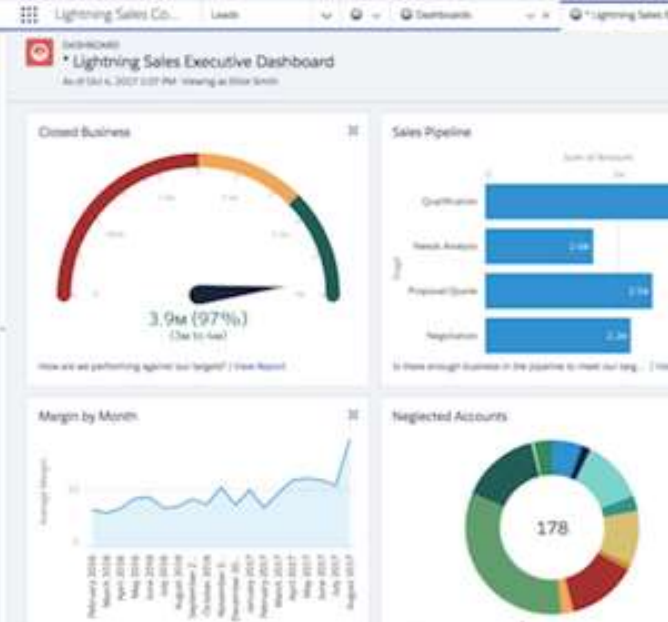
**SPEAKER**

**Neeraj Garg**  
COO, Aplusify



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# Report Concerns



Bad Data



Decentralized Information



Data Visualization



# Bad Data



Accuracy



Validity



Completeness



Consistency



Uniqueness



# How Do We Get Bad Data?



**Improper  
Data  
Management**



**Data  
Migration Issues**



**Lack of  
User Training**

# Decentralized Information

Decreased Customer Satisfaction



Incorrect Analytics



Lack of Information



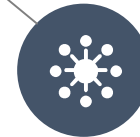
Productivity Loss



Report Error



Impacts User  
Engagement



Scattered Data



# Data Visualization

“A problem visualized is a problem halved.”



## Organize

Sessions with stakeholders to understand what's needed



## Translate

Needs to create clear requirements

# Recommendations



## Training

Develop a culture of clean data in your organization by educating and training users.



## Team

Dedicate a data management team to audit data and to implement data hygiene policies.



## Integration

Integrate silo systems to have holistic view of data.



## Discovery

Conduct discovery sessions with users to understand their needs that will lead to usable reports and dashboards

# Contact Us

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