

# Salesforce Classic to Lightning: It Doesn't Have to be Painful

Thursday, December 2 - 1:00 PM ET

SPEAKER

**Neeraj Garg**  
COO, Aplusify



# Benefits of Lightning



01

Uplifting User  
Experience to  
Greater  
Heights

02

Lightning Fast  
App  
Development  
due to  
component  
based  
architecture

03

Enhanced  
security using  
Locker  
Architecture

04

Optimized  
Sales Process  
using Path

05

Effortless Third  
Party  
Integrations

# How to Transition

---

**01**

## Discover Phase

Learn the Benefits and Start Your Lightning Experience Transition

**02**

## Roll Out Phase

With your rollout plan get ready to Launch Lightning Experience

**03**

## Optimize Phase

Keep an eye on adoption rates and make Lightning Experience Stick

# Discovery Phase

---

Evaluate Lightning  
Benefits and Readiness

---

Buy in from  
stakeholders



Plan  
Roll out

# Evaluate Benefits and Readiness

---



## How does change benefit your company?



Show how moving to Lightning can impact your business goals



## What work is required to prepare for change?

Analyze how well-prepared your org is for the transition to Lightning Experience



## How much will it cost?

Get a detailed budget of the entire process of transition



# Plan Your Rollout



Make a roll out plan

01



Plan roll out in phases

02

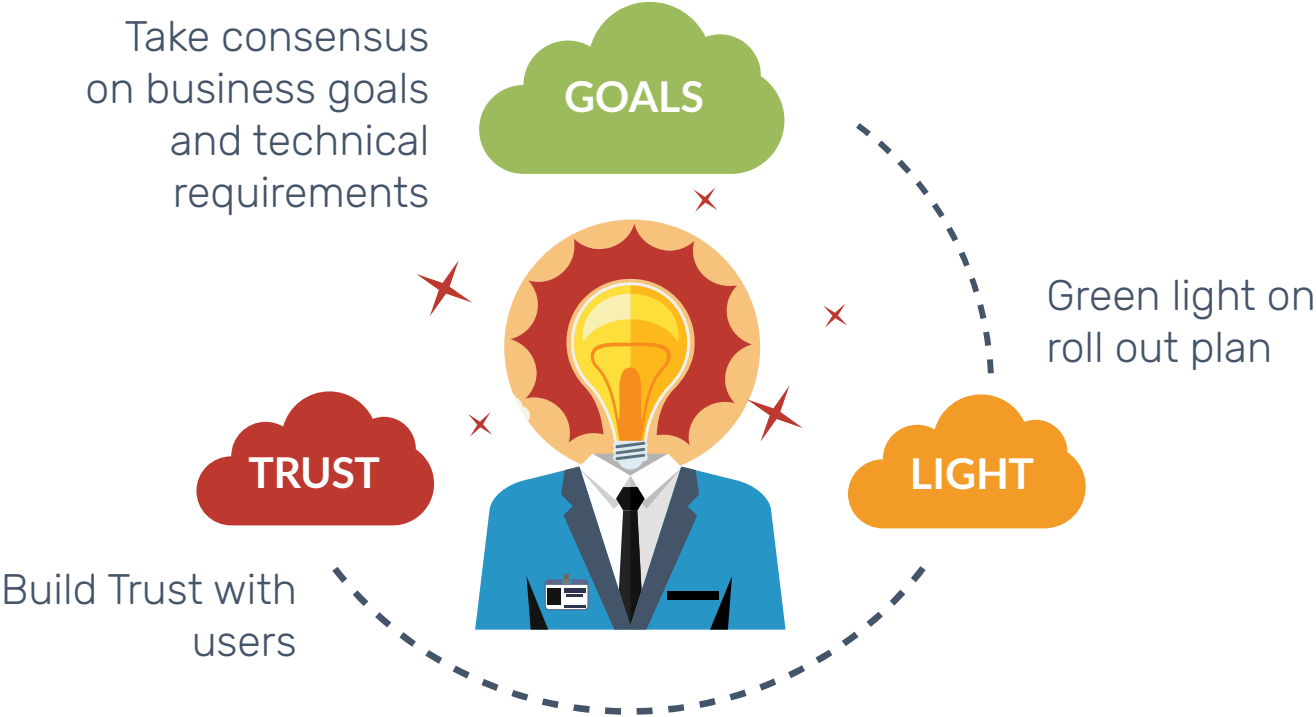


Strategize for moving users to new interface

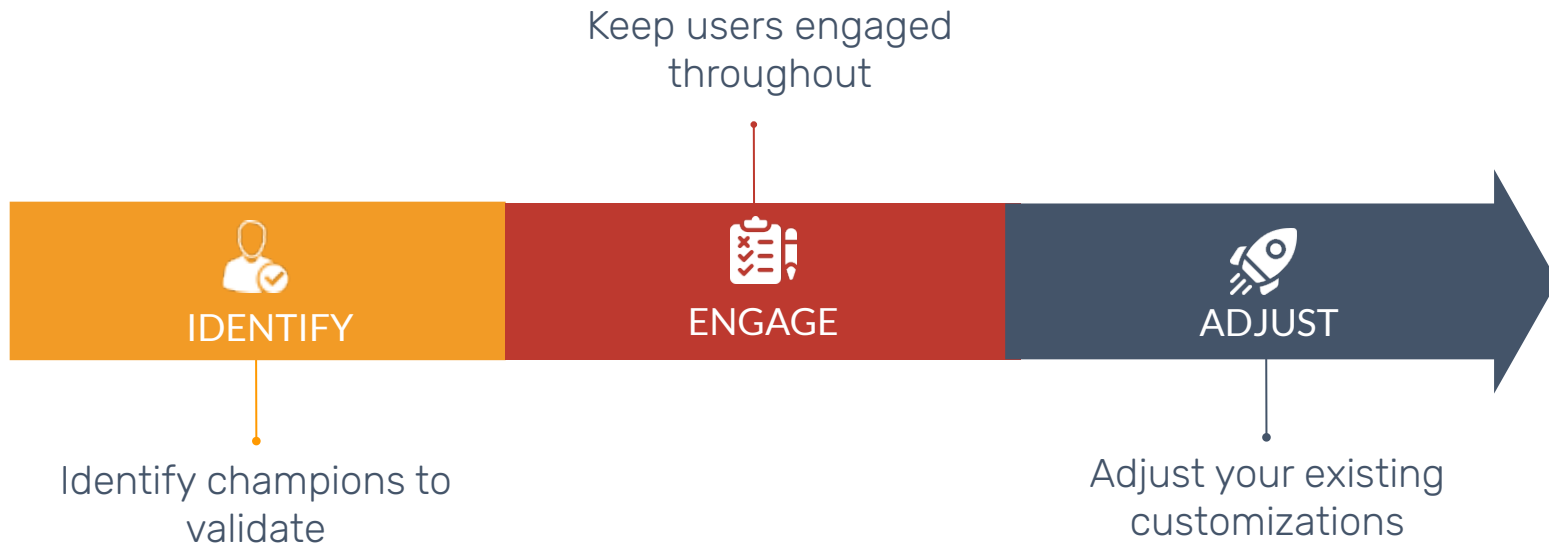
03



# Buy in from Stakeholders

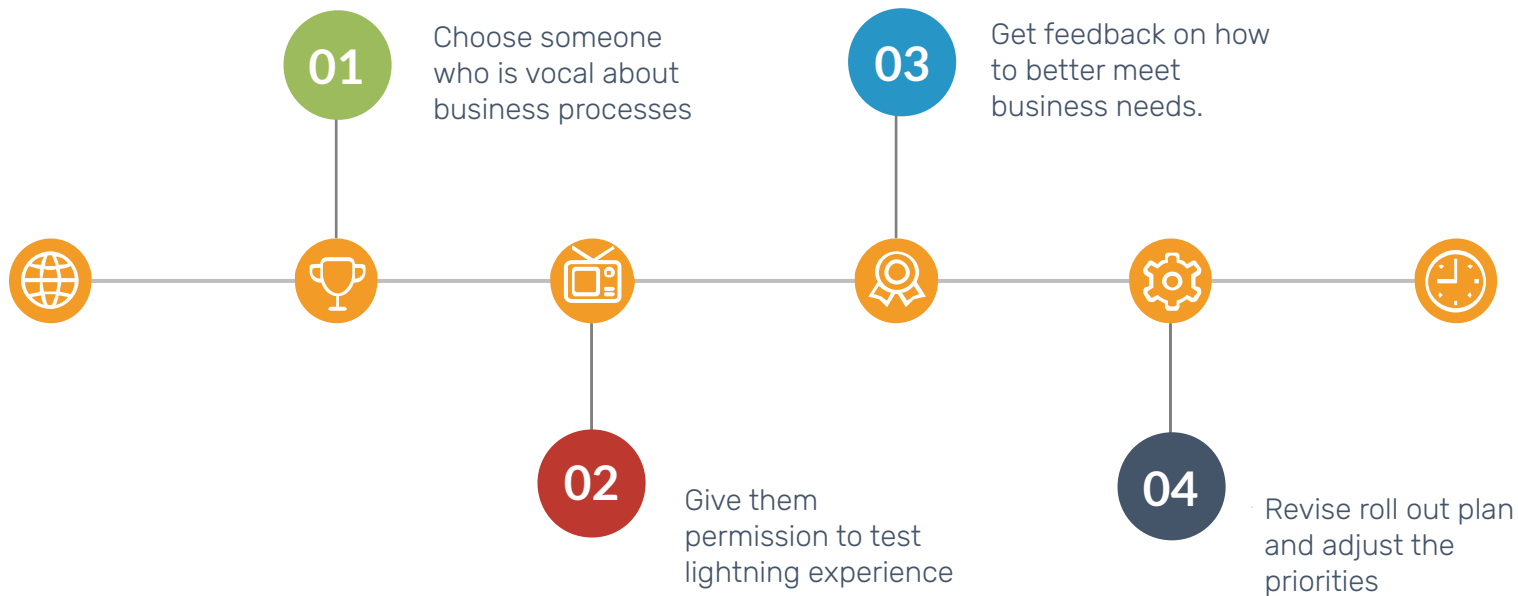


# Roll out Phase





# Identify Champions



# Keep Users Engaged

Users aren't always receptive to change so focus to win hearts with [communication](#), [collaboration](#), [training](#), and [marketing](#)



Create a forum to keep users updated about the changes



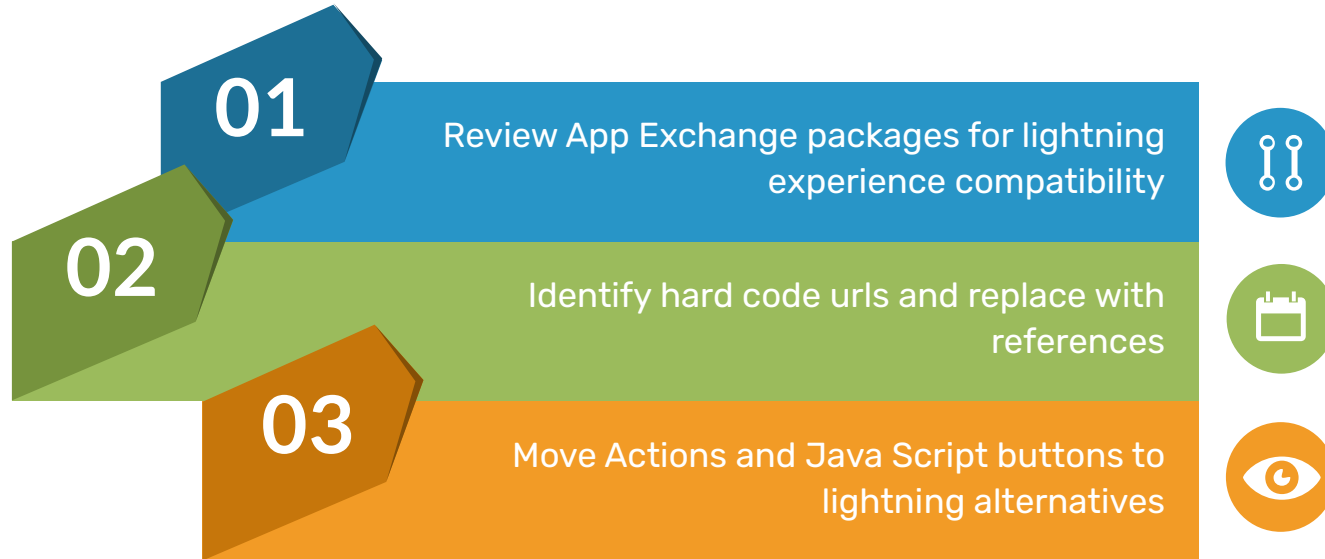
Run campaign to promote lightning experience



Train users by telling them what's best for them

# Customizations

---



# Optimize Phase

---



# Contact Us

Aplusify – Your Extended Salesforce Team



## Address

Aplusify  
12410 Milestone Center Drive  
Suite 600  
Germantown, MD 20876

## Phone & Email

888-683-8281  
wecare@Aplusify.com

## Social Media

[Facebook.com/aplusify](https://www.facebook.com/aplusify)  
[Twitter.com/aplusifyllc](https://twitter.com/aplusifyllc)  
[Linkedin.com/company/aplusify](https://www.linkedin.com/company/aplusify)