

Syracuse Trailblazers

February 9
2024



Spring 24



This presentation has not been created by Salesforce, Inc but is based on forward looking statements.

Statement under the Private Securities Litigation Reform Act of 1995:

This presentation may contain forward-looking statements that involve risks, uncertainties, and assumptions. If any such uncertainties materialize or if any of the assumptions proves incorrect, the results of salesforce.com, inc. could differ materially from the results expressed or implied by the forward-looking statements we make. All statements other than statements of historical fact could be deemed forward-looking, including any projections of product or service availability, subscriber growth, earnings, revenues, or other financial items and any statements regarding strategies or plans of management for future operations, statements of belief, any statements concerning new, planned, or upgraded services or technology developments and customer contracts or use of our services.

The risks and uncertainties referred to above include – but are not limited to – risks associated with developing and delivering new functionality for our service, new products and services, our new business model, our past operating losses, possible fluctuations in our operating results and rate of growth, interruptions or delays in our Web hosting, breach of our security measures, the outcome of any litigation, risks associated with completed and any possible mergers and acquisitions, the immature market in which we operate, our relatively limited operating history, our ability to expand, retain, and motivate our employees and manage our growth, new releases of our service and successful customer deployment, our limited history reselling non-salesforce.com products, and utilization and selling to larger enterprise customers. Further information on potential factors that could affect the financial results of salesforce.com, inc. is included in our annual report on Form 10-K for the most recent fiscal year and in our quarterly report on Form 10-Q for the most recent fiscal quarter. These documents and others containing important disclosures are available on the SEC Filings section of the Investor Information section of our Web site.

Any unreleased services or features referenced in this or other presentations, press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase our services should make the purchase decisions based upon features that are currently available. Salesforce.com, inc. assumes no obligation and does not intend to update these forward-looking statements.



Spring 24



Trailblazer
COMMUNITY GROUPS



Platform
Lightning
Flows
Development



Spring 24



Release Notes

- https://help.salesforce.com/s/articleView?id=release-notes.salesforce_release_notes.htm&release=248&type=5

Trailhead

- <https://trailhead.salesforce.com/content/learn/modules/spring-24-release-highlights>



Spring 24



New Certification

- Marketing Associate
- Entry level exam
- 6 months experience with Marketing Cloud



<https://trailhead.salesforce.com/en/credentials/marketingassociate>

Platform



Multi-Configuration SAML Framework required

- Older orgs used to only support one single-configuration SAML framework
- Only a problem if you see this in Release Updates in setup
- Migrate before your SSO breaks
- Enforced in Summer 24 release

MFA will merely annoy you into compliance instead of forcing it

- MFA is required for all UI logins
- Instead of outright blocking you from logging in, in Summer 24, you'll get an in app guidance notification instead

API Only Minimum Permission Profile

- Remember the “Salesforce API Only System Integrations” standard profile that was rolled out a few releases ago?
- That profile had a few more permissions than it really needed. Oops.
- “Minimum Access - API Only Integrations” should be used instead. Don't use the other one.



https://help.salesforce.com/s/articleView?id=release-notes.rn_security_saml_release_update.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_general_mfa_requirement.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_api_new_user_profile.htm&release=248&type=5

Platform



No Downtime for core releases

- Starting with Summer 24, no more “5 minute outage” for major releases
- But users will need to login again
- Only applies to Hyperforce instances

New Setup Domain

- Setup pages are now being hosted on *.salesforce-setup.com
- Check your firewall rules if your traffic is heavily locked down

Salesforce native Backup & Restore

- Now supports backing up files and attachments
- Can initiate delta backups on demand



https://help.salesforce.com/s/articleView?id=release-notes.rn_general_release_no_downtime.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_general_allow_setup_domain.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_backup_restore_files_attachments.htm&release=248&type=5

Platform



Event Log File Browser (Beta, Demo)

- Download event monitoring logs right from setup
- Requires Shield or Event Monitoring Add On

Event Log Files
Explore and download event log file data.

Start Date: [Calendar icon] End Date: [Calendar icon] Event Type: All Interval: All **Apply**

8 events • Sorted by Log Date

Event Lo...	Event Type	Log Da...	Log File L...	Sequence	Interval	
0ATRM00000...	Aura Request	December 01,...	45	0	Daily	
0ATRM00000...	Flow Execution	December 01,...	0	0		Download as CSV File
0ATRM00000...	Lightning Inte...	December 01,...	20	0	Daily	
0ATRM00000...	Lightning Log...	December 01,...	1	0	Daily	
0ATRM00000...	Lightning Pag...	December 01,...	3	0	Daily	
0ATRM00000...	Lightning Perf...	December 01,...	13	0	Daily	



https://help.salesforce.com/s/articleView?id=release-notes.rn_security_em_elf_browser.htm&release=248&type=5

Lightning

Add fields from related (lookup) objects with dynamic forms (Demo)

- No need to create formula fields to see data from the parent record
- See Account field values on an Opportunity page
- These fields are not available on list views or reports, just the lightning page

API Name now shows on dynamic forms (Demo)

- You see the label and the API name
- Great if you do horrible things like multiple fields with the same label
- Also helpful to know which fields go to a parent object, because parent/child sometimes share labels



https://help.salesforce.com/s/articleView?id=release-notes.rn_lab_dynamic_forms_crossobject_fields.htm&release=248&type=5
https://help.salesforce.com/s/articleView?id=release-notes.rn_lab_dynamic_forms_new_fields.htm&release=248&type=5

Lightning



Required Field widget (Demo)

- Just a little notice on the create screen
- Doesn't know about validation rules, just required fields at the field/page level

Multi-select Picklists (Demo)

- Do you like multi-select picklists?
- Go ahead and create one

See which Flows are using an Email Alert (Demo)

- Email alerts have moved from workflows/process builder into Flows
- See what is used where



https://help.salesforce.com/s/articleView?id=release-notes.rn_fields_msp_confirmation_msg.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_customization_general_df_legend.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_automate_flow_builder_quickly_identify_flows_using_email_alerts.htm&release=248&type=5



Lightning

Rearrange Multiple Report Columns at Once (Demo)

- Select or Command/Control click columns and drag them
- Drag to a column or drag up/down the list
- They all move as a big block, even if they weren't next to each other

Seller Home

- New default home page for Sales app
- Appears automatically unless you set a custom home page
- Not available in developer edition



https://help.salesforce.com/s/articleView?id=release-notes.rn_rd_reports_columns_drag.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_sales_features_core_seller_home.htm&release=248&type=5

Lightning



Trailblazer
COMMUNITY GROUPS

The screenshot shows the Salesforce Seller Home dashboard. At the top, there is a search bar and navigation icons. Below the navigation bar, the dashboard is titled "Seller Home" with a greeting: "Good morning, Admin User. Let's get selling!".

The dashboard is divided into two rows of widgets:

- Close Deals:** A circular gauge showing a total pipeline of \$2.2M. It includes three data points: \$2.1M Open, \$45K Won, and \$90K Lost. A "View Opportunities" button is at the bottom.
- Plan My Accounts:** A circular gauge showing 117 accounts. It includes three data points: 14 Upcoming Activity, 4 Past Activity, and 99 No Activity. A "View Accounts" button is at the bottom.
- Build Relationships:** A circular gauge showing 14 contacts. It includes three data points: 3 Upcoming Activity, 6 Past Activity, and 5 No Activity. A "View Contacts" button is at the bottom.
- Build Pipeline:** A circular gauge showing 202 leads. It includes three data points: 52 Upcoming Activity, 0 Past Activity, and 150 No Activity. A "View Leads" button is at the bottom.
- Contact Suggestions:** A text-based widget stating: "We're scouring your data for contacts! Suggestions will appear here as we find them in your events and emails." It features a network diagram icon.
- Monthly Goals:** A widget with three progress bars: "Meetings Scheduled" (7 of 100), "Calls Made" (12 of 50), and "Emails Sent" (71 of 200).
- Today's Events:** A list of events: "11:45 AM Status Update (11/28/2023 12:45 PM)", "1:30 PM Deal Review (11/28/2023 2:30 PM)", and "4:00 PM Prospecting Block (11/28/2023 5:00 PM)". A "View Calendar" button is at the bottom.
- My Tasks:** A list of tasks with due dates: "To Do's from call with Sam (Nov 7)", "Other (Nov 8)", and three "Send Automated Email, V1 A..." tasks (all Nov 10). A "View All" button is at the bottom.
- Recent Records:** A list of records: "Admin User", "Ultra Cool Contact", "Sales Engagement Sample Dashboard", "Lopez Francis", and "Peter Holnick". A "View All" button is at the bottom.



Flow

Repeater Element (Beta, Demo)

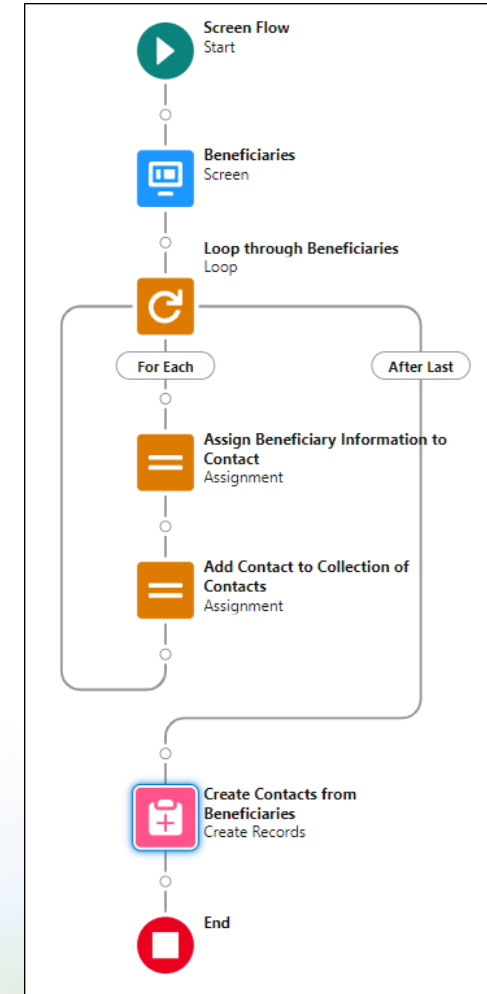
- Create an input where the user can specify multiple entries
- Access all of the entries as a collection variable and use loops

Run As Workflow User

- Flows can listen and respond to platform events
- Choose to run the flow as the user who triggered the flow or as the default workflow user

Trigger Flows from Activity Insights

- Fire off a flow based on Einstein Activity Capture or Einstein Conversation Insights events
- Access the data in these as well
- Included with UI. Add-on for Pro/EE editions



Developer



ANT is EOL

- The Ant migration tool is now retired
- Continues to function but no more updates and isn't supported
- Switch to SF CLI

Null Coalescing Operator

- Use ?? To return the left hand argument if the left hand is not null, otherwise return right
- A ?? B returns A if it is NOT null. If A is null, returns B.

ApexGuru Insights is GA

- Code and SOQL analysis, showing problem areas, high CPU usage and unused code using AI
- Enable in Scale Center
- Available for UE and Signature Success



https://help.salesforce.com/s/articleView?id=release-notes.rn_deployment_ant_migration_tool_eol.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_apex_NullCoalescingOper.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_scale_center.htm&release=248&type=5

Developer



Workspace API

- Now available for LWCs
- Open and close tabs, subtabs, set focus, refresh

Mobile Document Scan

- DocumentScannerAPI to scan documents with LWCs
- Uses the device's camera and OCR
- Only available for mobile devices, not desktop

Create and Extract Zip Files in Apex (Developer Preview)

- Compress and decompress files inside Apex
- Create multi-file archives



https://help.salesforce.com/s/articleView?id=release-notes.rn_lwc_workspaceAPI.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_lwc_scan_documents_on_mobile_device.htm&release=248&type=5

https://help.salesforce.com/s/articleView?id=release-notes.rn_apex_compression.htm&release=248&type=5



Additional Interesting Items

Bulk API chunking reduced on failure

- https://help.salesforce.com/s/articleView?id=release-notes.rn_api_bulk_2.htm&release=248&type=5

Workbench isn't supported warning

- https://help.salesforce.com/s/articleView?id=release-notes.rn_tools_workbench.htm&release=248&type=5

Improvements to Email to Case

- https://help.salesforce.com/s/articleView?id=release-notes.rn_emailtocase_improvements.htm&release=248&type=5

Change Report Filter Field without Deleting

- https://help.salesforce.com/s/articleView?id=release-notes.rn_rd_reports_update_fields_in_filters.htm&release=248&type=5

Einstein Search on by Default

- https://help.salesforce.com/s/articleView?id=release-notes.rn_search_EnableSearch.htm&release=248&type=5

Use Picklists, groups and queues in User Access Policies (Beta)

- https://help.salesforce.com/s/articleView?id=release-notes.rn_permissions_uap_criteria.htm&release=248&type=5





Additional Interesting Items

Unlimited Paused and Waiting Flows

- https://help.salesforce.com/s/articleView?id=release-notes.rn_automate_flow_mgmt_remove_paused_interview_limit.htm&release=248&type=5

API Users Can Avoid Updating Their Most Recent Used Items List

- https://help.salesforce.com/s/articleView?id=release-notes.rn_customization_general_no_mru_updates.htm&release=248&type=5

Uncaught Exceptions in Platform Event Triggers Now Logged

- https://help.salesforce.com/s/articleView?id=release-notes.rn_messaging_platform_events_exception_log.htm&release=248&type=5

Dashboard Filters Increased to Five

- https://help.salesforce.com/s/articleView?id=release-notes.rn_rd_dashboards_5_filters.htm&release=248&type=5

Rich Text and Images in Dashboards for All Editions

- https://help.salesforce.com/s/articleView?id=release-notes.rn_rd_dashboards_image_text.htm&release=248&type=5

Filter Report Types by Field

- https://help.salesforce.com/s/articleView?id=release-notes.rn_rd_reports_filter_by_report_type.htm&release=248&type=5



Thank You For Coming!



Download the slides

- https://syracusedevelopers.com/meetings/202402/SyrDevs_2024-02.pdf

