Track 2 Factsheet
(Salesforce admins & architects)

10 things we find in 9 out of 10 Salesforce orgs

If you recognise more than three, it's time to measure instead of guess

Nine out of ten orgs we scan carry the same handful of issues. The question is where they create risk, and what should be fixed first. The question is where it creates risk, and what should be fixed first. These are the findings the Nextview OrgScan turns up again and again. Count how many you recognise.

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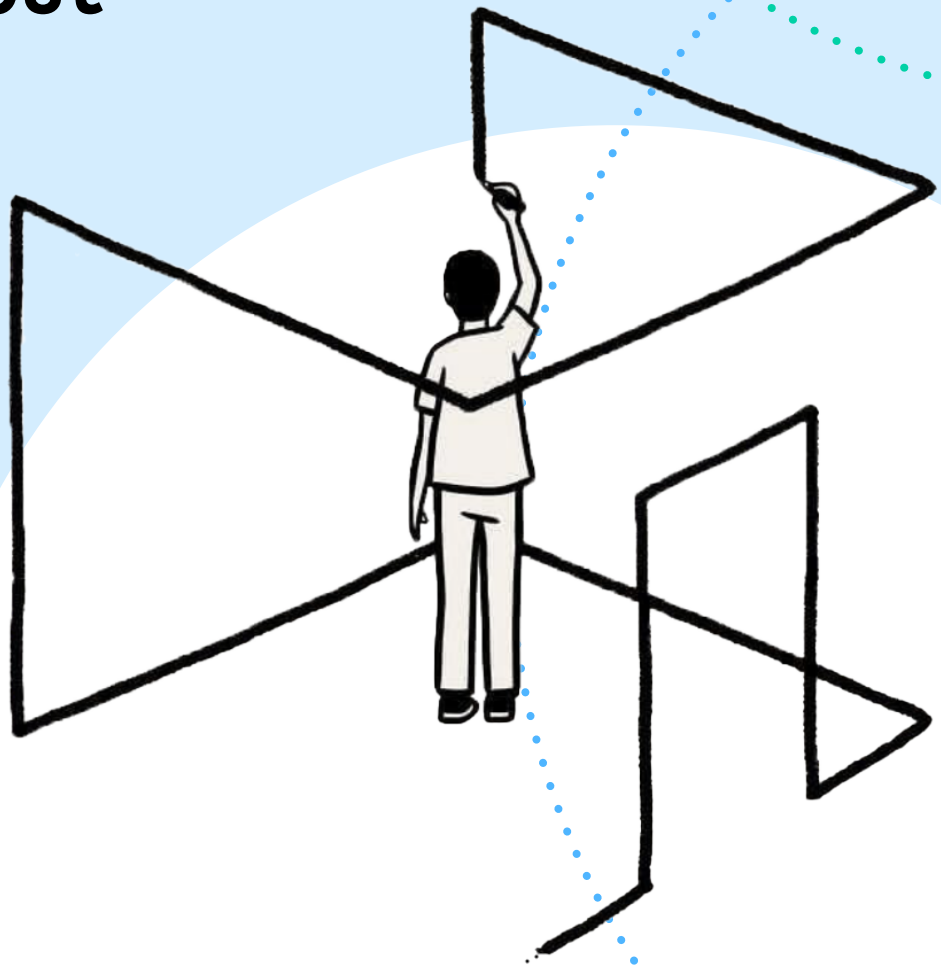
The OrgScan is performed by Nextview specialists, combining scan data with Salesforce architecture expertise — so you get not just the findings, but what to do about them.



1 Connected apps that authorise themselves

Dozens of apps set to self-authorise instead of admin-approved. Every one widens your attack surface.

Risk: High — security

2 Apex vulnerable to SOQL injection

A few unguarded queries are all it takes for data to leak. Easy to miss in a code review, expensive to discover the hard way.

Risk: High — security

3 Hundreds of Apex classes on outdated API versio

They still run — until a release changes behaviour underneath them. Silent debt that compounds.

Risk: Medium — stability

4 Missing clickjack and HttpOnly protections

Standard hardening that quietly never got switched on, leaving you exposed to phishing and session hijacking.

Risk: High — security

5 Out-of-date, unreviewed or deprecated packages

Old packages that no longer get security updates, some never security-reviewed at all. Prime candidates for removal — if you know they're there

Risk: Medium–High — security & performance

6 "Ghost fields" — custom fields nobody fills in

One object with 267 custom fields, dozens at 0% population over the last year. Leftovers from integrations long gone

Risk: Low — performance & adoption

7 Legacy automation hiding in the corners

Most of your automation moved to Flow years ago — but the last few Workflow Rules and Process Builder processes still mess with your order of execution

Risk: Medium — maintainability

8 Flows nobody documented

In-app documentation thin to non-existent. The flow works, until the person who built it leaves.

Risk: Medium — maintainability

9 Data piling up where you're not looking

Heavy storage in Chatter feeds and custom objects, often with no clear rationale for why it's structured the way it is.

Risk: Low–Medium — cost & performance

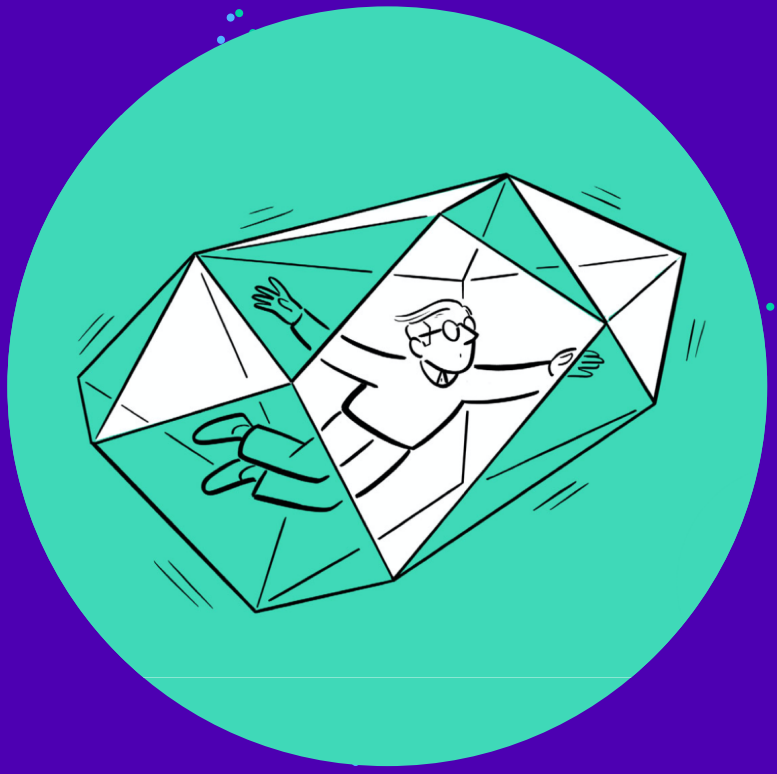
10 Thousands of issues — and no way to prioritise

A typical scan flags ~9,000 items. Roughly 90 are high-severity. A handful are quick wins. Without a severity-vs-effort view, you're either firefighting or frozen.

Risk: The real one — you can't act on what you can't rank

What you receive

1. A clear view of security exposure
2. Technical debt ranked by impact
3. AI readiness signals for Agentforce
4. Quick wins separated from roadmap items
5. A report out that business and Salesforce teams can use together



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Recognise more than three?

You're not guessing wrong — you're just guessing. The first OrgScan is free. Your admin grants access in minutes. Nextview returns a prioritised view of your org, ranked by severity and effort, within days.

Request your Org Scan → https://nextviewconsulting.com/nextview-advantage