

# Lightning Factory

## powered by Salesforce

### A digital approach to becoming Lightning ready, the next generation of Salesforce

**Salesforce Lightning is a completely re-imagined user experience built on top of the Force.com platform. Deloitte is helping clients become Lightning ready by simplifying transitions so they can maintain their momentum and investments in Salesforce.**

Lightning by Salesforce is a collection of tools and technologies with a modern user experience designed to help organizations sell faster and smarter. The next generation intelligent customer relationship management (CRM) application includes multiple continuously evolving offerings.

Key examples are:

- **Lightning Component Framework** supporting component based development
- **Lightning Connect** supporting point and click access to external data
- **Lightning Bolt** speeding development with pre-assembled and pre-configured solutions for specific vertical or use cases
- **Lightning Design System** delivering pixel perfect applications
- **Lightning Process Builder** creating processes using visual layout

#### Salesforce Lightning Capabilities

Businesses need	Adaptability	Better productivity	Easy user interface
Lightning provides	Reliable new features	50% faster design time	Responsive apps

### Re-imagining the customer engagement experience

Deloitte is a leader in driving digital transformation using the Salesforce platform. Deloitte's Global Delivery centers and Lightning experience helps clients realize the value from transitioning to Lightning with our high-touch approach. We empower our clients to re-imagine how they connect and engage with their customers.

Deloitte's deep Salesforce experience includes:

- 🧬 Creative firepower to address complex problems in new ways. Our Digital DNA includes innovative ideas from creative talent and digital technologies, globally.
- 🛠️ Delivery excellence that offers a tailored, strategic experience based on industry-specific methods, tools, and accelerators to help implement Salesforce solutions with less risk and better outcomes.
- ⚡ Lightning experience with awards and recognition for our agile methodology, proprietary project management tools, quick iterations, and unmatched capabilities implementing Salesforce Lightning projects across the globe.
- 🔧 Artful engineering that can deliver whole solutions with mobile apps, digital experience, interactive apps, and effective data integration. Deloitte's operational scale includes 1000+ experienced Salesforce practitioners across the globe and Salesforce Delivery Centers in India, US, and Mexico.

## Accelerating the move to Lightning

Deloitte professionals are skilled in guiding organizations through the Salesforce Lightning transition process. We engage and collaborate with clients, using demonstrations and in-person training as needed. Our Salesforce practitioners assist clients to create the roadmap for lightning transition through a demonstrated discovery process followed by the actual implementation and help clients drive adoption through a meticulously executed change management process. Our iterative, customer focused, outcome driven lightning transition approach has four key steps:

- **Discovery** to perform the lightning readiness assessment and apply the assessment results to create a value based, risk mitigated, mobile optimized phased release strategy for lightning migration
- **Release Planning** to determine goals, features, high-level user stories, dependencies, and risks for development
- **Release Build** to develop, test, and release features/user stories as scheduled and drive outcomes
- **Change Management** to develop, review, and deploy training material for future releases, and ease the transition process for all stakeholders with townhalls, roadshows, and post launch communications

Deloitte's Lightning accelerators speed transition with new features that help clients engage deeply with their customers and build unique relationships through an unparalleled customer experience.

Deloitte has several accelerators to help our clients transition to Lightning, these include:

- **Lightning Evaluator** to analyze your Classic organization and provide recommendations on transformation readiness and additional customization efforts.



**Lightning Transformer** to help convert existing Visualforce pages to an enhanced visualization and responsive user interface through LDS.



**Lightning Aura Gen**, Deloitte's revolutionary lightweight accelerator, to expedite post transition efforts to build custom Visualforce and Aura pages.



**Lightning Cozone**, a comprehensive and collaborative platform for hosting various reusable Lightning assets



**ChangeScout**, Deloitte's integrated platform mitigates traditional challenges of managing change through spreadsheets, bringing all change activities onto a single platform

Our Lightning transition approach leverages Deloitte's demonstrated hybrid delivery methodology. Deloitte's breadth of experience in Salesforce provides a unique ability to carefully assess our client's existing organization and then plan and execute a delivery approach to engage with stakeholders throughout the process. Deloitte's goal is to guide our clients throughout the transformation process and engage and collaborate with them to deliver on their CRM strategy.

For more information, please visit [www.deloitte.com/salesforcelightning](http://www.deloitte.com/salesforcelightning) or contact:

**Pradeep Kamat**  
[prakamat@deloitte.com](mailto:prakamat@deloitte.com)

**Soumendra Mohapatra**  
[soumemohapatra@deloitte.com](mailto:soumemohapatra@deloitte.com)

As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.