

ADC On-Demand

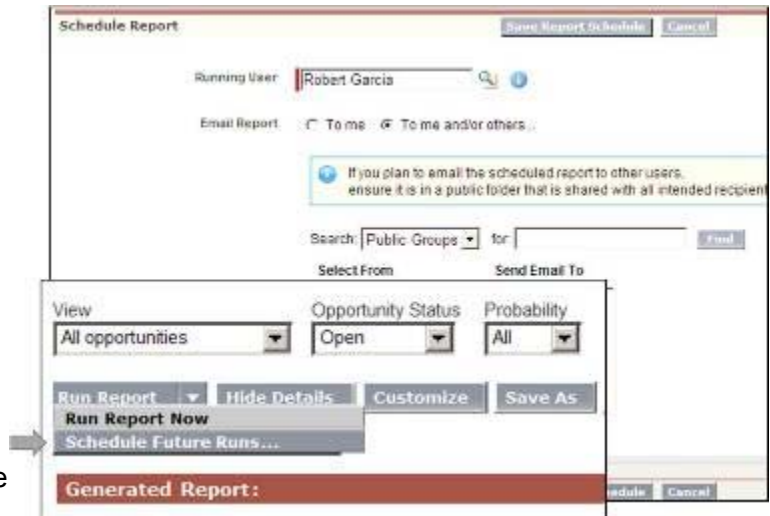
In our ongoing attempt to be your #1 Salesforce.com resource, American Data Company has compiled a brief overview of the new features available in the Winter '09 update for our valued clients and friends. Scheduled for release on October 3-11 ([view full release schedule](#)), the update contains many new and exciting features.

Here are some of the highlights:

Schedule and Email Reports

Tired of logging in, sifting through all those reports, exporting or printing them out, and handing them to your boss every Monday morning? (Sounds like somebody has a case of the Mondays!) With Schedule and Email Reports, you can eliminate all those steps and just set up schedules and have reports emailed straight to any user.

After selecting a report, simply choose "Schedule Future Runs" from the "Run Report" button, select report recipients, then schedule the report to be sent when you need it!



Salesforce CRM Content for Google Docs

Have you ever downloaded a .docx file from Salesforce Content only to find that you can't open it? With Winter '09, Salesforce Content can -- upon upload -- convert all major file types into Google formats that anyone can open. Quickly share content with your colleagues, and provide a convenient location for finding documents, regardless of where it was created or what format it was created in.

Additionally, you can create new documents in Google Apps directly from Salesforce CRM Content, then track use and review votes and comments on them. By handling the entire process of creating, sharing, and getting feedback entirely online, you save time, improve collaboration and become more effective in your work!

Improved Storage Management

Want to upload your attachments and notes to Salesforce, but you're running low on storage? In this release, the storage allowance is separated with specific allocations for your Salesforce data (contact records, etc) and for your files.



Storage Usage

Your organization's storage usage is listed below.

Storage Type	Limit	Used
Data Storage	1.0 GB	58 KB
File Storage	1.0 GB	215 KB

The previous 20Mb limit (which combined data and file storage) has been upgraded to an additional 100Mb of file-only storage at no additional cost. You can also buy separate blocks of add-on storage for records. Sound complicated? Salesforce now provides summary-level reporting on file and data storage consumption to help you keep track of your data storage. Ultimately, this upgrade will help your company drive higher adoption and use of the Documents, Notes, Attachments, and Salesforce CRM Content features.

Campaign Influence

We all want greater insight into how our marketing programs are performing, so Salesforce has got yet another trick up its sleeve - Campaign Influence. Now, your team can tie multiple campaigns to an opportunity thanks to the new Campaign Influence related list. To utilize this feature, you can choose to either add them manually, or set it up to automatically associate the campaigns - with your custom logic!

Action	Campaign Name	Primary Campaign Source
Edit Del	June Print Ad	<input type="checkbox"/>
Edit Del	September Email Promo	<input checked="" type="checkbox"/>

Create rules, customize filters, run a report...you're on your way to measuring the ROI of your campaigns

and seeing the impact of your marketing endeavors on driving new business.

Enhanced Visualforce Capabilities

Introduced in the Summer '08 update, the revolutionary Visualforce technology gets new enhancements for Winter '09. Visualforce Email Templates allows for the creation of totally custom-looking emails with unprecedented control over format and styling. Want to send an email to your account managers with different subject lines based on opportunity stage with an additional reminder if their accounts are in New York? These new dynamic templates can display different content pulled right from your Salesforce data!

Another enhancement is the ability to create and choose templates so your Visualforce pages share common elements and style to improve the consistency of your custom interfaces. And, with Visualforce Mobile, you can view your creations on mobile devices, filling the gap between current limitations and the near-limitless features of the Salesforce application!



Need a Head Start?

This is just a small portion of all the great updates coming to you in Winter '09 ([view the full release preview](#)). Other notable upgrades include improved Outlook and Lotus Notes integration, streamlined event creation on calendars, Case Team assignments, Opportunity Splitting, and much more. Needless to say, keeping up with all of these changes can be a little overwhelming - not to mention time-consuming! [American Data Company](#) can explain the enhancements and prep your team so they hit the ground running when the updates roll out.

[Contact us](#) for more Winter '09 training info.

Get your [Winter '09 pre-release login](#) and start testing these new features today!