

TECHNICAL DEBT DENIAL

5 SIGNS

YOU HAVE A PROBLEM

1

YOUR SYSTEM NO LONGER WORKS THE WAY USERS EXPECT.

SALES REP 1

This is so slow. I don't know why I bother to log in...

SALES REP 2

Yeah. Let's just go back to spreadsheets.



2

DOING THINGS IN SALESFORCE HAS BECOME OVERLY COMPLEX.

ADMINISTRATOR

And she wonders why it's so difficult for reps to update records.

MANAGER

I added 10 new fields to our opportunity record!



3

YOUR TEAM IS LOST IN CUSTOM CODE.

SALES OPS SVP

IT is taking too long to deliver. We need to build a custom solution.

CIO

Custom solutions are what got us here in the first place.



4

FINDING THE RIGHT INFORMATION IS MORE DIFFICULT.

BOSS

Are you creating another new report?

SALES REP

Yeah, it's easier than finding the one I want.



5

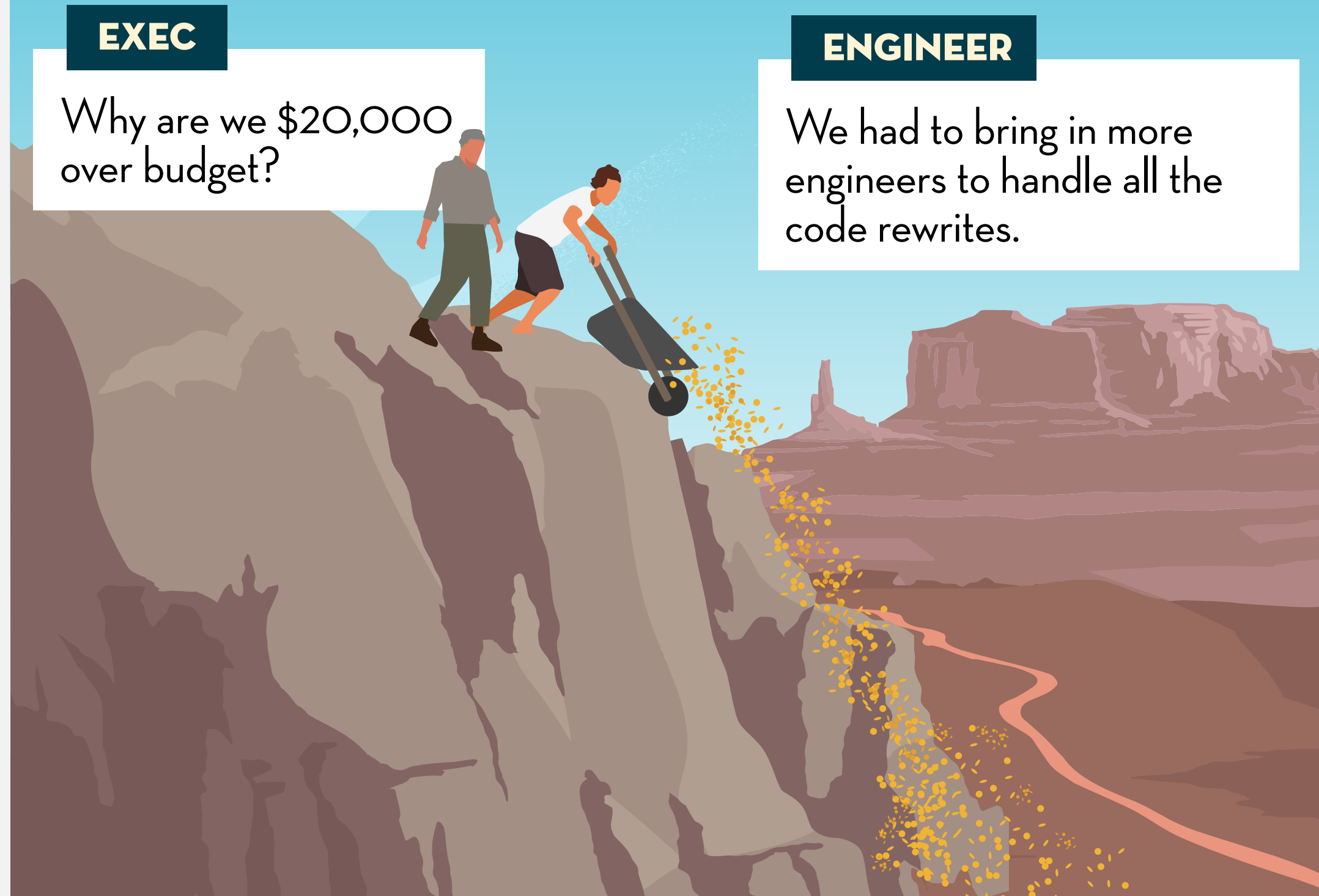
MAINTENANCE AND SUPPORT COSTS ARE INCREASING.

EXEC

Why are we \$20,000 over budget?

ENGINEER

We had to bring in more engineers to handle all the code rewrites.



TECHNICAL DEBT

SIGNS YOU MIGHT HAVE A PROBLEM

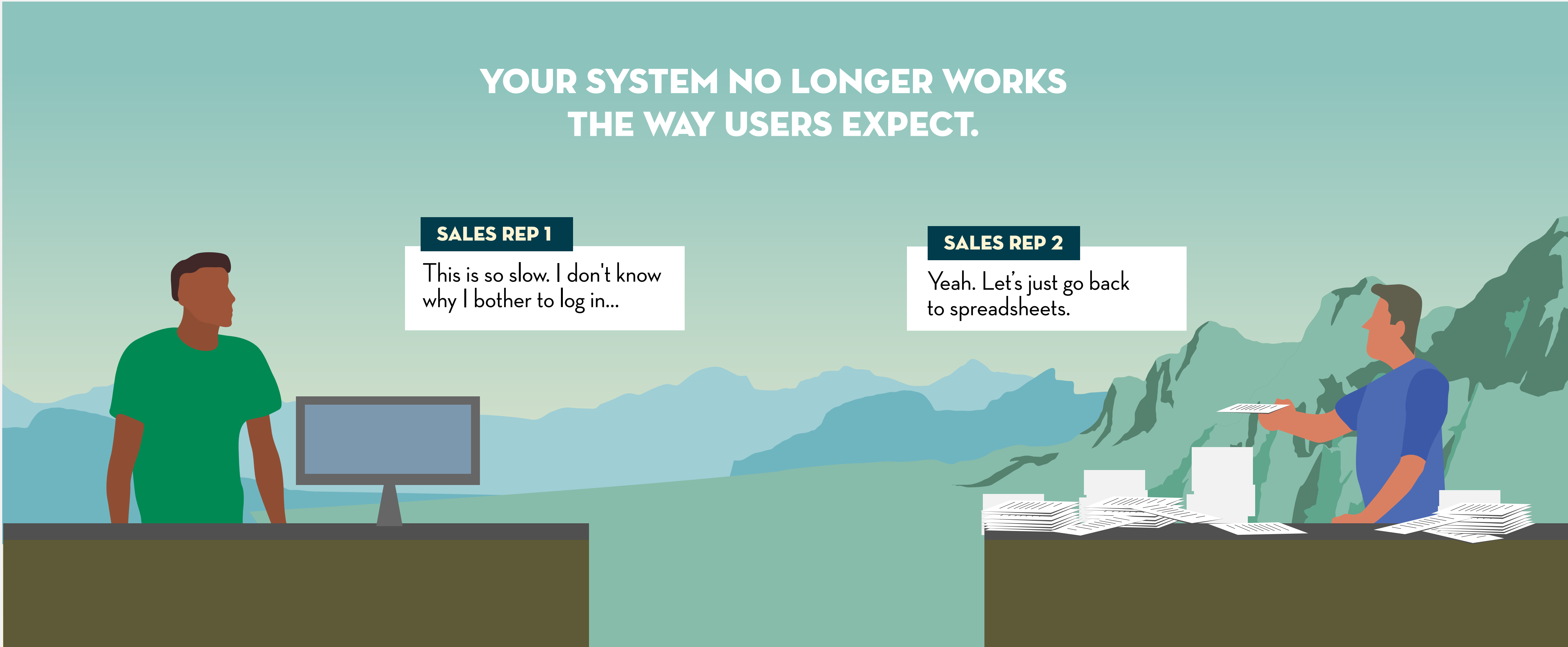
**YOUR SYSTEM NO LONGER WORKS
THE WAY USERS EXPECT.**

SALES REP 1

This is so slow. I don't know why I bother to log in...

SALES REP 2

Yeah. Let's just go back to spreadsheets.



TECHNICAL DEBT

YOUR TEAM IS LOST IN CUSTOM CODE

SALES OPS SVP

IT is taking too long to deliver. We need to build a custom solution.

CIO

Custom solutions are what got us here in the first place.



TECHNICAL DEBT

YOUR TEAM IS LOST IN CUSTOM CODE

