

Salesforce Programme MoT

A structured health check for large and complex Salesforce transformations

Executive Confidence Check

A structured executive confidence check to identify hidden delivery, cost, scalability and operating model risks in your Salesforce programme.

Before they surface as post go-live cost escalation, adoption slowdown or architectural constraint.

Large Salesforce programmes rarely fail at deployment.

Value erosion more commonly appears 12 to 24 months later through licence growth, integration complexity, adoption gaps or dependency embedded during early design decisions.

This MoT is intended as a disciplined executive reflection tool for Programme Sponsors, CIOs, CFOs and Transformation Leaders accountable for outcome delivery, not just system deployment.

DELIVERY CONFIDENCE & GOVERNANCE

If you had to explain your programme's principal structural risk to the board tomorrow, without slides, would you be able to articulate both the exposure and its potential commercial or operating impact?

If your systems integrator were replaced overnight, which design decisions, assumptions or architectural rationale would you no longer feel confident you fully understood or owned?

What would need to go wrong for your programme to continue reporting "green" while long-term operating cost, scalability constraints or adoption risk quietly increase?

COMMERCIAL & COST EXPOSURE

Which programme or lifecycle costs are most likely to surface only after go-live, potentially affecting licence consumption, integration overhead or long-term run-cost at scale?

Twelve months after deployment, which early commercial or architectural decision are you most likely to regret not challenging more robustly, and what downstream cost or rollout impact might result?

SCALE, COMPLEXITY & CAPABILITY

To what extent is your Salesforce solution genuinely designed to scale across countries, business units and operating models, without requiring compromise that may slow expansion or limit market responsiveness?

Does the programme's governance and decision-making structure reflect the inherent complexity of the organisation it is serving?

Are the critical competencies required to operate Salesforce at scale, across architecture, data, integration, governance and commercial management, clearly owned and developing internally?

Often used by sponsors and CIOs prior to major scale, capital or rollout decisions.

The Salesforce Programme MoT does not replace programme governance, delivery management, or assurance. Its purpose is to support structured reflection and clearer executive judgement.