Fueling FY26 Success

April 15, 2025

Forward Looking Statements

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Last updated: September 10, 2024

Thank You

Today’s Agenda

DX Updates

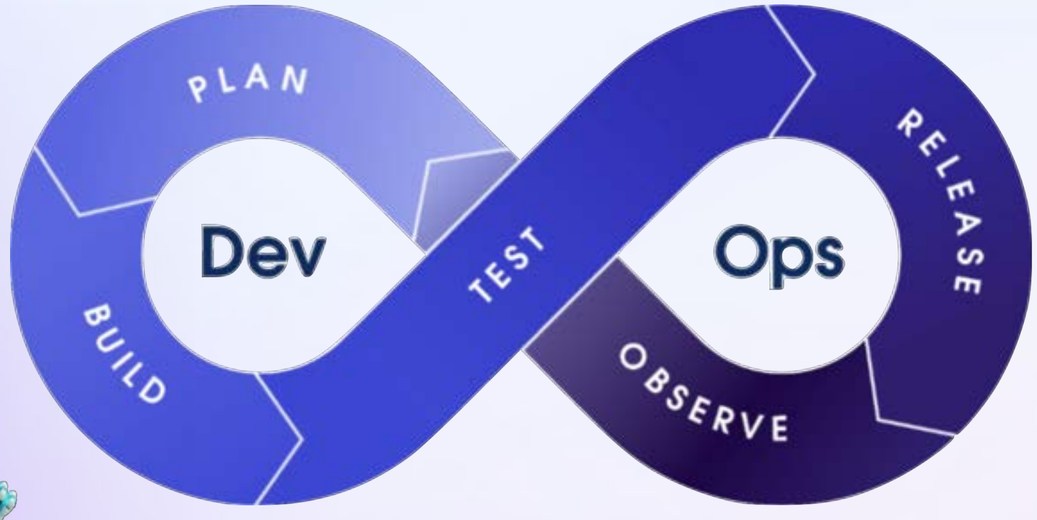
Agentforce & Data Cloud Roadmap

Live Q&A

Developer Experience Updates

Salesforce App Dev Vision

From Assistive to Agentic



Consistent

Productive

Improves Quality

Enables Platform

Grows Ecosystem

Top Action Items for you

2GP for All New Packages + Upgrade 1GP

Upgrade 1GP to 2GP Migration (GA Summer ‘25)

Leverage Scratch Org Snapshots

Improve Packaging Development & Testing

Utilize LWC Local Preview

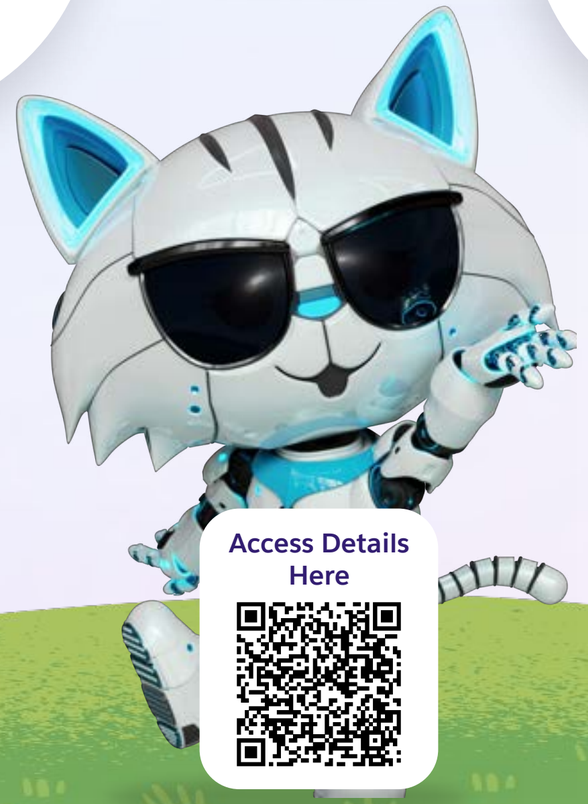
Get real-time web development updates

Test with Code Analyzer

Add to your CI/CD Pipeline

Learn & Build on Deeply Unified Platform

Use NEW DX tools to build and test Partner Agents!



Access Details Here

Use Agentforce for Developers

Create, Test, and Explain Code

Packaging Improvements

Scratch Org Snapshots
2024

Evangelize for features to be DX & ISV Ready
Agentforce, Data Cloud

CLI Support for Push Upgrades and Migration
GA in Summer ‘25

Metadata Mobility
Proof of concept 2025

Customized Push Upgrades
GA in Spring ‘26

2025

2026

Get 1GP → 2GP Migrations to GA Summer ‘25
Beta in Summer ’25

Speed-up Package Upgrades with Delta Deploys
Additional work being done in 2025

Package bundles
Pilot in 2025

Support for Transitive Dependencies
GA Winter ‘26

GA Now

Agentforce for Developers

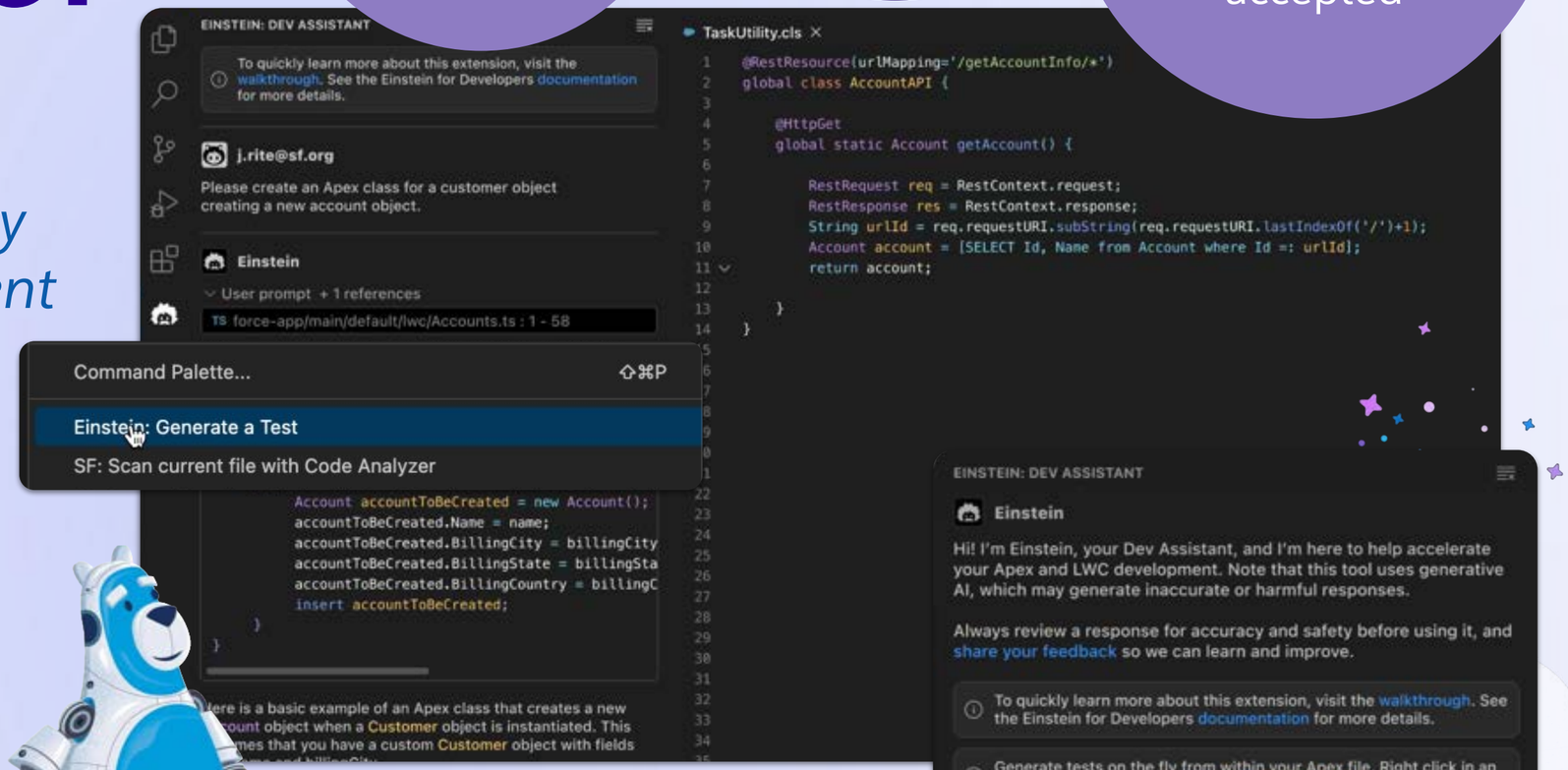
AI-powered developer productivity tailored for Salesforce development

- ✓ **AI suggestions as you type for Apex, JavaScript, CSS, HTML**
- ✓ **Generate Apex unit tests for existing code**
- ✓ **Dev Assistant chat enables natural language to code, auto-documentation, code explanation, and test generation**

~80%
Acceptance rate for Apex unit tests

34K
Monthly Active Users

8.5M+
Lines of AI-generated code accepted



Powered by xGen

Introducing Code Analyzer 5

Beta

Elevate your code with AI insights and a personalized experience

AI Insights

- Performance fixes (ApexGuru)
- Code recommendations
- Agentforce for Developers unified experience

New Engines & Rules

- Copy Paste Detection
- Find regular expressions
- Flow Rules - security
- Custom rules and engines

Unified Execution

- Run with 1 CLI command
- Consolidated output
- GitHub Action
- IDE Extension

Advanced Config

- Comprehensive YAML-based config
- Customize all aspects of execution
- Custom tags and severity rules

Available in Beta

LWC Local Preview (GA)

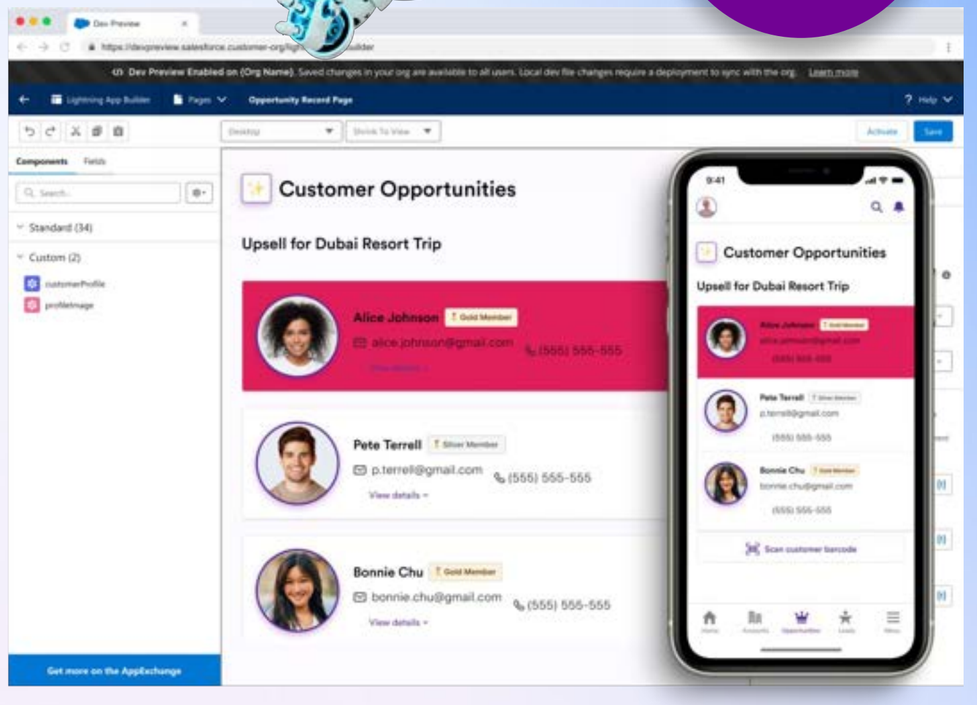
Increase developer productivity with LWC local dev

4x Faster

Instant Preview for Desktop, Sites & Mobile

View LWCs in context of larger application

Connect an org, Save & Refresh



Agentforce DX

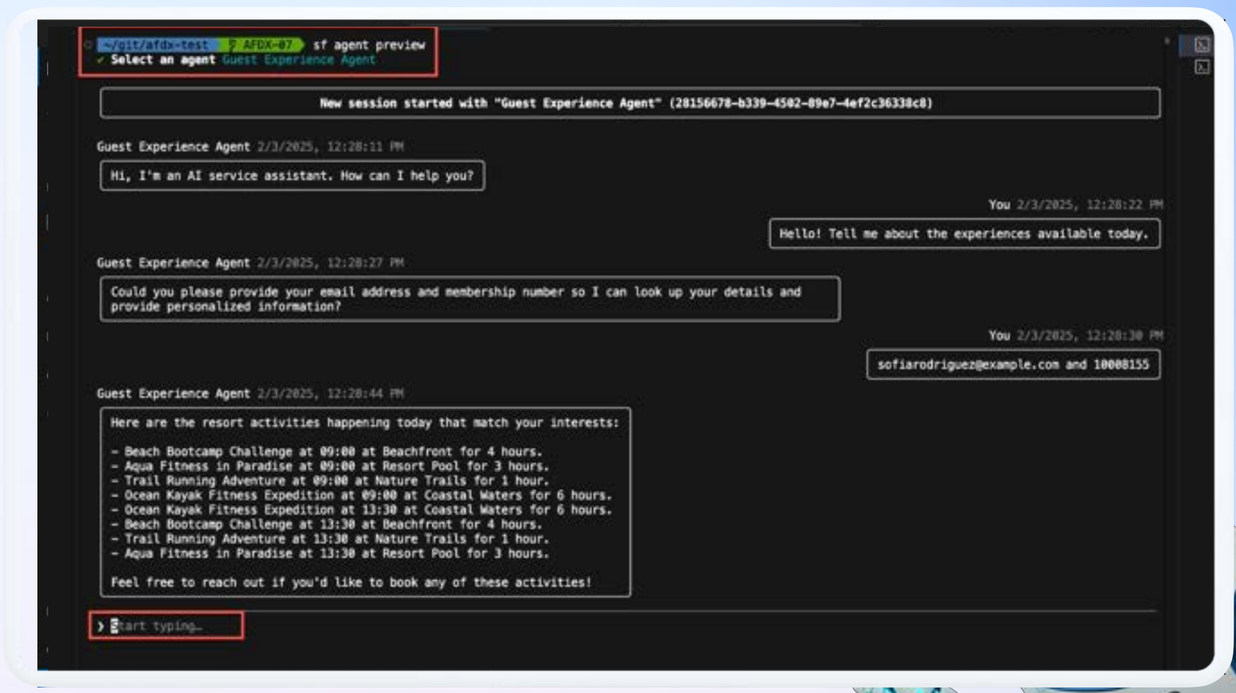
Create, Edit, Deploy Agents from CLI/VS Code

Connect and Preview Agents direct from CLI

Run Agent tests in VS Code or CI/CD

ApexREST for custom Agent Actions

Create, Edit, Deploy, Preview Agents	Beta | Now
Automated Agent Testing	Beta | Now
ApexREST for custom Agent Actions	Beta | Now

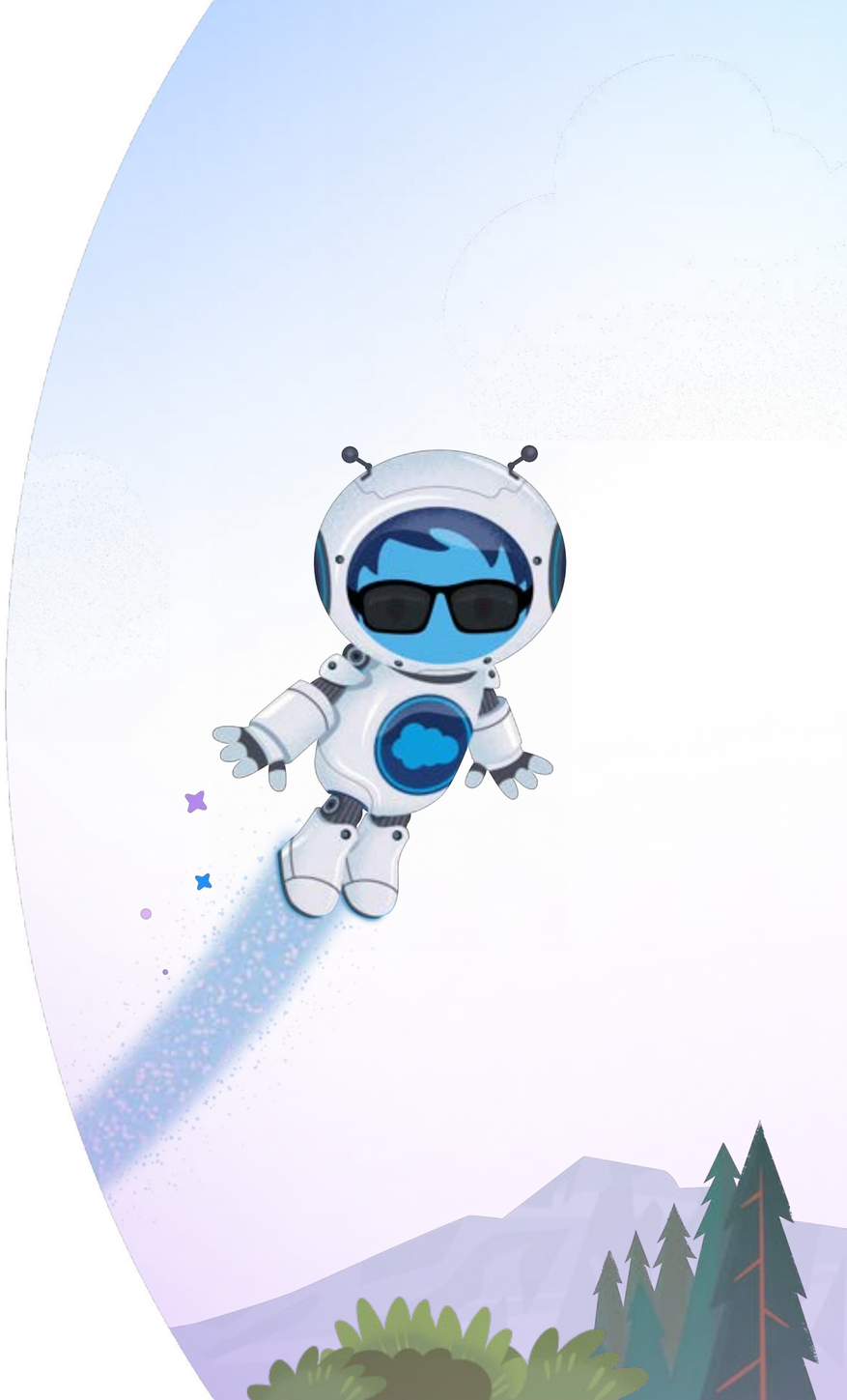


DX 2025 Roadmap

Area	Summer `25 (256)	Winter `26 (258)	Beyond
Developer Tools	Access to Code Builder from Sandboxes A4D: DevOps Center Work Items, Requirements to Code, Sessions * History, User-specified context, RAG for LWC, LWC Generate & Preview w/ Dev Assistant GA	Embedded/browser-based IDE for code review/edit from AppDev bar Explorer - Beta, Unify Mulesoft and Salesforce VS Code Extensions A4D: Code-style Aware Gen, Test Case Gen Config (LWC & Apex) GA, LWC Gen from Figma, LWC Gen for Typescript, Multi-model support, A4D Model Context Protocol (MCP) support	Embedded/browser-based IDE for code review/edit from DX Inspector / Explorer - GA
DevOps & Quality	DX Inspector: Changes Panel Code Analyzer v5 [GA] ApexGuru: Customer Impact metrics (Pilot), Additional Antipatterns DevOps Testing [GA] with Agentforce Testing Center, Code Analyzer v5, 4+ ISV Partners DevOps Center: Agentforce Metadata	DX Inspector: Simple Deploys (w/ MD+Data) [Beta] Code Analyzer v5:LWC quick fixes, SLDS validation DevOps Testing:Flow Testing, Apex Unit Tests Observability: ALM Observability/DORA Salesforce CLI MCP Server	DX Inspector: Simple Deploys (w/ MD+Data) [GA] Code Analyzer v6 DevOps Testing: Scale Test DevOps Center: Bitbucket [GA], Non-Source Tracked Orgs Observability: ALM Observability with App Usage metrics
Apex & LWC	Apex Compilation Enhancements Apex REST resources for Agents SSR D2C Commerce (GA) SSR BYO Sites (Beta) Local Dev Single Component (Beta) Lightning Out 2.0 (Beta)	Formalized Apex Comment Format Apex Logging and Observability Local Dev Single Component (GA) Local Dev A4D Integration (Beta) Lightning Out 2.0 (GA) State Management (Beta) GraphQL Optional & Dynamic Fields (Beta)	Apex Cursors [GA] Apex Named Query and Formulas Support Removal of Deprecated Code
Environments & Scale	Quick Create Pilot (orgs > 1TB) Scale Test: Live Test View & Test Reports (GA), Load generation features within ST UI (Pilot) Improved Concurrent Apex (GA), Updated Apex Summary (GA), Search Insights (GA), In-App Feedback (GA)	Quick Create GA Automation of post-sandbox tasks (Pilot) Scale Test for ISVs (GA), Load generation (GA) Scale Center: Agentforce Scale Insights (Pilot), DB insights (Pilot), LEX Perf Insights (Beta)	Sandbox Copy Progress 2.0, speed improvements Scale Test: GovCloud (GA), Script Recorder & Workload builder, Scale Agent (Pilot) Scale Center: Agentforce Scale Insights (GA), Enable for EE (GA), LeX & Database Insights (GA), Scale Center for ISV's (GA)
Packaging	Package Migrations (1GP->2GP) [GA] Convert packages; migrate customers to 2GP CLI for Packaging Push Upgrades and Push Migrations	Package Migrations (1GP->2GP): Drive Adoption Package Bundles (Developer Preview) Support Transitive Dependencies in Packaging	Customized Push Upgrades Package Bundles Metadata Mobility among Packages

Product Roadmaps & Guidance

Agentforce Roadmap



Agentforce 2025 Roadmap

ISV Partner-focused

Area	Delivered	Mar - Apr 2025	May - Dec 2025
Agent Experiences	• **Agent API** • **Agent Invocable Action** • **Agent-to-Agent handoffs** • Multilingual support (FIGSP+J) (GA), 40+ (beta)	• **Agent Triggers** • Agent API enrichments • File upload (Image) for Service & Employee Agents • Agentforce Voice (pilot) • Performance & Latency Improvements • More Data Residency regions	• Agentforce Voice • Agentforce Surfaces • Agentforce Mobile SDK • File upload (PDF) for Service & Employee Agents
Agent Building	• **AI-assisted Agent & Topic generation** • Agent Versioning • Variables & Topic Filtering • Preview-As Agent/System-User	• **AI-assisted Agent Action Generation** • **AI-assisted Agent Configuration Review** • Build Agent from Scratch • Bot Migration Tool	• **Agent Templates packaging** • **Custom Lightning Types packaging** • **AI-assisted Voice/Conversational UI** • BYO LLM 1GP & 2GP Packaging (Data Kit) • **Multi Agent Orchestration** • Plan Canvas Debuggability enhancements • **Agent Skills 1GP & 2GP Packaging**
Agent Testing & Observability	• Testing Center UI, API, CLI • **AI-generated Test Cases** • Assertion Tests (Topics & Actions chosen) • **LLM-as-a-Judge Tests** • Agentforce Analytics • Audit Trail and Feedback	• **Evaluate Response Quality, RAG Accuracy, Toxicity, Bias, PII, Latency** • Test failure analysis, debuggability • Tests support context variables, conversation history/knowledge	• AI recommendations on test results • Test generation from past conversations • Health monitoring, observability & explainability, **real-time alerting** (single-org) • **Interaction Explorer** • **Multi-agent testing & observability** • A/B testing
Prompt Templates	• **Packaging Support** • Invocable by Apex, Flow, & via API • Record Snapshot, Related List, Apex, Flow, & Free Text grounding • Multimodal: Ground with images & PDFs • RAG & Data Graph grounding	• Structured Outputs (LWC) • Ensemble Retrievers • **Web Search**	• Prompt Builder UI 2.0 • Rich Text Outputs • **Inline Grounding Autocomplete** • Batch APIs for bulk use cases • Conditional Expressions • **Prompt testing in Testing Center**

Confidential

What should you do next?

ENABLE

Start your journey with a step-by-step guide to achieve success with Agentforce

Agentforce Partner Guide

BUILD

Free Security Reviews through August 15

Share Product Feedback

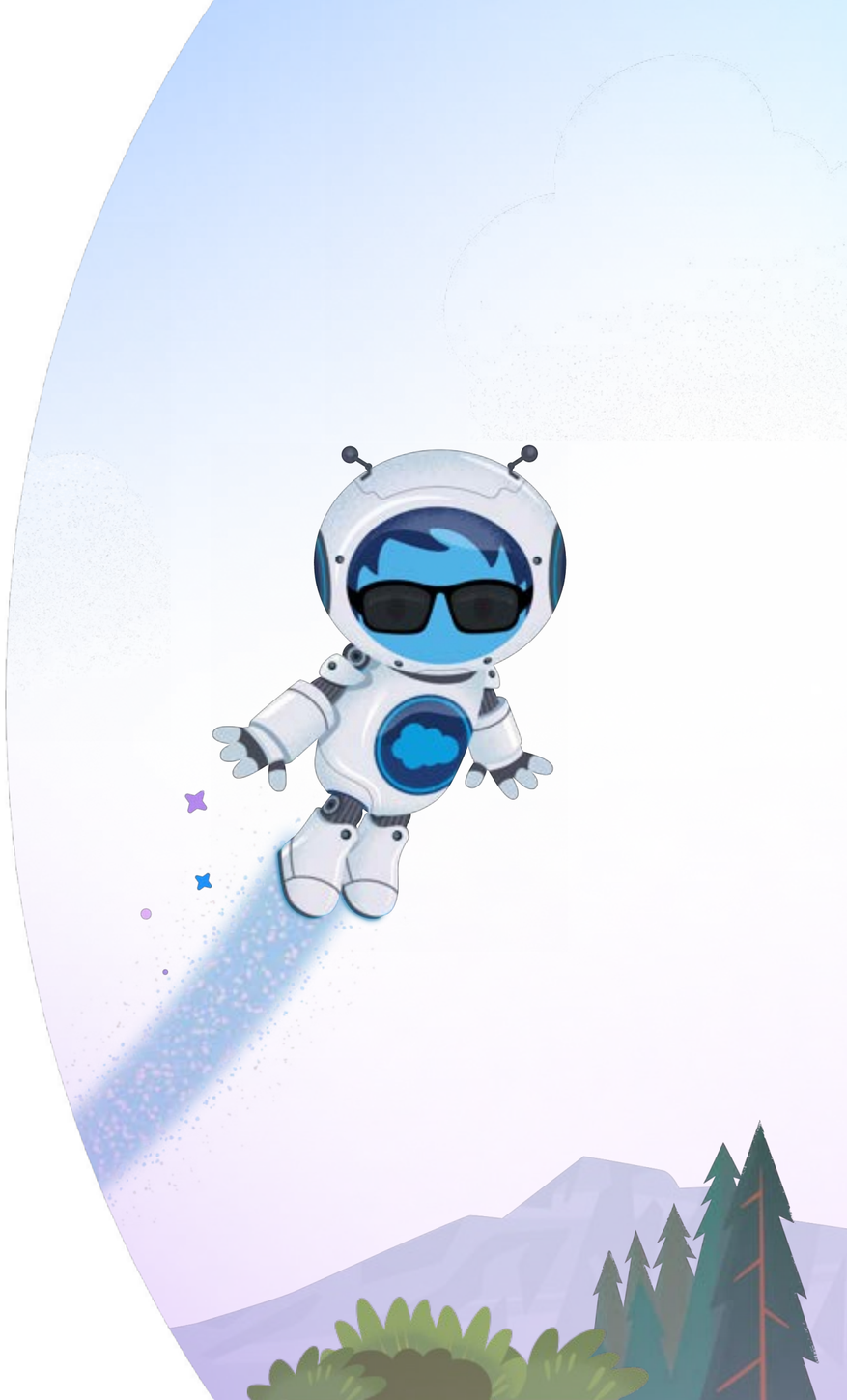
SHARE

Define your Commercial Model

Ensure your pricing reflects the value your Agent Actions & Templates deliver

Share your Commercial Model expectations

Data Cloud Roadmap



Data Cloud is Foundational to the Salesforce Platform

Developing with Data Cloud

What ISVs Can Do Today

Get Started with Dev Environments

- Developer Edition Orgs – **Fully-featured** Dev Orgs for building & testing
- Scratch Orgs – Disposable, source-driven orgs for agile development (via SFDX)

Build Using Modern Tooling

- Use **Data Kits** to package and deploy Data Cloud components with dependency and deployment sequence handling
- Access and manage metadata with Metadata APIs
- Leverage Salesforce DX (SFDX) for version control, CI/CD, and team collaboration

Packaging Data Kits & Distribute Your Solution

- 2nd Generation Packaging (2GP) – CI/CD, modular, and CLI-driven

Data Cloud 2025 Roadmap for Partners

Area	Spring ‘25 (254) + Summer ‘25 (256)	Winter `25 (258)	Beyond
Zero Copy	• Metadata-Driven Connectivity Framework (V1 - White-Label Zero Copy Connector) • 254: File Federation Connectors for Snowflake, Databricks, and Iceberg Data Lakehouses	• More Zero Copy Query Federation Connectors for JDBC/SQL Sources • Zero Copy for Azure Synapse	• Metadata-Driven Connectivity Framework (Build New Query Federation Connectors) • Zero Copy for Microsoft Fabric • Zero Copy for Search • Zero Copy (Query Federation) for Non-JDBC API Sources
Data Ingestion	• More Data Ingestion Connectors (Hubspot, Zendesk, Netsuite) • FileForce Connector (Unstructured Data) • Metadata-Driven Connectivity Framework (V1 - White-Label Ingestion Connector) • Real-Time Ingestion API	• More Data Ingestion Connectors (i.e. Concur & Workday) • More Unstructured Data Connectors (Google Drive, Sharepoint, Confluence, Jira, & Github) • Agentic Connectivity UX	• Enhanced CRM Connector (Streaming + Formula Fields)
Activation	• 254: Metadata-Driven Activation Toolkit for Configuring Activation Target and Activation UX (Batch Segment Activations to ISV-Managed S3 Bucket)	• ISV-Built AppExchange Solutions Using Activation Toolkit	• Support SFTP, Google Cloud Storage, and Azure Blob Storage Using Activation Toolkit • Support API-Based Activations to ISV Activation Targets Using Activation Toolkit • Support Additional Auth Mechanisms Using Activation Toolkit
Packaging and Sandbox	• Connect API Support for Data Kit Deployment • Automated Data Kit Component Sequencing • Data Kit Dependency Graph (Spidering) • DevOps Data Kit MDAPI • DevOps Center & SFDX CLI Support	• Download package.xml via API • Data Kit Pre-Deployment Validation • Support 2GP Unlocked Packages • Cloned Sandbox Support • Data Cloud in Trialforce orgs	• Atomic Data Kit Deployment • Org-Wide Data Kit Validation • Push Upgrades via Data Kit to All Deployed Objects Across All Dataspaces • Simplify Source Tracking with DevOps Data Kits
Other Features	• Use BYO(C)ode to Create Calculated Insights and Data Transforms	• Real-Time Data Actions in High-Scale Flows • Calculated Insights & Data Actions for Unstructured Data • Enhanced Observability for Processing with Error Logging	• Digital Wallet for Attributing Consumption • Add Unstructured Data to Data Graph

Confidential

What should you do next?

ENABLE

Learn how Data Cloud powers the next generation of Salesforce applications.

Data Cloud Developer Center

Learn how Data Cloud powers Hybrid Search and RAG to supercharge the effectiveness of agents.

BUILD

Data Cloud's building blocks are highly customizable. Build Data Kits!

Create Connectors, Data Streams, Data Model, Data Transforms, Identity Resolution rules, Calculated Insights, Search Indexes, Segments Activations, and more.

Power Customer 360 applications with your structured and unstructured data to unlock 360 degree view, Automation, Analytics & Predictive/Gen AI use cases.

SHARE

Share feedback with Data Cloud Product!

How we can help with pricing AppExchange apps that are built on DC, since DC is consumption based.

Continue the momentum

Subscribe to Partner Communications

Get the latest new product releases, upcoming events, special promotions, GTM resources

Complete the Survey

Enjoy the webinar? We want to hear more from you!

Thank you