



CRM Leadership Series 3 of 4 "Salesforce Fractional Architect"

Salesforce Fractional Architect

Methodology, Processes, and Deliverables

An outline of our methodology regarding the descriptions, capabilities, and benefits of hiring a fractional or part-time Salesforce Architect.

Table of Contents

Introduction	03
Current Trends	04
Role Description	05
Methodology	06
Case Study	07
Benefits	08
Conclusion	09

Introduction



Welcome to our “Salesforce Fractional Architect” report.

This report encapsulates the benefits of hiring a fractional or part-time Salesforce architect for your internal IT staff, including required qualifications, experience, capabilities, responsibilities, benefits, and cost savings.

Purpose of a Salesforce Fractional Architect

The primary objective is to understand the role an architect plays within your IT team, as well as the requirements, complexities, and cost benefits to your business. Today, Salesforce architects are in high demand and possess deep platform knowledge and experience. Adding a fractional or part-time Salesforce architect leads to productivity gains and user efficiencies, while maintaining strict budgetary discipline. Finally, due to the dynamic nature of Salesforce, architects are essential to supporting your business with future roadmap planning and guidance to ensure long-term platform success.

Report Scope

This report highlights the following:

- Platform experience to seek when hiring
- Leadership, personality, and communication traits
- Monthly costs and time commitments
- Capabilities, responsibilities, and deliverables
- Future planning and roadmap development

“We went from an in-house Salesforce solution architect to a part-time contracted fractionalized architect and saved more than 50% without missing a beat.”

Mid-Market Hi-Tech Manufacturer

Current Trends

37%

"Approximately 37% of mid-sized firms planned to employ fractional or interim executives - including technical roles like CTOs and architects." – Jobbers

57%

"Demand for fractional executive roles has increased by 57% since 2020, driven by the need for high-level expertise at a lower cost." – Brewster Consulting Group

53%

"Fractional", or "on-demand," architects are most commonly used by startups (57.2%), scale-ups (73.2%), and **established organizations (53.6%).**" – Fractionus

21%

"Demand for Salesforce Architects is surging in 2026, with Technical Architect (TA) demand up 27% and Solution Architect (SA) demand rising 21% globally." – SF Ben

40-60%

"Hiring a Salesforce Fractional Architect typically results in cost savings of 40% to 60% compared to a full-time Salesforce Architect, depending on the utilization rate and the avoidance of overhead costs like benefits, equity, and recruitment fees." – FoundHQ

Role Description

1

Salesforce Knowledge and Experience

Salesforce architects have 8+ years of platform experience, specific vertical industry knowledge, specific Salesforce cloud certifications, and familiarity with client-related CRM, ERP ecosystems.

3

Capabilities and Responsibilities

Architects translate business processes into Salesforce functionalities. The focus is on utilizing Salesforce out-of-the-box (OOB) features whenever possible and maximizing the investment in clouds and licenses.

2

Communication and Leadership

Architect soft skills: Stakeholder management, communication, and commercial awareness particularly around business processes, data, and metadata are a necessity for asking the right questions and formulating the right solutions.

4

Future Planning and Road Mapping

Architects digest the active Salesforce org configuration - translating business processes into Salesforce functionality. Future enhancements: AI enablement, strategic roadmap planning, and cadence, ensure predictable budgetary planning and user benefits.

Focus on Outcome



Salesforce architects deliver active improvements and efficiencies to clients, focusing on scalable and sustainable digital transformations that enable business leadership to make data-driven decisions for the future.

Methodology

1

IT Systems and Salesforce Orgs

- Review all artifacts, documentation, and current architecture.
- Perform a Salesforce org scan.
- Understand active platform integrations.

2

Salesforce Clouds and Licenses

- Review active Salesforce clouds, licenses, features, add-on products, and thresholds under contract.
- Audit user Salesforce adoption.

3

Data and Metadata Analysis

Analyze managed packages, applications, objects, fields, page layouts, OWDs, sharing rules, permission sets, integrations, Apex classes, triggers, technical debt, and legacy customizations.

4

User Workshops

Conduct user workshops to understand external and internal business process automations (including Workflow Rules, Process Builders, and Flows).

Summary

Our Salesforce architects digest your current IT landscape in relation to your Salesforce org, meet with your users to understand their business processes, and make parallel project scope and system recommendations based on IT budgetary restrictions.



Case Study

Client 1: High Tech Manufacturer

Solution Architect Goals:

- Join in-flight project implementation teams.
- Validate project goals, solutions, and timelines.
- Recommend future Salesforce functionality.

Overview:

The client utilized a legacy, home-grown software solution for sales, customer service, and operations, migrating to the Salesforce platform for more than 1,200 users. Three project teams working on the migration required solution guidance, validation, schedule coordination, and executive communication and confirmation.

Results:

- Provided leadership to project managers and development teams.
- Aligned project delivery schedules and individual team performances.
- Implemented additional project logging, tracking, and reporting.
- Introduced new developer and tester accelerator tools.
- Delivered weekly project status presentations to executive stakeholders.
- Ensured alignment between actual project costs versus project budgets.
- Developed milestones, go-live strategies, and post-project managed support.
- Enabled future enhancements and backlog improvements.



Benefits



Experience + Knowledge = Trust

- Our architects evaluate your business, IT architecture, and Salesforce platform to help grow your business long-term.
- Supporting your IT teams builds trust and establishes strong relationships for future project implementations.
- Executive teams gain deep insight and updates on team performance, staffing levels, and upcoming operational needs.

ROI, Future Enhancements and AI-Enablement

- Analysis of your current Salesforce investment in clouds, licenses, and add-ons ensures maximum ROI.
- Legacy configurations and customizations are updated or retired in favor of the latest Salesforce features and functionalities.
- Maintain higher user adoption and facilitate new-user training on your core business processes.
- Architectural support and guidance prepare your business for a transition to AI that delivers maximum value and success.



Conclusion

Thank you for your interest in our Salesforce Fractional Architect solution. Our methodology allows our clients to select the most experienced and knowledgeable architect that best aligns with their Salesforce needs, at the hours and allocation that fit their budget.

Finally, most Salesforce orgs have endured a variety of configuration changes through the years due to evolving business needs, mergers and acquisitions, IT staff turnover, and transitions between multiple service providers. Thus, it is important that our architects highlight key areas of success in each Salesforce org (i.e., configurations that are working properly) while making structured recommendations for future enhancements.

If you would like to speak with one of our Salesforce Architects, please contact us.



Salesforce Fractional Architect

ACL Digital is a design-led Digital Experience, Product Innovation, Engineering and Enterprise IT offerings leader. From strategy, to design, implementation and management we help accelerate innovation and transform businesses. ACL Digital is a part of ALTEN group, a leader in technology consulting and engineering services.

business@acldigital.com | www.acldigital.com

USA | UK | France | India



Proprietary content. No content of this document can be reproduced without the prior written agreement of ACL Digital.