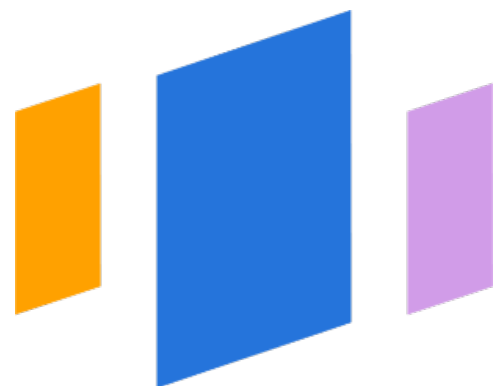




# 9.10 to 9.12 Upgrade Guide



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# Introduction

This guide describes the procedure for upgrading from Altify 9.10 to Altify 9.12.

If you are running a version earlier than 9.10, you should refer to the appropriate guide in the [Altify online help](#).

# Upgrade the Altify Core Package

To upgrade the Altify core package to the latest version:

1. Log into Salesforce.com with your administration username and password.
2. Copy the package URL into your browser's address field.

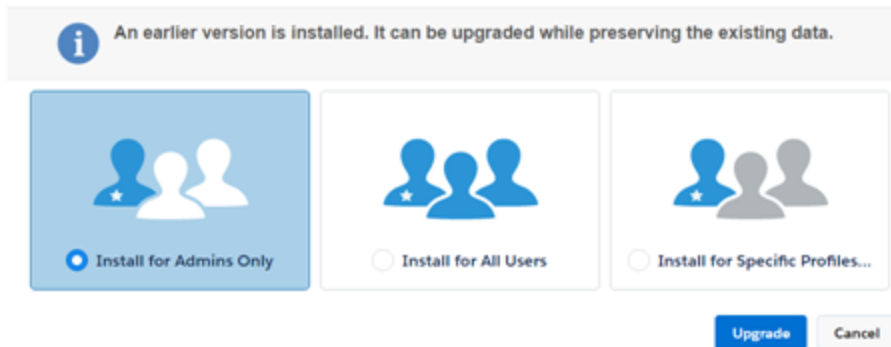
This URL is supplied by Altify.

For production Salesforce environments, the URL starts with `https://login.salesforce.com/`

For sandbox environments, the URL starts with `https://test.salesforce.com/`

3. Select **Install for Admins Only**.

**Note:** Do not select any other option. This could corrupt user profiles during installation.



4. Click **Upgrade**.
5. Read the confirmation message and click **Done**. (If you see a message stating that the installation is taking a long time, don't worry. This is a normal part of the process.)
6. When the Installed Packages page opens, confirm that Altify 9.12 is installed in the org.

# Upgrade the Altify Output Extension App

This section only applies if you have the Altify Output Extension App installed. This app is used to export to PowerPoint files, Microsoft Word, or Quip. If you have the Altify Output Extension app installed, you must ensure you have the latest version, which is 1.35.

In Opportunity Manager and Account Manager, installing v1.35 of the **Altify Output Extension App** has the following benefits:

- It gives you the latest PowerPoint Export feature enhancements.
- It facilitates the generation of Executive Briefing documents in Microsoft Word format and Quip online document format.

If a version of the Extension App is not already installed, the full installation procedure is required, rather than the steps in this upgrade guide.

See the Altify *Installation Guide* to get details of the full procedure.

To check the number of your currently installed version, in **Setup** go to **Installed Packages** and note the version number.

If you already have v1.35, you can skip the steps described in this section.

To upgrade the Extension App:

1. Ensure that **Files Connect** is enabled in your org. The extension app can't install otherwise.

To enable it, go to **Setup > Files Connect**, and then select the **Enable Files Connect** checkbox.

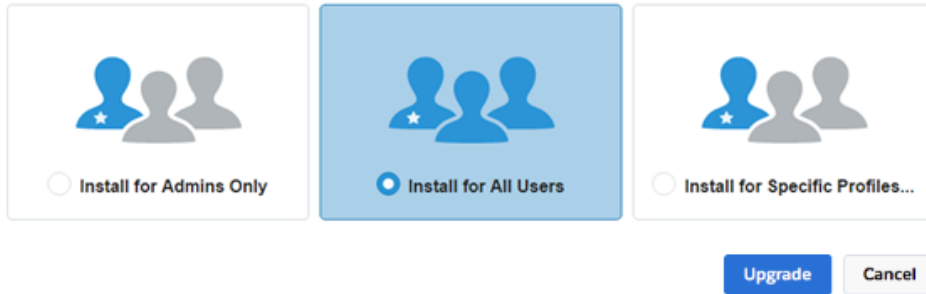
2. Log into Salesforce.com with your administration username and password.
3. Copy and paste the Altify Output Extension App installation URL into the browser.

This URL is supplied by Altify.

For production Salesforce environments, the URL starts with `https://login.salesforce.com/`

For sandbox environments, the URL starts with `https://test.salesforce.com/`

4. The installation page opens. Select **Install for All Users**.



The image shows a selection interface for installing Altify. It features three radio button options, each with an icon of three people. The first option, 'Install for Admins Only', is unselected. The second option, 'Install for All Users', is selected and highlighted with a blue background. The third option, 'Install for Specific Profiles...', is unselected. Below these options are two buttons: 'Upgrade' (blue) and 'Cancel' (gray).

☐ Install for Admins Only

☒ Install for All Users

☐ Install for Specific Profiles...

**Upgrade** Cancel

5. Click **Upgrade**.

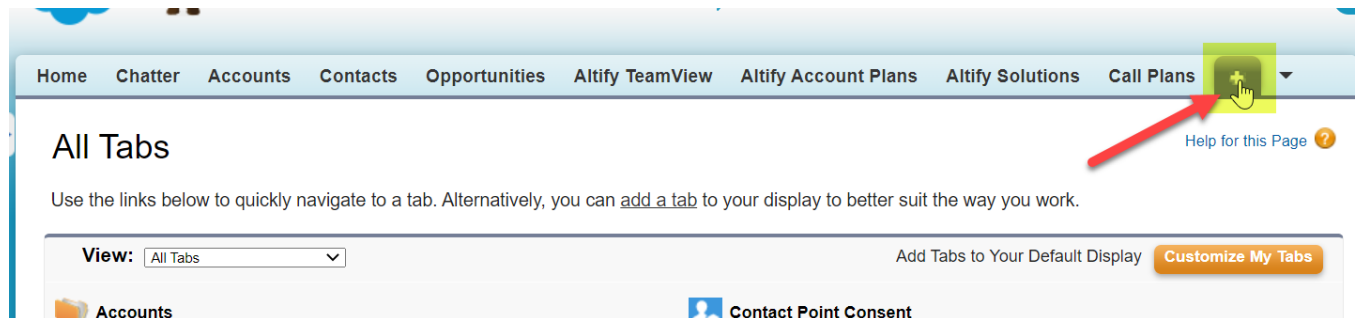
When the installation is complete, a confirmation page is displayed.

**Note:** You can use an EU-hosted service for PowerPoint Export, rather than the normal USA-based service. (Typically, you would do this for GDPR reasons.)

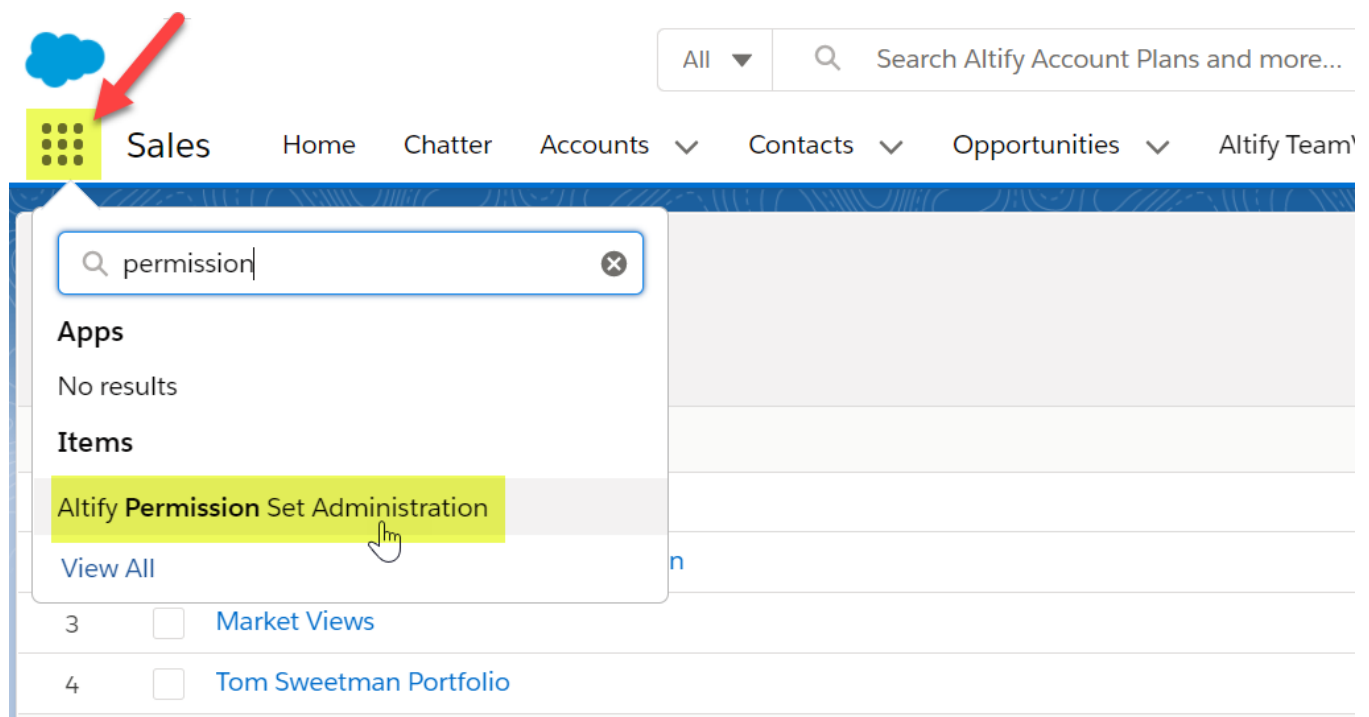
# Altify Permission Set

Following the upgrade, you must refresh the Altify Permission Set.

1. Click the **All Tabs** button and select **Altify Permission Set Administration** in the displayed list.



In Lightning mode, search for and select **Altify Permission Set Administration** in the App Launcher menu.





2. Click **Create/Update**.

The create/refresh process may take several minutes. Please do not click a



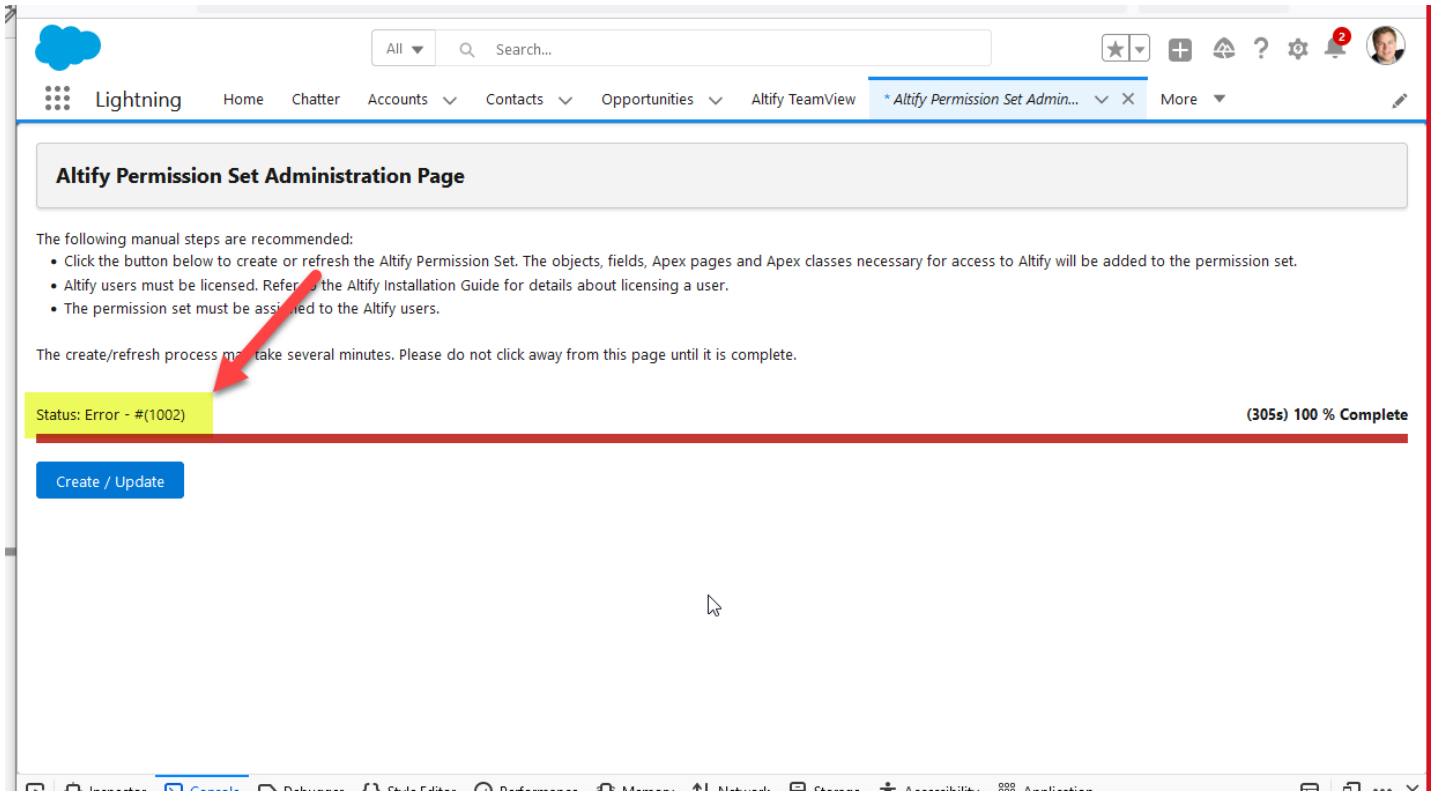
When that has completed successfully, you will see a confirmation message.

**Caution:** The create/update process can take a few minutes. Don't browse away from the page while the refresh is in progress.

**Note:** We recommend that you do not make changes to the Altify Permission Set. However, if you have made changes, these will need to be reapplied after completing the steps above (as any edits are lost when the permission set is refreshed).

## Troubleshooting

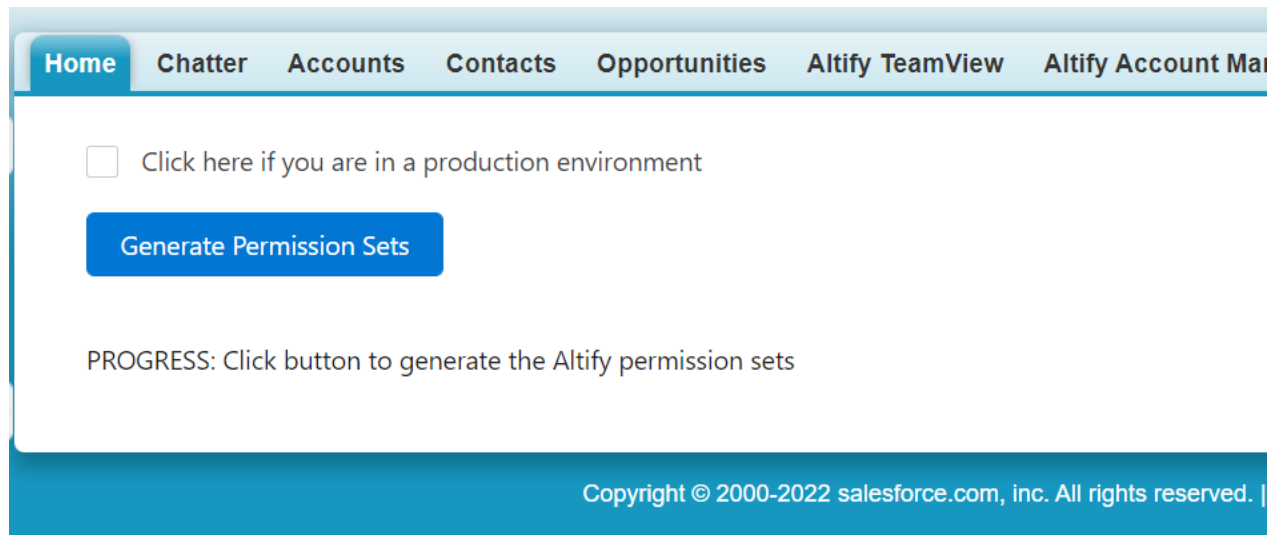
If you are working with a large org, you may encounter an error when refreshing the permission set (as highlighted in the example below).



To resolve this issue, do the following:

1. If you are in Lightning mode, go to Classic mode (and return to the *Altify Permission Set Administration Page*).
2. Update the URL by changing the page to 'PermissionSetAdmin' (as shown in the example below, where the page is highlighted).
  - <https://uplandaltify--altf.visualforce.com/apex/PermissionSetGenerator?sfdc.tabName=01r8c000002IqUY>
  - <https://uplandaltify--altf.visualforce.com/apex/PermissionSetAdmin>

You should see the following page:



3. Click **Generate Permission Sets**.

The following message is displayed when the job is successfully completed: *PROGRESS: Permission Set Generation Succeeded.*

# New Permanent Settings

A number of 'temporary' custom settings you may have been using in your previous version are replaced with 'permanent' custom settings when you install the upgrade package.

During the upgrade process, Altify automatically moves any values you had in the temporary settings to the new permanent settings (clearing the temporary settings in the process).

When upgrading from 9.10 to 9.12, the following temporary setting values are moved.

## Altify Opportunity Manager Settings

- Temp1 is now *Enable Prime Action Email Notification*

## Altify Insights Settings

- *Disable Print Button* is moved from Altify Relationships Settings (where it is deprecated) to Altify Insights Settings.

(In this case, a custom setting is being moved rather than made permanent. However, the same principle applies in that Altify automatically populates the new setting with the value that was set before upgrading).

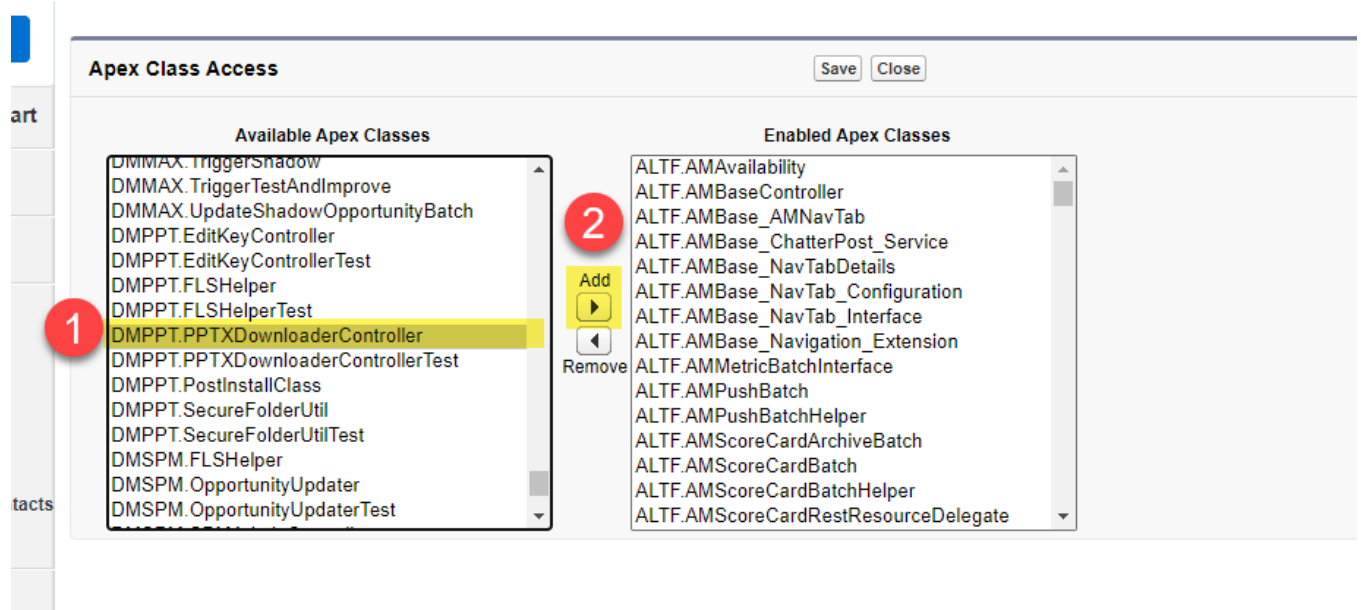
# Enabling PowerPoint Export

If your org is licensed for the 'Altify Output Extension', you need to enable Altify to export to PowerPoint.

**Note:** The following may already be configured correctly in your org.

To configure the necessary permission, do the following:

1. In **Setup**, go to **Permission Sets**.
2. Click **Altify Permission Set**.
3. Click **Apex Class Access** in the Apps section.
4. Click the **Edit** button in the Apex Class Access section.
5. Find and select **DMPPT.PPTXDownloaderController** in Available Apex Classes (1) and click **Add** (2) to move it to Enabled Apex Classes.



6. Click **Save**.

# New Account Launchpad

Altify 9.12 introduces a revamped *Altify Account Plan* launchpad (shown below) that offers more high level account data and amalgamates the Altify Account Manager Plans and Altify Summary Launchpad.

Altify Account Plan

Account Plan

Expansion

Change Plan Type

Assess Your Current Position

Relationships

Mentors

2

Key Players

13

Non Supporter

8

Insights

Goals Confirmed

2

Key Player Insights

12

Initiatives Confirmed

0

Pipeline

No Solution for this plan type please click for more information

Develop Strategies

Account Details

Questions Completed

11 / 4

Focus the Team & Execute

Objectives & Actions

Open Objectives

3

Open Actions

10

Actions Overdue

6

Welcome

Key Players

Opportunities

AM plans

Welcome to your Altify Account Plan.

Click on a tile above to access the relevant feature.

Click a tab to view the following account info:

**Key Players:** their role, main concerns and level of support for you.

**Opportunities:** an overview of the opportunity pipeline.

**AM plans:** the Account Manager plans that include this account.

Also introduced in Altify 9.12 are descriptions for plan types that your users can select via the new launchpad - as shown in the example below.

Account Plan

Enterprise

Change Plan Type

Assess Your Current Position

Relationships

Insights

Pipeline

Develop Strategies

Account Details

Focus the Team & Execute

Objectives & Actions

Select the Plan Type that best suits your planning needs

Plan types determine the tiles that are displayed in your account plan, the questions that you answer when recording Account Details, and the solutions that you can plan opportunities against on the Potentials tab.

Prospect

Select this account plan type to focus resource effort on penetrating an account to develop new business pipeline.

Expansion

Select this plan type when you can leverage existing business in an account to develop cross sell or upsell pipeline.

Customer Success

Select this account plan type to focus resource effort on delivering measurable business value to protect current customer revenue.

Enterprise

Select this plan type to segment resource effort to expand relationships and expand pipeline across a large customer with multiple accounts and/or divis...

Portfolio

Select this plan type to segment resource effort to expand relationships and develop pipeline across a portfolio of named accounts.

**Key Players:** their role, main concerns and level of support for you.

**Opportunities:** an overview of the opportunity pipeline.

**AM plans:** the Account Manager plans that include this account.

Upgrading Altify customers need to manually enter the descriptions for the default options pictured above, and for any custom plan types that currently exist in their org.

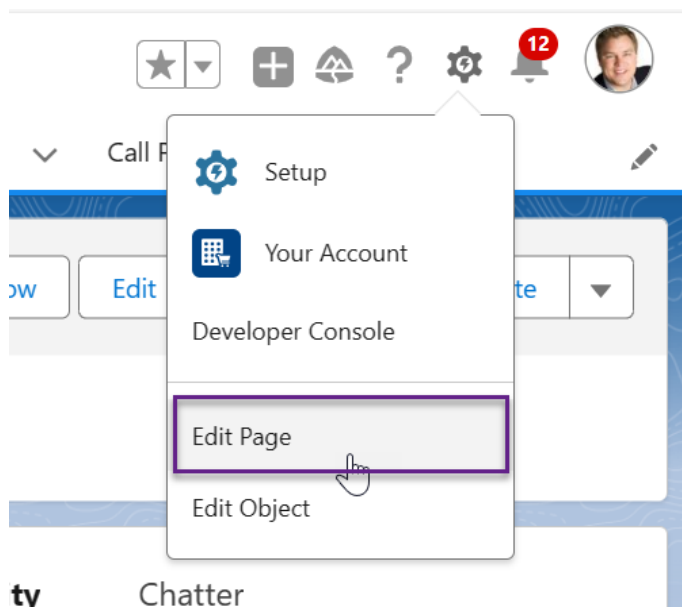
To configure your Salesforce Account records to accommodate the new launchpad, do the following:

1. Remove the Altify Account Manager Plans and Altify Summary launchpads (as they are no longer required) and expand the Altify Account Plan launchpad to accommodate the new functionality. Guidance is provided for doing this task using [Lightning App Builder](#) and using [page layouts](#).
2. Populate the [Altify AM Plan Type descriptions](#).

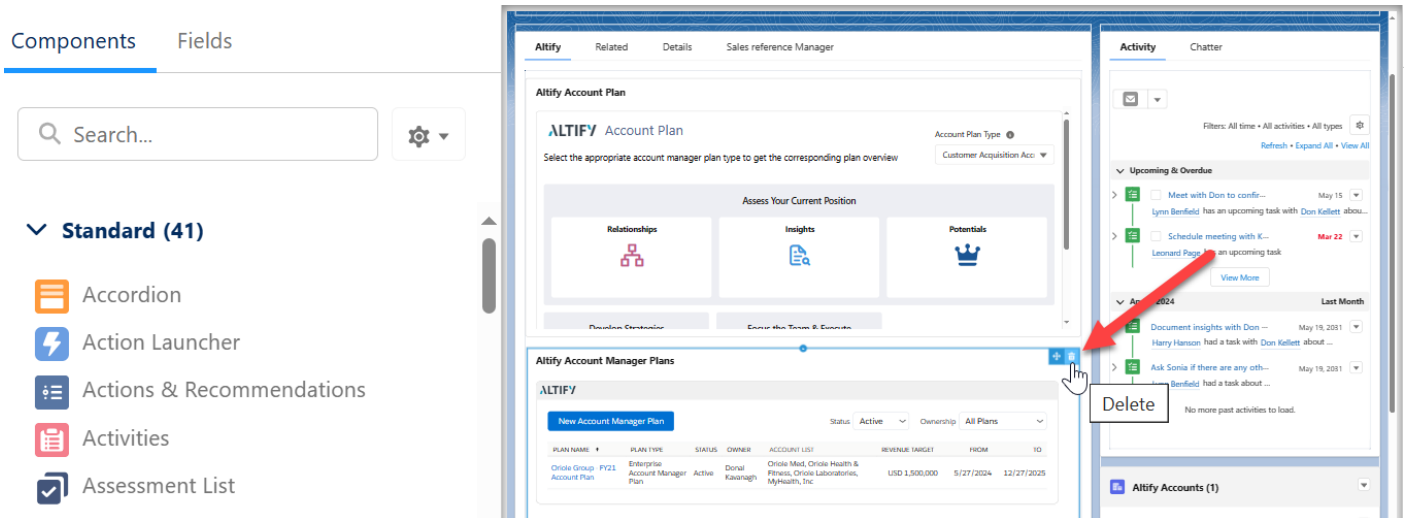
## Removing the superfluous launchpads and expanding the Account Plan launchpad

To remove the superfluous launchpads and increase the size of the remaining launchpad using the Lightning App Builder, do the following (guidance is also provided for performing this task via [page layouts](#)):

1. Go to an account record where the launchpads are displayed, and in the **Setup** menu (shown below), select **Edit Page**.



2. In the Lightning App Builder, select the **Altify** tab (or whichever tab that displays the launchpads) and click the **Delete** icon (as indicated below) for the following components:
  - Altify Account Manager Plans
  - Altify Summary Launchpad

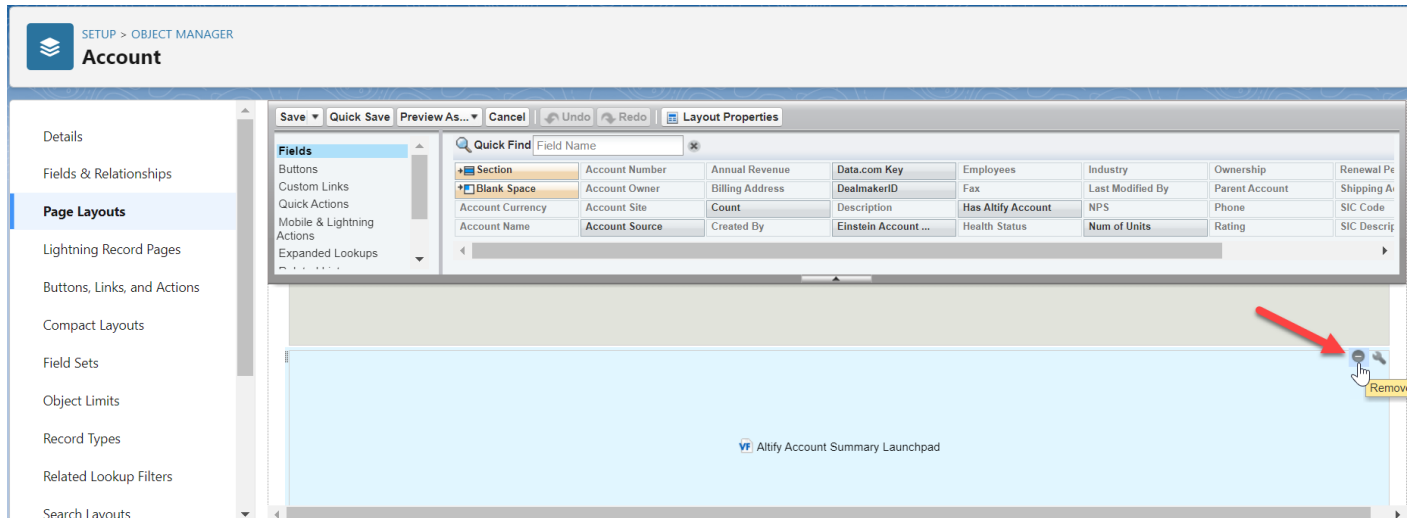


3. Next, click the remaining launchpad ('Altify Account Manager' Visualforce component) and enter a **Height (in pixels)** of '850' in the panel on the right.
4. Click the **Save** button.

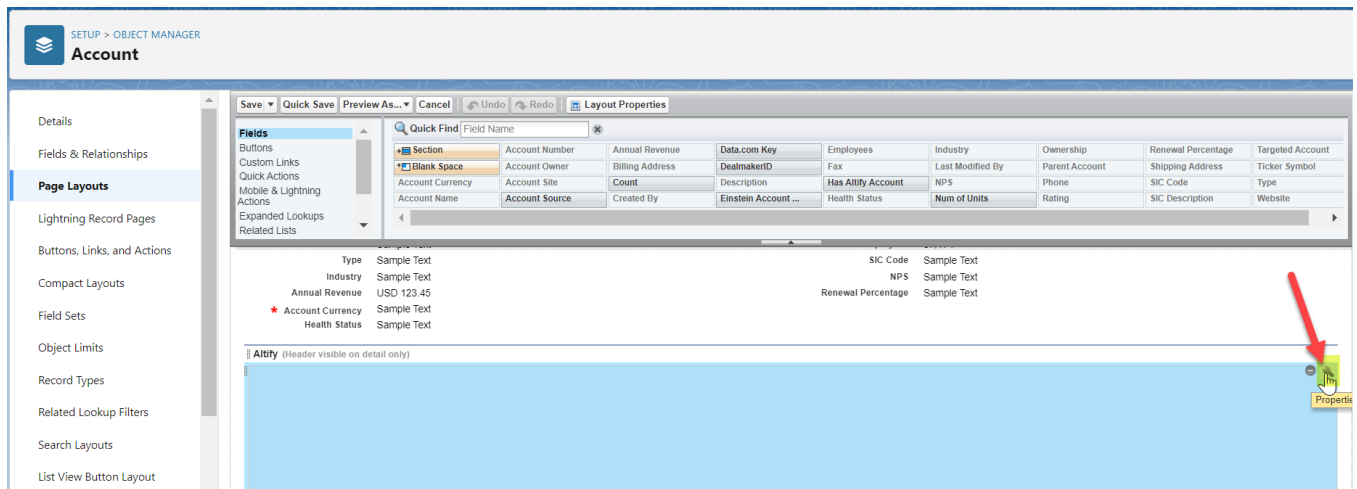
To remove the superfluous launchpads and increase the size of the remaining launchpad via the page layout of the standard Account object, do the following:

1. In **Setup** go to **Object Manager**.
2. Find and select the (standard) **Account** object.
3. Select **Page Layouts** in the sidebar and then select the relevant layout on the subsequent screen.
4. On the Account page layout, scroll down the page and click the **Remove** icon (as indicated below) for the following launchpads:
  - Altify Account Manager Plans
  - Altify Account Summary Launchpad





- Next, click the **Properties** icon for the Altify Account Manager launchpad (as indicated below).



- In the *Visualforce Page Properties* dialog, enter a **Height (in pixels)** of '850' and click **OK**.
- Click **Save**.

## Populating plan type descriptions

These descriptions will provide guidance to your users when they are selecting a plan type for their account plan.

- In the App Launcher, select the item **Altify AM Plan Types**.
- Click on the plan type 'Customer Success' to open it.
- On the Altify AM Plan Type record, click the **Edit** button.
- On the *Edit Customer Success* dialog, enter the following in the **Description** field:

Select this plan type to focus resource effort on delivering measurable business value to protect current customer revenue.

**Note:** The *Description* field may need to be added to Altify AM Plan Type page layout.

5. Click **Save**.

6. Repeat steps 2-5 for each of the default plan types, entering the appropriate description in each case:

- 'Enterprise'

Select this plan type to segment resource effort to expand relationships and expand pipeline across a large customer with multiple accounts and/or divisions, i.e. global, multi-national, or multi-regional customers, customers with multiple business units or lines of business.

- 'Expansion'

Select this plan type when you can leverage existing business in an account to develop cross sell or upsell pipeline.

- 'Portfolio'

Select this plan type to segment resource effort to expand relationships and develop pipeline across a portfolio of named accounts.

- 'Prospect'

Select this plan type to focus resource effort on penetrating an account to develop new business pipeline.

7. Repeat steps 2-5 for any custom plan types in your org - entering a useful description in each case.

# Updating Page Layouts

The page layouts of the following objects require updating after you upgrade.

To access page layouts of an object, do the following (in Lightning mode):

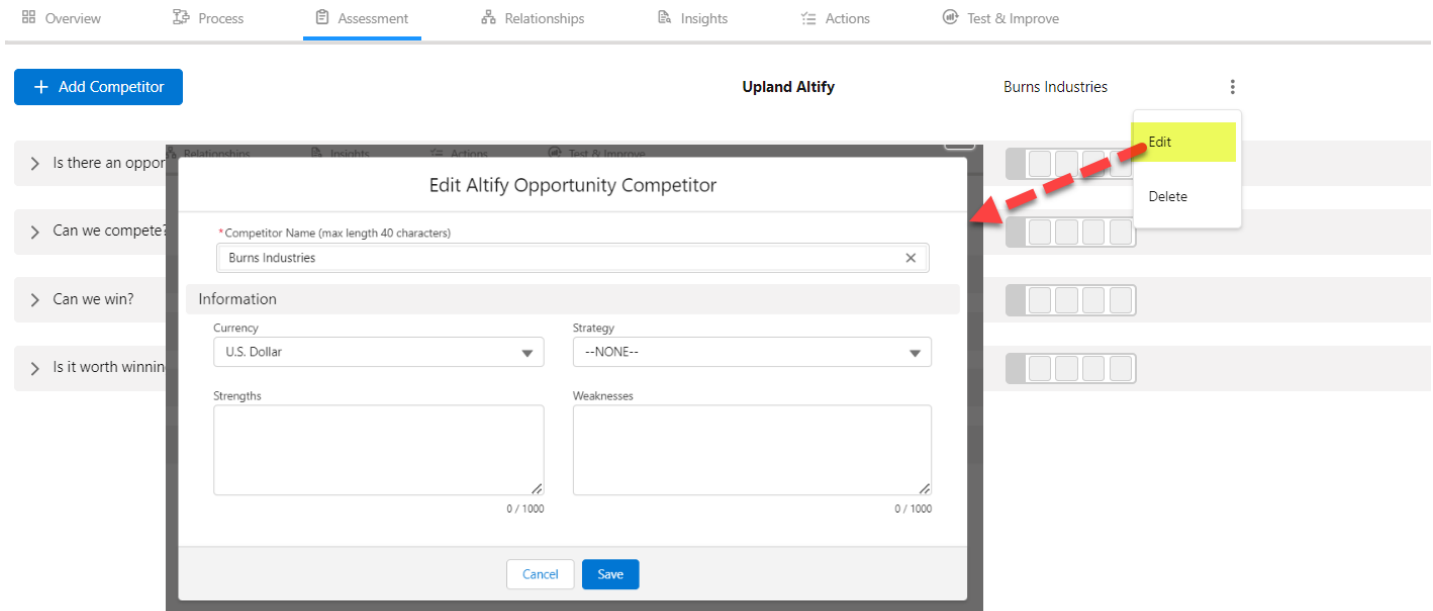
1. Go to **Setup**.
2. Go to **Object Manager**.
3. Click on the relevant object.
4. Click **Page Layouts** in the sidebar and then select the relevant layout on the subsequent screen.

## Altify Opportunity Competitor [for Assessment in Opportunity Manager]

The following fields need to be added to the Altify Opportunity Competitor layout:

- *Strategy*
- *Strengths*
- *Weaknesses*

This is necessary for the fields to be displayed in the *Edit Altify Opportunity Competitor* dialog on the Assessment page in Opportunity Manager (as shown in the example below).



The screenshot shows the 'Edit Altify Opportunity Competitor' dialog box. The dialog has a title bar with 'Upland Altify' and 'Burns Industries'. Below the title bar is a '+ Add Competitor' button. The main content area of the dialog is titled 'Edit Altify Opportunity Competitor' and contains the following fields:

- Competitor Name (max length 40 characters):** A text input field with 'Burns Industries' entered.
- Information:** A section containing:
  - Currency:** A dropdown menu with 'U.S. Dollar' selected.
  - Strategy:** A dropdown menu with '--NONE--' selected.
  - Strengths:** A text area with a 0 / 1000 character count.
  - Weaknesses:** A text area with a 0 / 1000 character count.
- Buttons:** 'Cancel' and 'Save' buttons at the bottom.

A red dashed arrow points from the 'Edit' button in the top right corner of the dialog to the 'Edit' button in the top right corner of the main interface.

We recommend that these fields are added as shown below so that the dialog does not require excessive scrolling by your users.

SETUP > OBJECT MANAGER

## Altify Opportunity Competitor

Save Quick Save Preview As... Cancel Undo Redo Layout Properties

Quick Find Field Name

Section	Completeness	OpportunityCompet...	Weaknesses
Blank Space	Created By	Opportunity Compe...	
AltifyId	Currency	Strategy	
Altify Opportunity	Last Modified By	Strengths	

Altify Opportunity Competitor Detail

Standard Buttons: Edit Delete Clone Change Owner Change Record Type Printable View Custom Buttons

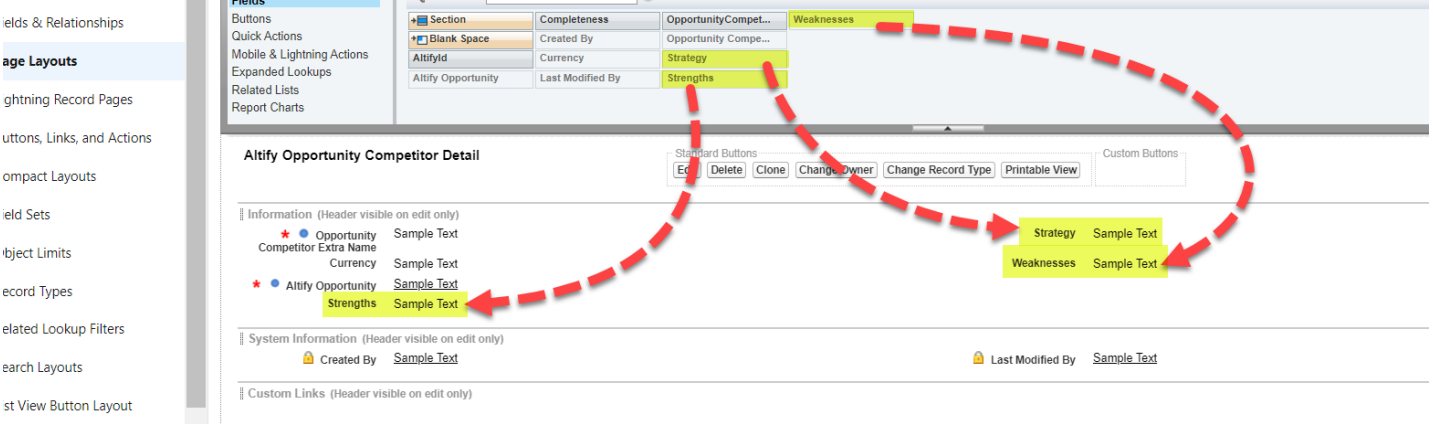
Information (Header visible on edit only)

- Opportunity Competitor Extra Name Sample Text
- Currency Sample Text
- Altify Opportunity Sample Text
- Strengths Sample Text
- Strategy Sample Text
- Weaknesses Sample Text

System Information (Header visible on edit only)

Created By Sample Text Last Modified By Sample Text

Custom Links (Header visible on edit only)



## Salesforce Contact [for Relationship Maps]

If you want the *Department* field to be displayed on the contact information panel of your relationship maps (for accounts and opportunities), you need to ensure that the field is included in the layout of the standard Contact object.

In the example below, the Department field is added to the *Additional Information* section of the Contact record.

SETUP > OBJECT MANAGER

## Contact

Save Quick Save Preview As... Cancel Undo Redo Layout Properties

Quick Find Field Name

Section	Assistant	Contact Owner	Department	Email Opt Out	Home Phone	Last Stay-in-Touc...	Mailing Address	Other Address	Reports To
Blank Space	Asst. Phone	Created By	Description	Fax	Individual	Last Stay-in-Touc...	Mobile	Other Phone	Title
Account	Birthdate	Data.com Key	Do Not Call	Fax Opt Out	isMVP	Lead Source	Name	Phone	Twitter
Account Name	Contact Currency	DealmakerID	Email	Gender Identity	Last Modified By	LinkedIn Profile	NPS Level	Pronouns	

Account Sample Text

Address Information

Mailing Address Suite 300, The Landmark @ One Market San Francisco, CA 94105 US

Other Address Suite 300, The Landmark @ One Market San Francisco, CA 94105 US

Additional Information

Fax 1-415-555-1212

Home Phone 1-415-555-1212

Other Phone 1-415-555-1212

Assistant Sample Text

Asst. Phone 1-415-555-1212

Lead Source Sample Text

Last Stay-in-Touch Request Date 5/10/2024, 6:16 AM

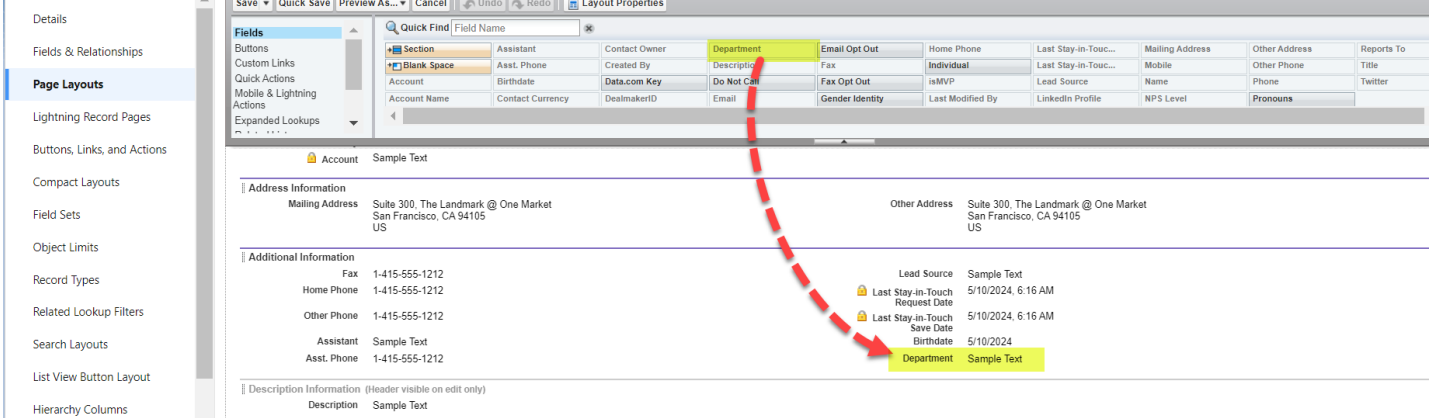
Last Stay-in-Touch Save Date 5/10/2024, 6:16 AM

Birthdate 5/10/2024

Department Sample Text

Description Information (Header visible on edit only)

Description Sample Text



On a relationship map, the field is shown on the blue heading of a contact's information panel.

The screenshot shows a LinkedIn profile for Luke Walker, an Executive. The profile header is blue with a white profile picture placeholder and a blue key icon. Below the name, the title 'Executive' is displayed. The 'Department' field is highlighted with a red box and a red arrow pointing to it. The 'Adaptability' field is set to 'Persona', and the 'External' field is set to 'No'. The profile was last updated by Donal Kavanagh a few seconds ago. The page has tabs for 'DETAILS', 'ACTIONS (0)', 'INSIGHT (0)', 'TEAM RELATIONSHIPS', and 'DECISION CRITERIA (0)'. The 'Contact Details' section is visible at the bottom.

# Translating New and Updated Labels

**Note:** This topic applies only to customers who have translated Altify custom labels.

The Altify upgrade introduces a number of new custom labels, and updates the default English text of some others.

If you have previously translated Altify's custom labels into other languages, following the upgrade you'll need to translate the new labels and re-translate the updated ones.

The new labels include:

- Labels for new features.
- Labels that replace 'temp' labels added in software patches.

Accompanying this release is a file that contains the new labels that have been added in this release (compared to the previous release).

Using the file, you can translate and import the new labels.

Please refer to the *Altify Localization Guide* for complete details about how to translate and import labels into your org.

# Post Upgrade Checklist

Following your upgrade of Altify, you can do the following to perform a quick sanity check of the product:


## Updated fields on page layouts

Revisit the section "[Updating Page Layouts](#)" on page 16 and confirm that all relevant fields (you can ignore launchpads for the moment) are added or removed from page layouts as directed.

## Account Plan launchpad and functions

1. Create a test account record and ensure the *Altify Account Plan* launchpad is displaying correctly.
2. Click each tile, tab, button and link on the launchpad to ensure the pages load successfully.
3. Using your test account, create some simple test data for the account plan via the *Altify Account Plan* launchpad: [relationships](#), [insights](#), [account details](#) and [objectives](#) and check to see that your test data is displayed correctly on the launchpad (as highlighted in the example below).


Altify Account Plan


Account Plan
Enterprise Account Manager Plan

Change Plan Type


Assess Your Current Position

Relationships




Mentors 0
Key Players 6
Non Supporter 3

Insights



Goals Confirmed 3
Key Player Insights 17
Initiatives Confirmed 0


Pipeline



Whitespace 0 / 2
Potential USD 0
Current USD 50,000
Won USD 0

Develop Strategies


Account Details



Questions 8
Completed 1

Focus the Team & Execute

Objectives & Actions



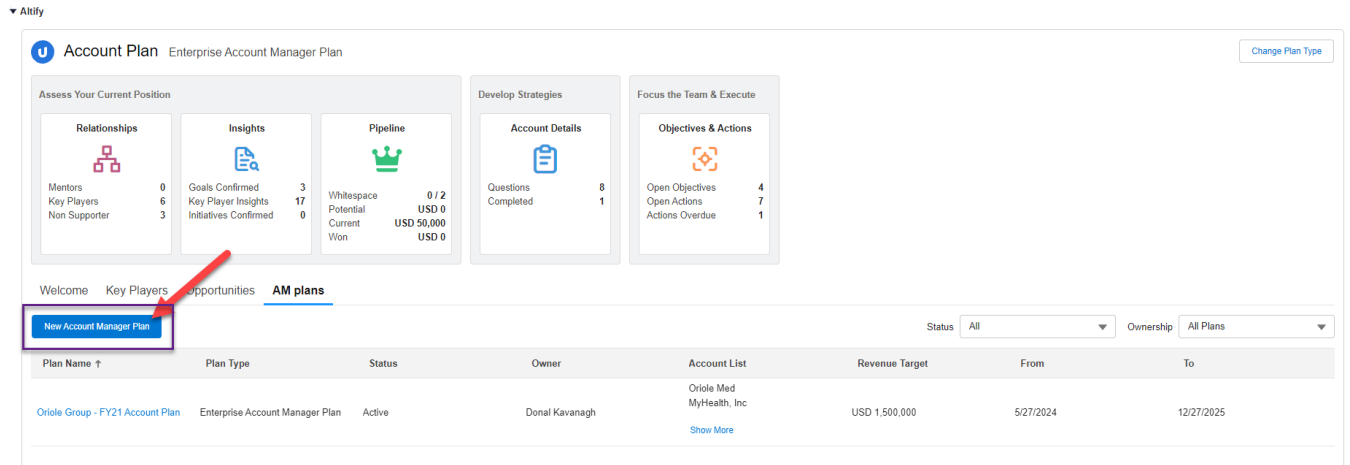
Open Objectives 4
Open Actions 7
Actions Overdue 1

4. Create a simple Account Manager plan, using your test account, via the *Altify Account Plan* launchpad (as shown below).

Upgrade Guide

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Plan Name ↑	Plan Type	Status	Owner	Account List	Revenue Target	From	To
<a href="#">Oriole Group - FY21 Account Plan</a>	Enterprise Account Manager Plan	Active	Donal Kavanagh	<a href="#">Oriole Med MyHealth, Inc</a> <a href="#">Show More</a>	USD 1,500,000	5/27/2024	12/27/2025

Follow the [setup wizard](#) and enter data as desired. It's best if you have a test [Altify Solution set up](#) prior to commencing this step.

5. Check to see that the account details you entered for the account plan are displayed on the Plan Details tab (under [Row Details](#)).
6. Add further test data ([Plan Details](#) and [Objectives](#)) to your Account Manager plan.
7. [Create and import a current opportunity](#) for your test account on the opportunity map of the Account Manager plan.
8. [Schedule a test T&I](#) for the Account Manager plan, inviting at least two participants and checking to see that their emailed invitations were received.
9. If you have installed our Altify Output Extension app, test the output by [exporting the Account Manager Plan](#).

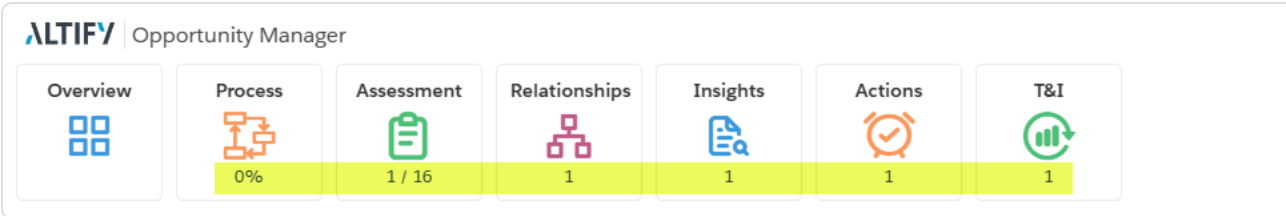
## Opportunity Manager launchpads and functions

1. Create a test opportunity record and ensure the Altify launchpads are displaying correctly:
  - *Altify Opportunity Plan Launchpad*
  - *Altify Opportunity Relationships & Insight Map Launchpad*
  - *Altify Sales Process Launchpad*
  - *Altify Max Insight Panel*
2. Click each tile, button and link on the launchpads to ensure the pages load successfully.
3. Create some simple test data for [actions](#), [insight map](#) and [relationship map](#) for the opportunity.
4. Create some simple test data for [assessment](#) (including [decision criteria](#) on specific assessment questions).



5. [Schedule a test T&I](#) for the opportunity, inviting at least two participants and checking to see that their emailed invitations were received.
6. Check to see that the test data you have entered is reflected on the *Altify Opportunity Plan Launchpad* - as shown in the example below:

**Altify Opportunity Launchpad**



7. If you have installed our Altify Output Extension app, test the output by [exporting the opportunity](#).

# Support

Need Assistance?

Upland Altify is here to help! We have a variety of online resources to help you find the information you need and a dedicated Technical Support team to help you resolve any issues or questions that are impeding your use of .

## Upland Altify Community

The Upland Altify Community offers multiple resources to help you find the information you need, including:

- **Support ticket activity:** Submit and manage your support tickets.
- **Knowledge Base:** Read Articles on how to solve common problems, from configuration to troubleshooting issues
- **Release Information:** Get product release notes and release timelines.
- **Forums:** Start and reply to discussions with other users and customers.

Visit the [Upland Altify Community](#).

## Training

For training enquiries, please see [Upland.com](#).

## Technical support

The Technical Support team is dedicated to helping our customers succeed with their use of our products by providing timely resolutions to customer issues and questions that are impeding their use of products.

## Contact Technical Support

When contacting Technical Support, you will need to provide your name, contact information, company account name, and as much technical detail that you can provide to clearly describe your question or issue. Attachments can be included when using the Community or email to request assistance.

- **Web:** Manage cases and open new cases by clicking the **Contact Support** button in the Community.
- **Email:** Send any support requests to [altify-support@uplandsoftware.com](mailto:altify-support@uplandsoftware.com).

## Support hours

Standard support hours are 4:00 AM to 7:00 PM (U.S. Eastern Time), Monday-Friday. Support issues submitted after these hours will be addressed on the next business day.

## After contacting Technical Support, what should I expect?

You will receive an email confirming your case has been created, along with the case number. Please use that case number when corresponding with Technical Support on any follow-up communications.

## Response times

The following are our response times for each level of issue:

Priority Level	Definitions	Response Time	Commitments
Urgent (Outage)	Upland cloud service is unavailable.	1 hour (24 hours a day, 365 days a year)	<ul style="list-style-type: none"> <li>Immediate and continuous.</li> <li>Hourly status updates.</li> </ul>
Urgent (Business Critical)	<ul style="list-style-type: none"> <li>Production system defect that prevents business critical work from being done and no workaround exists.</li> <li>Defect causes a material loss of data in the production system.</li> <li>Security-related defect.</li> </ul>	1 business hour	<ul style="list-style-type: none"> <li>Immediate and continuous effort to resolve the defect or provide a workaround.</li> <li>Daily status updates until the defect is resolved or a workaround is provided.</li> </ul>
High	<ul style="list-style-type: none"> <li>Production system defect that prevents business critical work from being done and a workaround does exist.</li> <li>Defect violates the material specifications in the documentation and impacts your organization's production system.</li> </ul>	4 business hours	Upland will use reasonable efforts to resolve the defect as rapidly as practical, but no later than the next update after reproduction of the defect.
Normal	All other defects	1 business day	Defects will be addressed in Upland's normal update.