Throughset

FRACTIONAL HELP

Two piles of work. Two hires.

Sort three months of tickets into two piles

Running the org

ADMIN

- New users
- Reports
- Small flows
- Release notes

Never stops. Needs someone there every day.

VS

Changing its shape

ARCHITECT

- Data model
- Billing or ERP link
- Org merge
- AI agent prep

Comes in bursts. Needs design skill.

Which pile is your next six months?

A test we use. We sell fractional help, and sometimes the answer is to hire an admin.

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HOW WE WORK

Sort first. Then hire.

1



Map it

Three months of tickets, six of roadmap

2



Find the overlap

Running the org or changing its shape

3



Decide one owner

Who owns each pile

4



Change safely

Scope fractional help with a stop condition

Sometimes the answer is: hire an admin

ADMIN FOR RUNNING

ARCHITECT FOR CHANGING

BOTH, IN PROPORTION

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TRY IT THIS WEEK

Check your tickets.

Sort your last three months of tickets into two piles.



Mostly running: an admin. Mostly changing: an architect.

FRACTIONAL HELP

We sell fractional Salesforce architect help

Scoped first

PRICE AGREED AFTER AN ENQUIRY

- Scoped to the shape work
- A written stop condition

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