

The Rush to Deploy Salesforce AI Agents Can Collide With Unprepared Data, VALiNTRY360 quotes

Companies are deploying Salesforce AI agents on data that is not ready. VALiNTRY360 says fixing readiness first makes deployment faster and more successful.

WINTER PARK, FL, UNITED STATES, August 11, 2026 /EINPresswire.com/ -- Given the power of Agentforce, enterprises are deploying Salesforce AI agents faster than almost any other advancement in the platform's history.

We are seeing growing number of rollouts stalling before they can deliver optimal enterprise value however the reason is rarely the AI, it is the enterprise data supporting the new solution.

As organizations rush to stand up Agentforce and other autonomous agents, many are discovering that the foundation of their CRM that the AI agents depend on was never made ready for this latest advancement

The problem can be more significant than just typical Salesforce configuration troubles that all firms have dealt with in the past. Up until now Salesforce projects and instances always assumed a human was in the loop, an admin who would catch a duplicate account or ignore a wrong field. AI agents remove that safety layer. They act on whatever the system tells them, at machine speed, potentially propagating a single bad record across thousands of actions before anyone notices.

The readiness gap of many organizations is well documented. According to research from Cloudera and Harvard Business Review Analytic Services, only 7% of enterprises consider their data fully ready for AI. Gartner has predicted that organizations will abandon 60% of AI projects that are not supported by AI-ready data through 2026. Many sales professionals say they cannot fully trust the data in their CRM — the exact foundation autonomous agents now depend on and now need to be successful.



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Organization need to take the time to make sure the underlying data is clean and ready to support AI agents. The prevailing message in some organizations is to deploy the agents now and fix the data later — a sequence that gets the order exactly backwards.

[VALiNTRY360](#), a U.S.-based [Salesforce consulting services](#) partner, is pushing a deliberately different sequence: readiness before rollout. Rather than configuring agents on top of an unaudited Salesforce org, the firm starts with a series of conversations on a roadmap for growth and efficiency to better understand the data model, duplicates, governance, permissions, automations, and integrations — so leaders know what an AI agent will actually inherit before it goes live.

Agentforce is so effective and efficient that it does not fail quietly; it acts on every shortcut for efficiency, every zombie opportunity recorded in the history of a company, and every undocumented process that an organization has tolerated for years, and it can do so in front of customers. The uncomfortable truth is that many teams are only now confronting the poor-quality data coming to the realization is that the AI isn't hallucinating, the data is creating the hallucination.

"Every shortcut a team may have taken in prior years can become visible the moment an AI agent starts reasoning over the org," said Steve Wise, CIO, Co-founder at VALiNTRY360.

"Deploying agents onto dirty or unprepared data doesn't save time — it just moves the real solution downstream, where it's more expensive and more public to resolve. We'd rather spend two weeks proving the foundation is ready than two quarters cleaning up the aftermath when an agent acted on bad records."

VALiNTRY360 helps organizations with data governance, [AI readiness](#), org health checks and audits, Data 360 strategy, integrations, and managed support. All this foundational work determines whether AI agents deliver ROI quickly or stall at proof-of-concept. The VALiNTRY360 certified consultants focus on fixing the data and process layer first, and then scope narrow, well-grounded agent use cases that will actually succeed. The firm offers audits to get this done for companies weighing an AI agent rollout, to surface data and governance gaps before deployment rather than after a problematic rollout.

About VALiNTRY360

VALiNTRY360 is a U.S.-based Salesforce consulting partner providing consulting, implementation, customization, integration, and managed services across Sales Cloud, Service Cloud, Health Cloud, Marketing Cloud, Experience Cloud, Agentforce, and Data Cloud. Its certified team holds 50+ Salesforce certifications and helps organizations across healthcare, financial services, manufacturing, technology, and other industries build CRM systems their teams can trust. Learn more at valintry360.com

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