



From Data to Action: A Unified Enterprise Data & AI Architecture

An integrated approach with MuleSoft, Informatica, Salesforce D360, and Agentforce to turn data into business action



Enterprises don't have a data problem, they have a coordination problem. Trying to force a single platform to handle integration, governance, unification, and activation creates friction, slows outcomes, and limits scalability. The solution: a composable architecture where each capability does what it does best—working together to deliver trusted, unified, and actionable data.

The Argano Framework: Connect. Trust. Unify. Activate.

We align best-in-class technologies across four critical roles:



Connect: MuleSoft

Enable systems to interact in real time

- Orchestrates business processes across applications
- Powers API-led connectivity and event-driven architecture
- Enables real-time data exchange across CRM, ERP, and beyond

Outcome: Seamless system interaction that supports business workflows—not just data movement



Trust: Informatica

Ensure data is accurate, governed, and reliable

- Cleanses, standardizes, and enriches enterprise data
- Resolves duplicates and creates trusted “golden records”
- Establishes governance, lineage, and stewardship

Outcome: Confidence in the data powering decisions and AI



Unify: Salesforce D360

Create business-ready context from across the enterprise

- Brings together data from systems, APIs, and governed sources
- Combines operational, behavioral, and transactional data
- Prepares unified datasets for analytics, segmentation, and AI

Outcome: A complete, real-time view of customers, products, and operations



Activate: Salesforce + Agentforce

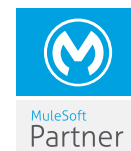
Turn data into action, automation, and outcomes

- Embeds insights directly into sales, service, and marketing workflows
- Triggers automation, alerts, and next-best actions
- Powers AI-driven experiences through Agentforce

Outcome: Data drives decisions where work actually happens

Business Impact

- 1. Break down silos:**
Align systems, data, and business processes across the enterprise
- 2. Accelerate decision-making:**
Move from fragmented insights to real-time, actionable intelligence
- 3. Enable AI with confidence:**
Power automation and agents with trusted, unified data
- 4. Maximize existing investments:** Leverage best-in-class platforms together—without forcing trade-offs



Informatica
Registered



Use Case: Lead-to-Cash Visibility Across CRM + ERP

End-to-end revenue visibility remains a challenge for many organizations due to fragmented systems and inconsistent data foundations. Achieving alignment across the lead-to-cash lifecycle requires more than integration—it demands a coordinated approach to connectivity, data trust, and activation. The following scenario highlights how this architecture enables a unified, actionable view of the business.

Delivering a Unified Approach:



Connect: MuleSoft

- Integrates Salesforce and ERP for quote-to-order, fulfillment, and billing
- Enables real-time updates and reusable APIs



Trust: Informatica

- Standardizes and deduplicates customer and product data
- Establishes governed master records



Unify: Salesforce D360

- Combines CRM, ERP, and service data into a trusted, business-ready intelligence foundation
- Creates full revenue and customer context



Activate: Salesforce + Agentforce

- Sales sees pipeline, orders, and revenue in one place
- Service resolves issues with full visibility
- AI answers questions and recommends next actions

Business Challenges

- Limited visibility across pipeline, orders, invoices, and fulfillment
- Disconnected CRM and ERP workflows
- Inconsistent customer and product data
- Manual handoffs slowing revenue cycles

Learn more at argano.com

Build a smarter, more connected enterprise

Contact us at connect@argano.com to discover how aligning MuleSoft, Informatica, and Salesforce D360 can create a scalable foundation for real-time decision-making and AI-driven outcomes.

