

# Reliable, expert Salesforce implementation partner



## Focused on solutions for manufacturing, automotive, energy and healthcare/life sciences


ForeFront is a global systems integration firm that provides a broad range of solutions utilizing the Salesforce Manufacturing Cloud, Revenue Cloud, Service Cloud, Commerce Cloud and Experience Cloud.

Our strong experience and deep knowledge of the Salesforce multi-cloud platforms give us the ability to solve complex challenges in the manufacturing, automotive, energy, healthcare/ life sciences, consumer packaged goods (CPG), media, and technology/software industries.

Headquartered in Fair Haven, N.J., and with talented, highly experienced professionals in cities across the United States and in Europe, we work every day to keep our market-leading client companies *At the ForeFront*.

To learn more about our services, go to [forefrontcorp.com](http://forefrontcorp.com).

### Salesforce Expertise

Our seamlessly integrated Salesforce **multi-cloud** solutions utilize our award-winning capabilities, leverage our any-to-any integration expertise and employ our proven Solution Accelerators. 



We deliver **Manufacturing** solutions that utilize the **Salesforce Manufacturing Cloud** platform to offer embedded analytics, leverage pre-built components to accelerate digital transformation and automation, transform service experiences and simplify partner engagement.



We develop **Configure-Price-Quote** (CPQ) solutions that leverage the **Salesforce Revenue Cloud** – and integrate with Salesforce CRM, ERP platforms and other technologies – to enable fast, accurate quotes in virtually any product configuration scenario.



Our **Quote-to-Cash** (Q2C) solutions leverage the **Salesforce Revenue Cloud** to address complex challenges such as multi-currency, large-scale CPG, highly customized product catalog, intricate grouping and dynamic deal promotion – and to accelerate revenue generation and recognition.



We integrate the **Salesforce Commerce Cloud** platform with leading ERP and CPQ systems to deliver **B2B Commerce** solutions that offer a seamless omni-channel customer experience, streamlined order fulfillment and the flexibility to respond quickly to changing customer needs.



We build **Asset Lifecycle Management** (ALM) solutions that utilize the **Salesforce Service Cloud** to offer sophisticated capabilities, including predictive field asset support, complex entitlement/work orders, case deflection, smart omni-channel routing and preventive insights.



Our **Field Service** solutions utilize the **Salesforce Service Cloud** to elevate the field service experience, increase productivity and reduce costs – solutions that enable seamless scheduling, enhance management, boost utilization, provide advanced analytics and optimize efficiency.

### Integration



### ERP Expertise



# Capabilities by Industry



	Sales Pipeline & Forecasting	Product Configuration & Quoting	Ordering/Commerce	Customer Service (Remote Support)	Product Maintenance (Field & Depot)
Products & Accelerators →					
<b>All Industries</b>	Account/Contact Management Contract/Order Management Deal Support Opportunities Partner (3rd-Party) Collaboration Sales Performance Territory Management	Approvals Guided Selling Pricing/Margin Management Product Catalog Management Proposal Generation Quote Management Self-Service Quoting	Complex Pricing Coupons/Promotions Inventory Order Management Product Recommendations Punch-Out Catalog Rebate Management Self-Service Shipping/Payment	Case Management Chat/SMS Entitlements/SLAs Feedback/Surveys Knowledge Omni-Channel/CTI Self-Help Community Service Contracts	Asset Management Field Technician Management Inventory & Van Stock Predictive IoT Proactive Maintenance Resource Scheduling Work Orders
<b>Discrete Manufacturing Technology/Electronics Medical/Medical Devices Life Sciences</b>	Account Forecasting Rebate Management Run-Rate Business	Clipper Product Pricing Product Costing Subscription Management Visual Configurator	Visual Configurator	IoT/Monitoring Warranty Management	Depot Repair High-Volume Repair
<b>Process Manufacturing Steel/Fabrication Plastics/Paint/Chemicals Packaging</b>	Account Forecasting Run-Rate Business Sales Agreements White-Space Analysis	Clipper Product Pricing Complex Pricing Product Costing Subscription Management	Automatic Reorder Vendor-Managed Inventory		
<b>Construction Building Materials Distribution</b>	Account Forecasting Bid/Quote Management Job/Project Management	Complex Pricing Product Costing	Visual Configurator		Commissioning Install Project Management
<b>Automotive Heavy Machinery 3rd-Party Logistics Fleet Management</b>	Complex Territories Dealer Performance Rebate Management	Lease/Rentals	Illustrated Parts List Visual Configurator	IoT/Monitoring Warranty Management	Checklists/Inspections Depot Repair
<b>Software Professional Services Other</b>		Billing/Receivables Clipper Product Pricing Subscription Management	Billing/Receivables License Management Rebate Management Subscription Management		

# Clients by Industry

	Sales Pipeline & Forecasting	Product Configuration & Quoting	Ordering/Commerce	Customer Service (Remote Support)	Product Maintenance (Field & Depot)
Discrete Manufacturing Technology/Electronics Medical/Medical Devices Life Sciences					
Process Manufacturing Steel/Fabrication Plastics/Paint/Chemicals Packaging					
Construction Building Materials Distribution Industrial Services					
Automotive Heavy Machinery 3rd-Party Logistics Fleet Management					
Software Professional Services Other					