

FOREFRONT

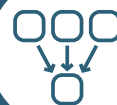


ForeFront Accelerate for Manufacturing

Unify experiences, modernize operations and gain insight.

Manufacturers of everything from taco shells to high-tech industrial machines face constant change. Especially now. This uncertainty, combined with disruption, market pressures and rising expectations, requires solutions that enable rapid adaptation and facilitate real digital transformation.

Product differentiation is not enough. Salesforce Manufacturing Cloud offers the platform you need to streamline operations, view critical data and deliver predictability. **Make the changes you need to make with ForeFront Accelerate for Manufacturing.**



Use one platform to manage operations across your business.



Leverage advanced analytics to turn data into insight – and action.

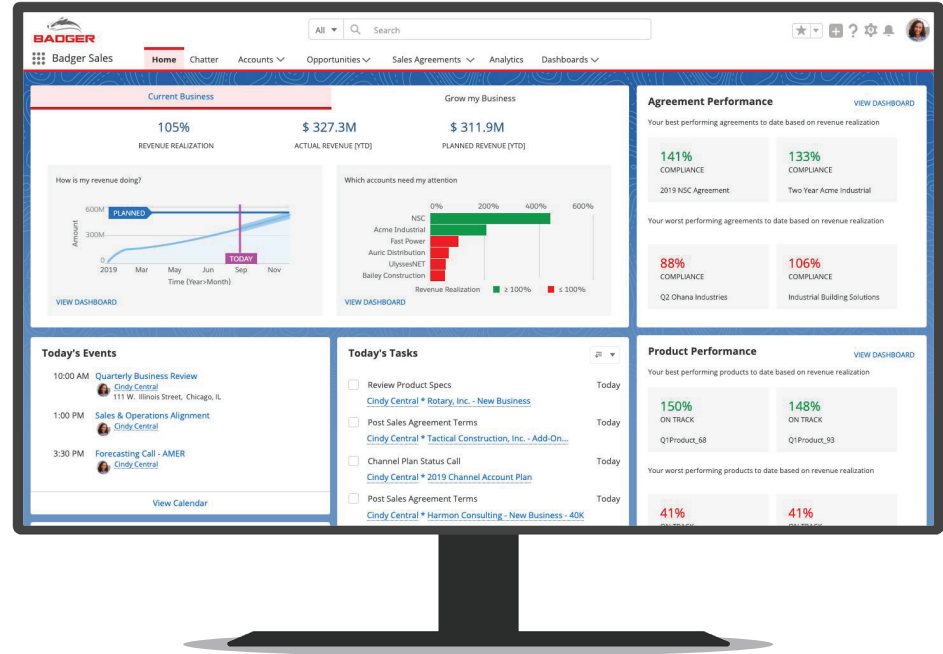


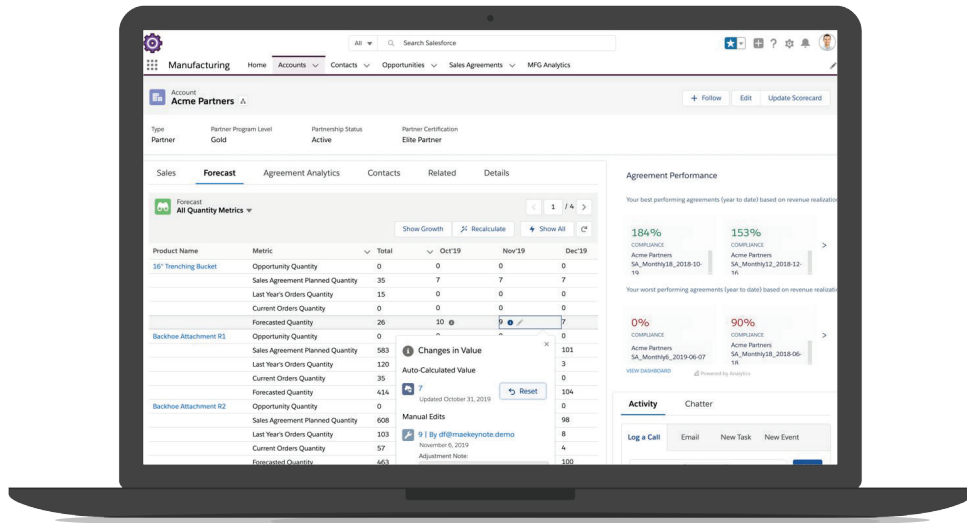
Unify and transform customer, partner and employee experiences.

Connect operations from end to end.

ForeFront's advanced manufacturing solutions integrate the Salesforce Manufacturing Cloud platform with the leading ERP systems to connect the value chain. And now, with **ForeFront Accelerate for Manufacturing**, we offer a high-quality solution that holds the line on cost, goes live quickly, and can grow as you grow.

Built for the industry's unique needs, **ForeFront Accelerate for Manufacturing** unifies core operations on a single platform, automates key processes, eliminates critical data silos, and provides the tools to build personalized, digital experiences for your customers, partners and employees.





Build better processes.

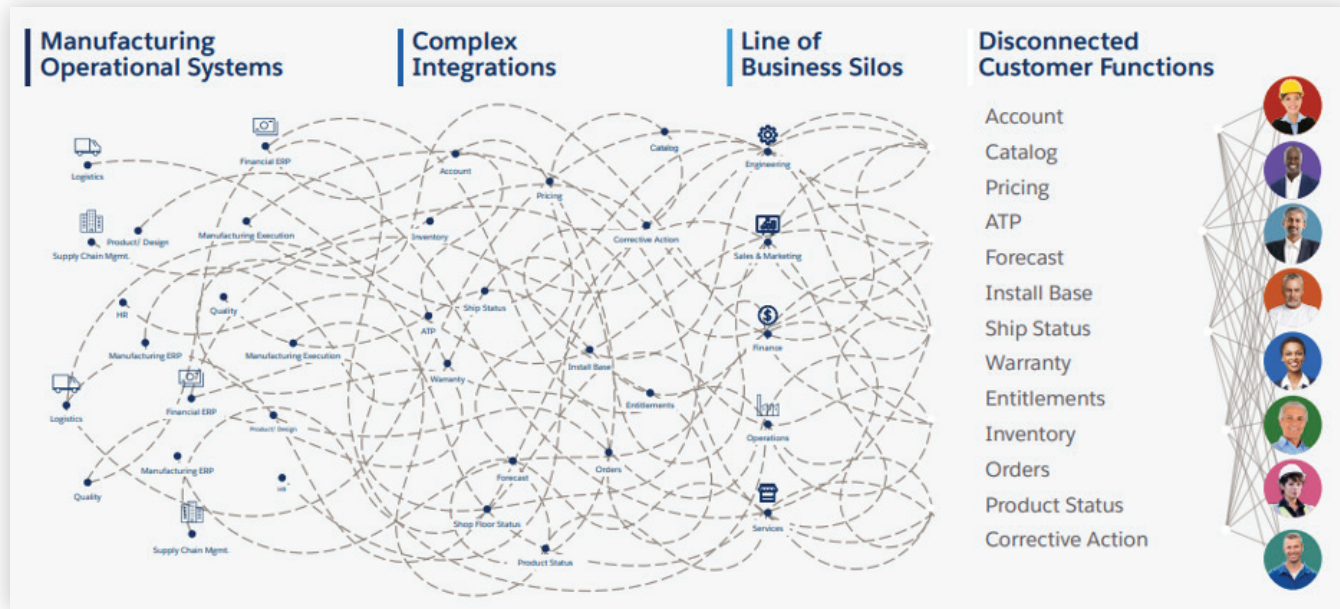
By providing unified customer, partner and employee experiences, manufacturers can create a competitive advantage separate from product innovation, price and quality.

What if every link in the value chain was faster? What if employee productivity and overall operational performance was better? And what if it was easier to do business with your company? You would see **more growth, increased revenue** and **improved margins**.

At ForeFront, our Salesforce expertise makes us uniquely qualified to combine sophisticated Manufacturing Cloud capabilities with top ERP solutions – and to build a solution that will keep you in front.

Untangle systems. Unlock data. Improve performance.

Complex, cobbled-together legacy solutions create siloed information – and complicate digital transformation. A single platform helps you identify pain points and lets you make faster, smarter decisions.



Salesforce Manufacturing Cloud delivers real advantages.

Unify experiences.

Become easier to do business with, strengthen partner engagement, streamline (and monetize) service, unlock data and increase employee productivity.

Modernize operations.

Get a complete picture of net-new opportunities alongside customer agreements, long-term projects, and an accurate demand forecast.

Transform service.

Accelerate service automation by orchestrating end-to-end processes across departments for customer support, complaints and product issues.

Simplify partner engagement.

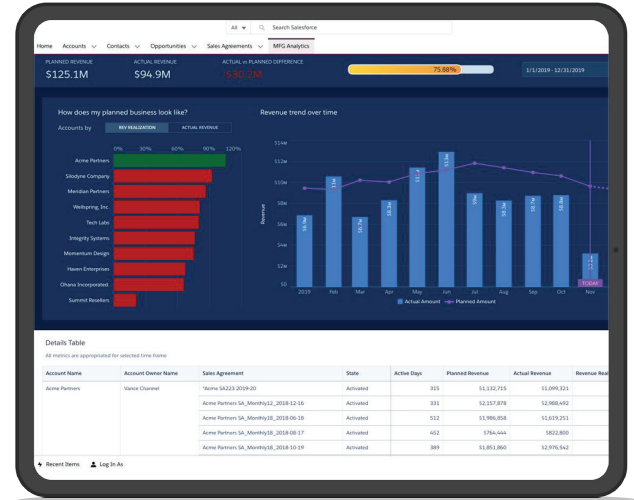
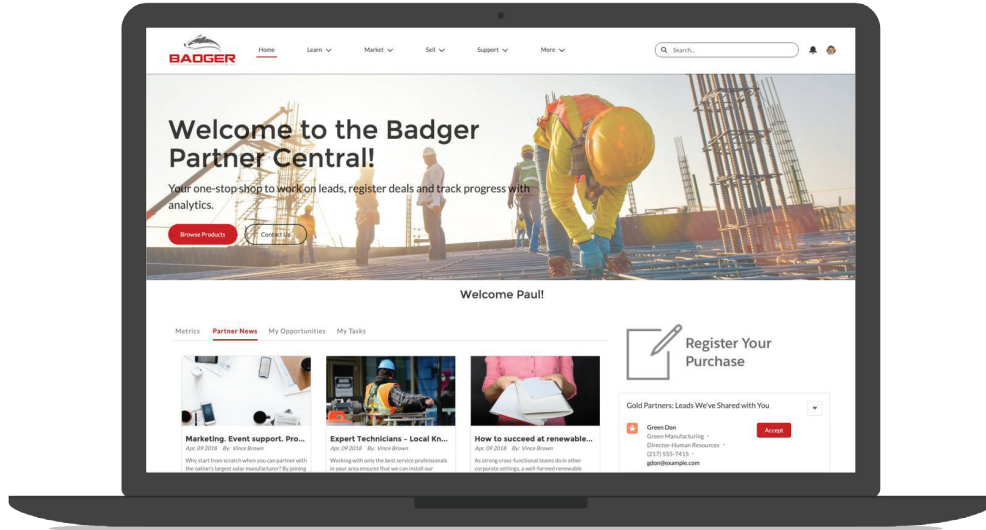
Provide self-service support for dealers, distributors, reps and resellers across sales agreements, forecasts, incentives and end-customer or product issues.

Leverage embedded analytics

Make fast, informed decisions with time-series based projections and predictive insights on account health and pricing performance.

Go digital faster.

Leverage pre-built objects, processes and frameworks for manufacturing, and accelerate automation with no-code tools.



Project Scope



Account / Customer Management

- Setup Account and Contact Objects and Navigation
- Display Account Hierarchies
- Setup Account Teams for collaboration on accounts
- Configure account fields for tracking/segmentation (industry, vertical, etc.)



Opportunities & Pipeline Management

- Setup Sales Process for Opportunities
- Track key fields and setup 'Tips for Success' reminders at each stage
- Guide Sales Reps with required information at each stage
- Manage products on the opportunity with Opportunity Products



Products & Price books

- Activate and Deactivate Products and their related prices
- Configure up to 3 Price books for specific pricing levels
- Setup Product Families to organize products



Orders

- Enable Orders for Accounts
- Setup Order Products to track status of each order line
- Configure Negative Quantities, Reduction, and Zero Quantity Orders for Adjustments



Opportunity Teams

- Setup Opportunity Teams to enable collaboration on deals
- Enable opportunity access based on team members
- Setup Default Teams

Project Scope



Opportunity Management

- Configure Opportunities to track/manage one-time deals
- Setup lifecycle of an Opportunity (Sales Process)
 - Qualified → Confirmation → Proposal → Quote → Closed-Won



Sales Agreement Management

- Configure Sales Agreements to track/manage recurring deals
- Setup lifecycle of Sales Agreement
 - Draft → Proposal → Negotiation → Activation
- Track Sales Agreement pipeline
- Configure Sales Agreement Metrics, Actuals Calculation, etc.



Sales Agreement Approvals

- Configure approval process for new Sales Agreement
- Route new agreements to necessary parties with ability to approve/deny
- Notifications for users to take action



Run Rate Business Management

- Order History by Account
- TraViewck order volume over time (quantity and amount)



Account Planning / Customer360

- Configure account screens to see all account information in one place
 - e.g., Contact, Orders, Quotes, Cases, Work Orders, etc.
- Setup Quip for notes / collaboration (TBD)

Project Scope



Account Based Forecasting

- Configure automatic forecast generation rules
- Setup forecast calculation rules from
 - Sales Agreements, Opportunities, Historical Orders
- Setup Forecast adjustment settings & permissions
- Setup Forecast Metrics (fields to show)



Manufacturing Cloud Analytics

- Deploy the Tableau CRM for Manufacturing Template
- Create and share the analytics app for users
- Schedule auto-recalculation of the analytics on a periodic basis (Dataflow)



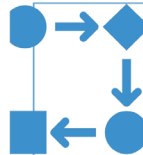
Design / Lightning Config

- User Experience
- Console Views
- Curate a simple, intuitive experience for sales CRM users



Sharing & Record Security

- Roles, Hierarchy
- Record Access Rules
- Configure standard Salesforce security settings to ensure that the right people have access to the right information



Process / Workflow

- Automated workflows
- Notifications

Overview: ForeFront Accelerate for Manufacturing Cloud

Project Details

Timeframe	Cost
10 to 12 weeks	Contact us for pricing

Discovery & Design	Build	Testing/Deployment/Support
1 to 2 weeks	7 to 8 weeks	2 weeks
<ul style="list-style-type: none">• Scope review• Project planning• Integration readiness assessment	<ul style="list-style-type: none">• TBD	<ul style="list-style-type: none">• QA, SIT and UAT• End-user training• Knowledge-sharing• Deployment to production• Post go-live support

* ERP integration not included

Contact us to learn more.

To get additional information about **ForeFront Accelerate for Manufacturing**, contact:



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SALESFORCE EXPERTISE AND INTEGRATION EXCELLENCE

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, media and technology/software industries.

With offices across the United States and 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](https://www.ForeFrontCorp.com)

