

# Meet ForeFront



**Manufacturing Cloud**  
Partner Advisory Board



**B2B Commerce**  
Partner Advisory Board



**Automotive Cloud**  
Launch Partner



## Multi-Cloud Expertise



Revenue



Commerce



Service



Platform



Marketing



Field Service



Integration



Manufacturing



Analytics



Collaboration



## 3 Pillar Strategy

### Lead-to-Cash

Full sales lifecycle sale management that covers the configuration, quoting, and ordering



### B2B Commerce

Help maximize online growth with seamless, self-serve E-Commerce features tailored to B2B customers



### Asset Lifecycle Management

Process of optimizing the profit generated by assets throughout their lifecycle



# FOREFRONT



# Multi-Cloud Integration Experts

## Integration Expertise



## Other Platform Expertise



*"ForeFront has proven to be not only a knowledgeable and honest partner but also an extremely agile and organized one. What started as a crawl but quickly turned into a quick run with a full CPQ implementation in a very aggressive timeline. Like with any large IT project that is fluid, the project scope has changed many times, but ForeFront has done a fantastic job of adjusting and fitting many new unknown requirements into both budget and timeline"*

- VP of IT (CIO), July 2022



# ForeFront Capabilities by Industry & Solution

	Sales Pipeline & Forecasting	Product Configuration Pricing & Quoting	Ordering / B2B Channel Management	Customer Service (Remote Support)	Product Maintenance (Field Service & Depot)
<b>Salesforce Products</b>					
<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	Clipper Pricing Engine 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</b> Technology/Electronics Medical/Medical Devices Life Sciences	Account Forecasting Rebate Management Run-Rate Business	Clipper Pricing Engine Product Costing Subscription Management Visual Configurator	Visual Configurator	IoT/Monitoring Warranty Management	Depot Repair High-Volume Repair
<b>Process Manufacturing</b> Steel/Fabrication Plastics/Paint/Chemicals Packaging	Account Forecasting Run-Rate Business Sales Agreements White-Space Analysis	Clipper Pricing Engine Complex Pricing Product Costing Subscription Management	Automatic Reorder Vendor-Managed Inventory		
<b>Construction</b> Building Materials Distribution	Account Forecasting Bid/Quote Management Job/Project Management	Clipper Pricing Engine Product Costing	Visual Configurator		Commissioning Install Project Management
<b>Automotive</b> Heavy Machinery 3rd-Party Logistics Fleet Management	Complex Territories Dealer Performance Rebate Management	Lease/Rentals	Illustrated Parts List Visual Configurator	IoT/Monitoring Warranty Management	Checklists/Inspections Depot Repair
<b>Software</b> Professional Services Other		Billing/Receivables Clipper Pricing Engine Subscription Management	Billing/Receivables License Management Rebate Management Subscription Management	ForeFront Pre-Built IP / Accelerator	

# ForeFront Capabilities by Industry & Solution

ForeFront Industry Expertise	Sales Pipeline & Forecasting	Product Configuration Pricing & Quoting	Ordering / B2B Channel Management	Customer Service (Remote Support)	Product Maintenance (Field Service & 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					