



FOREFRONT DELIVERS WELL-OILED FIELD SERVICE SOLUTION, MIGRATES NOBLE TO SALESFORCE FIELD SERVICE AND INTEGRATES KEY BUSINESS SYSTEMS

Overview

Noble, Inc. is a Colorado-based leader in oilfield services with separate entities under the company umbrella. The organization has ambitious growth plans, but their legacy field management solution made scaling difficult. Acquisitions were a specific pain point.

Challenge

Separately operated business segments siloed data across systems, and leadership lacked a 360-degree customer view. The previous field management system was also expensive and difficult to maintain. Plus, its architecture lacked configurability and essential workflows that would benefit field teams, executive leadership, and customers alike.

Solution

Replacing Noble’s legacy solution with Salesforce Field Service, coupled with ForeFront’s solution accelerators, enabled Noble to **modernize** and streamline field operations, improve revenue, and scale.

The org migration—facilitated by our Maestro Health Check tool—consolidated and seamlessly transferred data while preserving the integrity of existing customer and asset data. ForeFront’s reusable SFS solutions accelerated time-to-value and solved common industry challenges, which will enable greater adoption for Noble’s field technicians. Custom features include: **Quick Job Setup** with pre-populated data and auto-created related records for jobs, tickets, and more. **Item Picker** which allows users to easily add products or services to quotes, price books, and tickets. Lastly, **Custom Grids** for desktop and mobile that make it easy to bulk edit, add, and delete records.



Sales Cloud
Salesforce Field Service



MAESTRO



Microsoft Dynamics 365
Business Central

**18-24
Months**

Expected Time for
Client to Recoup
Investment

\$100K+

Yearly Licensing
Fee Savings with
Salesforce

Outcome

Service-centric customers need to modernize field service operations and connect assets across the value chain. ForeFront’s solution has plugged revenue leaks, connected asset and customer data for 360-visibility, and generated significant licensing and maintenance savings. The mobile app gives field techs real-time access to job details and the ability to complete work orders on the fly.

Ask about our Salesforce Field Service Accelerator! This pre-built, reusable solution provides a scalable foundation for growth that solves common industry problems that legacy technology can’t.



ForeFront

A global Salesforce multi-cloud solutions provider keeping market leaders at the forefront.
732.212.0800 | forefrontcorp.com

To learn more, contact:

Sales and Marketing
marketing@forefrontcorp.com
732.945.5597