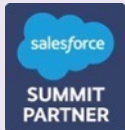


## Success Story



**FOREFRONT**  
a NEORIS company

[Read Case Study](#)

[Watch RPA Demo](#)

Approved to  
Share Externally

#WinningWithPartners



## ForeFront Enabled an AI-Powered, Multi-Cloud Salesforce Transformation for Lamons Manufacturing

### How ForeFront Turned Lamons Into Salesforce and AI Advocates

- Lamons wanted to replace its quoting and e-commerce solution and offer customers a better purchasing experience. Complex configuration capabilities and guided experiences for salespeople were must-haves.
- Their B2B solution starts with MTO products quoted in Salesforce CPQ. Products go into a B2B commerce store for repeat orders, creating a full ordering lifecycle. Manufacturing Cloud provides full visibility into run rate business and enables more accurate planning.
- Implementing MuleSoft RPA and AI in order processing automated manual order entry of 10K+ orders per year, reduced the risk of human-caused errors, slashed RMAs, and created significant time savings with an infinitely scalable solution. **The solution uses AI to read incoming PDF documents, then pushes that information into Salesforce using RPA.**
- Now, ForeFront and Lamons are developing mission critical use cases (telematics) to unlock new revenue potential using **Data Cloud**.
- **ForeFront's complete solution approach encompasses all clouds. With us, you'll never have to pull another partner in. Our AI experts engage customers, identify pain points, and develop custom AI solutions that solve their biggest challenges.**
- Combine that with our industry expertise, and it's the perfect recipe for creating advocates like Lamons, who increase their Salesforce investments every year.

**\$664,000**

Total Customer ACV  
Since January 2024

**15-20% Time Savings**  
Compared to Manual Order Entry

*"ForeFront's RPA solution is the single biggest game changer for Lamons in our 76-year history."*

- Kristoffer Beezley, SVP Sales & Strategic Business Development

### INDUSTRY

Discrete Manufacturing

### Products Sold:



Marketing Cloud



MuleSoft Automation Studio



Commerce Cloud



Manufacturing Cloud