### Go-Live





#### **SALESFORCE CORE TEAM:**

**Account Executive:** Sam Alpert

#### **SALESFORCE** PARTNER TEAM:

**Director, Partner Sales:** Dave Walden

> For Internal Use Only

#WinningWithPartners



# ForeFront swaps legacy solution for SFS & integrates key business systems for oil & gas organization

### **Customer Profile**

Colorado-based oil drilling services.

### Challenge

- Noble's legacy field management system was expensive and difficult to maintain. The implementation didn't 

  The custom components ForeFront fit their needs, and many features went unused.
- Data was siloed across systems due to multiple separately operated business segments.
- Scalability was difficult, particularly acquisitions.
- Leadership also lacked a 360-degree customer view.

### **Partner Value**

- Our Field Service expertise closes **deals.** We complete SFS migrations and implementations quickly and efficiently, saving clients time, money, and hassle.
- built for Noble are reusable across oil & gas industry projects.
- We have specialized field service experts staffing projects.
- This allows us to (quickly) build Field Service solutions that have every feature AUE customers need, and nothing they don't.

### 18-24 Months

Time for Client to Recoup Investment

## \$100K+

Yearly Licensing Fee Savings with Salesforce vs. Legacy System

### COUNTRY

**United States** 

#### **INDUSTRY**

AUE, Oil & Gas

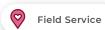
### # OF LICENSES

360

### **GO-LIVE DATE**

July 15, 2024

**Products Sold:** 





Sales Cloud