

Go-Live



**FOREFRONT**  
a NEORIS company

**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 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.
- The custom components ForeFront 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.

### Products Sold:



**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