

**FOREFRONT** 

AN EPAM COMPANY



# Salesforce CPQ to Agentforce Revenue Management (ARM) Migration Accelerator

Streamline quoting, contracts, and billing with smart automation, unified data, and insights tailored for manufacturing complexity.

Salesforce CPQ was built for fast quoting... not for the complex sales models of modern manufacturing organizations. With ARM, you get a flexible, future-ready revenue process across quotes, contracts, subscriptions, and billing.



## The Future of CPO is ARM

Salesforce CPO has reached “end of sale.”

Current customers can still use it, but new licenses are no longer available. All future roadmap investments will focus on Agentforce Revenue Management (ARM).

## Why ARM, Why Now?

ARM is designed to support the **entire revenue lifecycle** and give manufacturers the scale, flexibility, and data visibility CPO can’t offer on its own.

Salesforce is even offering **flexible licensing terms** that let customers migrate to ARM at their own pace, without the pressure of a forced switch or unexpected costs.

It’s a rare chance to **reduce spend**, **de-risk the transition**, and **build a stronger revenue foundation** with minimal disruption.

## CPQ to ARM Migration Accelerator

### RCA Improves the Entire Revenue Lifecycle

Agentforce Revenue Management (ARM) is Salesforce's next-generation revenue platform, built to meet the demands of manufacturers navigating complex sales cycles, growing product catalogs, and evolving business models.

Salesforce CPQ was built on a managed package with architectural limits, but ARM is a native, API-first solution designed for scalability, automation, and cross-channel agility. If you're struggling with rigid pricing, disconnected sales and finance handoffs, or slow quoting workflows, ARM will help.

With ARM, manufacturers gain:

- Faster quoting across teams, channels, and partners
- AI-powered automation through Agentforce
- Streamlined contracts with native e-signature support (no more DocuSign!)
- Ready-built connections to Billing, Order Management, and Revenue Recognition
- Simplified product and pricing updates without heavy admin work
- Support for subscriptions, usage-based pricing, and service contracts
- Stronger integration with ERP and Field Service systems
- A clean break from CPQ technical debt



# CPQ to ARM Migration Accelerator

## What's Included

### OBJECTIVES

Stand up core components of Salesforce Agentforce Revenue Management to enable foundational revenue lifecycle functionality.

AI-driven discovery and analysis plus risk assessment of existing Salesforce CPQ configuration to inform transformation scope of work

Visio data migration chart for standard CPQ to ARM objects (Product & Pricing Rules, Approvals, Quote Documents, Contract Amendments/Renewals, Orders)

Provide a base platform for future expansion and full ARM enablement.

Identify and evaluate dependencies on third-party systems (e.g., ERP) and identify integrations for future Scope of Work.

Execute a limited set of high-impact migration tasks from CPQ to ARM.

### KEY DELIVERABLES

Discovery and Migration Readiness Report

Third-Party Integration Evaluation

ARM Configuration (unboxing)

Data Mapping Specification

Phase 2 Roadmap for Full Implementation

Stakeholder enablement + training on ARM features & functionality in sandbox (1 hour)

# Why Partner With ForeFront For Your Agentforce Revenue Management Transformation?

- **Proven industry experience:** ForeFront excels at solving complex, industry-specific manufacturing challenges.
- **Revenue management expertise:** We help clients modernize every phase of the revenue lifecycle by designing scalable, Salesforce-native architectures that reduce friction and unlock long-term growth.
- **Multi-cloud integration capabilities:** We're a trusted Salesforce Summit partner with deep experience integrating Salesforce to backend systems. Our solutions deliver complete revenue lifecycle visibility and accelerate sales cycles, unlock new revenue streams, and streamline operations across disconnected systems.



Contact us to learn more about our **Salesforce CPQ to Agentforce Revenue Cloud (ARM) AI-Driven Migration Accelerator** and other industry-leading solutions.



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