

Salesforce CPQ to Revenue Cloud Advanced (RCA) Migration Quick Start

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 RCA, you get a flexible, future-ready revenue process across quotes, contracts, subscriptions, and billing.



The Future of CPQ is RCA

Salesforce CPQ 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 Revenue Cloud Advanced (RCA).

Why RCA, Why Now?

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

Salesforce is even offering flexible licensing terms that let customers migrate to RCA 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.

RCA Improves the Entire Revenue Lifecycle

Revenue Cloud Advanced (RCA) 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 RCA 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, RCA will help.

With RCA, 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



RCA Migration Quick Start

What's Included

OBJECTIVES

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

Comprehensive discovery of the existing Salesforce CPQ configuration to inform downstream migration phases

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

Provide a base platform for future expansion and full RCA 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 Revenue Cloud.

KEY DELIVERABLES

Discovery and Migration
Readiness Report

Third-Party Integration Evaluation

Revenue Cloud Configuration (unboxing)

Data Mapping Specification

Phase 2 Roadmap for Full Implementation

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

Starting at \$40K



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* Client will provide access to relevant Salesforce environments and documentation. Key business and technical stakeholders will be available during discovery and validation phases. This Quick Start does not include full configuration or migration from CPQ to Revenue Cloud (RCA)

Top Manufacturers Choose ForeFront

Manufacturers whose quoting and revenue lifecycle operations we've transformed.

Sub Verticals We Support



Discrete



Process



Packaging

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

SVP Sales & Strategic Business Development

Automotive and OEM



Why Partner With ForeFront For Your Revenue Lifecycle 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 Revenue Cloud Advanced (RCA) Migration Quick Start** and other industry-leading solutions.



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