FOREFRONT
AN EPAM COMPANY

SALESFORCE SUMMIT PARTNER

Q4 CREATE + CLOSE OFFER BY FOREFRONT

Take implementation cost off the table

Stalled on services budget or scope? ForeFront's Accelerated Delivery Model puts a small, AI-powered team on your customer's goals. They prototype in days, release as they build, and adjust priorities without change orders. It's ideal for existing Salesforce customers who know their pain but not their requirements, need results fast, and want flexibility.

WHERE Q4 DEALS STALL

The license is sold. The SOW isn't.

- Plant, dealer, or OEM team wants the platform, but the services number won't clear capex before year-end
- CFO wants proof of ROI before committing, with tariffs and margin pressure already tightening spend
- ERP and shop-floor integration scope pushes the SOW to next fiscal year, and your license deal slips with it

What it does for your number

› Removes the late-stage services objection
› Keeps the license close in Q4
› Gives the economic buyer a results-backed reason to sign now

HOW IT WORKS

Customer pays for outcomes, not hours

25%
AT SIGNING

Upfront to start the work
Covers kickoff, discovery, and the start of the build.

75%
AT MILESTONES

Deferred until KPIs are hit
Balance is due only as jointly agreed KPI milestones are reached, as defined in discovery and written into the SOW.

SHARED SUCCESS

We share in the upside
Because ForeFront carries the delivery risk, a modest shared-success fee applies once results land, per the agreement.

Example KPI milestones

Illustrative. Baselines and targets are agreed per engagement.

KPI	CLOUD	SAMPLE MILESTONE
Quote-to-order speed	CPQ / Revenue Cloud	Faster turnaround on configured quotes and orders
Forecast accuracy	Manufacturing Cloud	Less time spent building and reconciling forecasts
Dealer order automation	B2B Commerce / MuleSoft	More orders flowing in without re-keying into ERP
Warranty & service resolution	Service Cloud / Agentforce	Less agent time spent per warranty or service case

91%
Of customers are promoters on multi-year programs

4.9 /5
Customer satisfaction rating

400+
Salesforce certifications across 45+ experts

3
Salesforce Partner Advisory Board seats

Kawasaki ENGINES · MASTER BUILDERS SOLUTIONS · AXALTA · proponent · EBARA ELLIOTT ENERGY · TOWLIFT · doble · Lamons

Got a manufacturing or automotive deal stuck on services budget? Reach out to see if it qualifies, and we'll scope the KPIs with you.

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ForeFront, an EPAM Company · forefrontcorp.com · Offer subject to ForeFront approval and a signed SOW. KPI definitions, milestone payments, and shared-success fee terms are set per engagement and documented in the customer agreement.