



B2B Commerce Lightning Solution Delivers Performance & Simplicity

Like many companies today, Sonos wanted to transform its ecommerce capabilities. The first step for the Santa Barbara, Calif.-based consumer audio products company: Eliminate limitations and customizations by replacing its Microsoft Great Plains ERP with SAP S4/HANA. The second step, done simultaneously: Re-platform its ecommerce by replacing CloudCraze with a Salesforce B2B Commerce Lightning solution.

Challenge

Beside the complications of implementing an ecommerce solution at the same time as an ERP implementation, ForeFront needed to deliver on Sonos' wish list: Real-time catalog, pricing and inventory, consolidate Sonos' multiple experience cloud websites into a single dealer experience, and integrate B2B Commerce with SAP S4/HANA.

Solution

ForeFront replaced the existing CloudCraze/Visualforce solution with a new B2B Commerce Lightning Community solution, merged all of Sonos' Experience Cloud elements into one Experience Cloud, migrated custom tables to out-of-the-box B2B Commerce tables, removed customizations that were built to bridge gaps in the Great Plains ERP, and leveraged Boomi to build integrations to and from S4/HANA.

Results

ForeFront delivered a seamless global ecommerce solution that is more sustainable, scalable and easier to maintain – a solution that virtually eliminated customizations, and one that simplifies and speeds up the purchasing process using real-time calls to S4/HANA for key data.

ForeFront leveraged Salesforce B2B Commerce to simplify the underlying solution and accelerate the purchasing process.



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