



B2B Commerce Lightning Solution Delivers Performance & Simplicity

Like many companies today, a global consumer audio products company wanted to transform its ecommerce capabilities. The first step: 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 the company's wish list: Real-time catalog, pricing and inventory, consolidate multiple experience cloud websites into a single dealer experience, and integrate B2B Commerce with SAP S4/HANA.

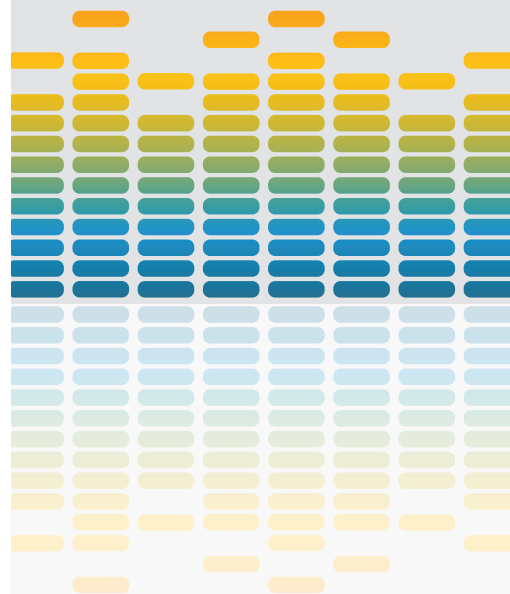
Solution

ForeFront replaced the existing CloudCraze/Visualforce solution with a new B2B Commerce Lightning Community solution, merged all of the company's 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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