



**Salesforce solutions
that fortify your
success**

In a digital-first world, stores are open but customers are online

58% of consumers and 80% of business buyers **expect to do more shopping online** after the pandemic.

SALESFORCE

State of the Connected Customer

86% of B2B customers **prefer using self-service tools for reordering**, rather than talking to a sales representative.

MCKINSEY & COMPANY

The new B2B customer decision journey

Companies selling online with B2B commerce **save \$12 per order on average**.

FORRESTER

Retail's Omnichannel Acceleration

Companies selling their products and services online are present '**where the customer is**' and **therefore more resilient and flexible** to respond to a pandemic crisis.

DELOITTE

B2B Channel Evolutions



Shifting to digital-first commerce is hard

How will you...

Launch a full-scale
online storefront
fast?

Align a new system
with your existing
processes?

Streamline long-
term development
and maintenance?



The old solutions weren't built for this

Custom software

- ✗ Slow development lifecycle
- ✗ Requires significant financial investment
- ✗ Requires having an internal team to support it

Turnkey solutions

- ✗ Hard to customize or scale
- ✗ Integration and compatibility issues
- ✗ Dependency on the software provider



How will you succeed?

What if you could get all of that...

- beautiful storefront
- automated sales processes
- customizations to cover your unique needs
- integration with your existing systems
- UI tailored to your business specifics

And qualified engineers available to do fixes and updates when needed



We want to help you harness the
full potential of digital commerce



Some of the results we've achieved for our clients

2X

faster **order processing** time

100%

shift to **self-service** re-ordering

2X

increase in **sales reps' productivity**



Forte DGTL + Salesforce: quick facts

Forte DGTL is a certified Salesforce partner with hands-on Salesforce B2B/D2C expertise



PARTNER

120+

Salesforce
specialists

100+

Lightning platform
implementations
completed

150+

Salesforce
certifications



We are global

Headquartered in Boca Raton, FL, with delivery centers across Europe and Latin America, we can seamlessly serve our clients around the globe.



Some of the companies already using Salesforce-based solutions delivered by our team



Companies choose our Salesforce services for 3 reasons

Speed

2-3 months
from zero to
launch

Retention

70% of clients use our
Managed Services after
the project is complete

Expertise

15+ years in e-commerce
development & wide
integration expertise





Accelerate your shift to digital-first commerce!

Go to fortedgtl.com

Or get in touch at
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