



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



**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](http://fortedgtl.com)

Or get in touch at  
[hello@fortedgtl.com](mailto:hello@fortedgtl.com)