

Datacolor

Your Salesforce Revenue & Data Activation Partner.

Agentforce Revenue Management · Informatica MDM & IDMC · Data Cloud
Sales Cloud · Service Cloud · MuleSoft · Tableau · Commerce Cloud

When AI discussions become data discussions — we're ready.

Salesforce
Crest Partner

Informatica
Platinum Enterprise

ARM
Specialist

US & EMEA
Coverage

Company Overview

- **Boutique Data Engineering, AI & Analytics Consultancy**
- **Platinum Enterprise Partner** for both Salesforce & Informatica
- **Specialists in:** Databricks, Snowflake, Informatica, SAP
- **Focused on:** AI Agents, Generative AI, Data Governance & Data Quality
- **Deep ARM & Revenue Cloud expertise** — CPQ migration, billing & order management
- **Delivering trusted data activation** across Agentforce, Data Cloud, MuleSoft & Tableau



Salesforce

Partner

All Clouds: Sales, Service, Revenue, Data, Commerce, MuleSoft & Tableau

Informatica

Platinum Enterprise

MDM, IDMC, CDQ, Cloud Data Integration & Data Governance

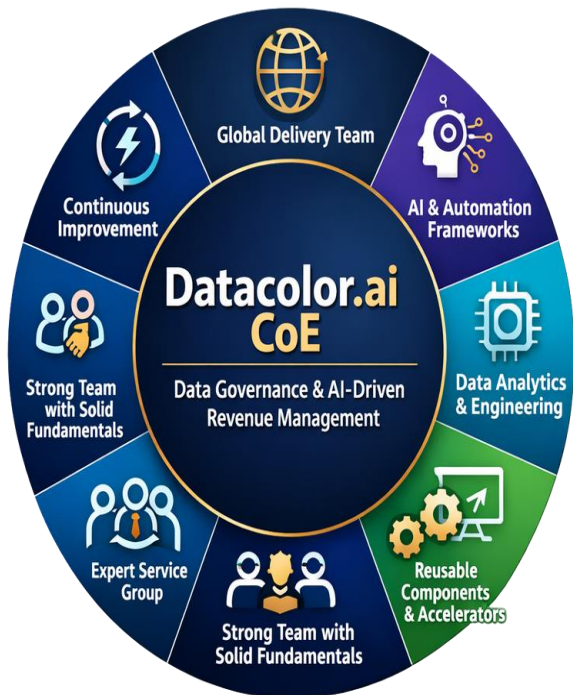
ARM & Revenue

Cloud Specialist

CPQ migration, ARM implementation, billing & order management

Datacolor.ai Center of Excellence

Data Governance & AI-Driven Revenue Management



Platinum Enterprise Partner — Salesforce & Informatica

- ARM and IDMC implementations delivered globally
- Technical & functional certifications across the team
- Informatica specializations — MDM, IDMC, CDQ & more

Product Development Focus

CoE for Cloud Modernization & AI-Revenue Management
Proprietary migration accelerators and data governance frameworks

Key Projects

ARM Revenue Management
IDMC Data Governance
Data Cloud Integration
AI-Driven Billing & Order

Why Datacolor.ai

Proven ARM adoption frameworks
Deep SF & Informatica expertise
Trusted B2B Tech & Finance partner

Full Salesforce Cloud Coverage

Datacolor.ai supports every Salesforce cloud — with deep specialization in ARM and Data.

★ PRIMARY FOCUS

Agentforce Revenue Management (ARM)

CPQ migration, billing, order mgmt & asset lifecycle. AI-powered quoting & pricing.

★ PRIMARY FOCUS

Informatica MDM & IDMC

Master data management, governance, quality & integration at enterprise scale.

Sales Cloud

CRM, pipeline management, forecasting & Einstein AI for high-performing sales teams.

Service Cloud

Case management, field service, knowledge & AI-powered customer support.

Data Cloud

Unified customer profiles, real-time data activation & AI-ready data foundation.

MuleSoft

API-led integration, data connectivity & enterprise system orchestration.

Tableau

Analytics, dashboards & embedded BI powered by trusted governed data.

Commerce Cloud

B2B & B2C digital commerce, omnichannel selling & personalized buyer experiences.

Revenue Cloud & ARM Offering

CPQ Analysis · Migration · ARM Implementation · Billing & Order Management

CPQ Analyzer — AI-Powered Assessment

Manually inventorying a complex CPQ build can take a BSA over a quarter. Our AI Diagnosis Tool automates this — delivering deeper insights in weeks, not months.

● Automated Inventory

Categorizes CPQ metadata by module: Products, Price Books, Rules, Custom code, workflows and more.

● Readiness Report

Complexity scores, risk reports by CPQ module structure, and migration readiness assessment.

● Actionable Insights

Recommendations to remove redundancy, consolidate rules, refactor code and streamline before transformation.

ARM Migration & Implementation

Step 1 — Value Workshop

Initial workshop with key stakeholders to define business case, identify optimization areas and align on scope.

Step 2 — Discovery Scan + Assessment

Execute automated CPQ inventory scan. Review performance issues, process gaps, and migration readiness across product bundles, rules and approvals.

Step 3 — Readiness Report & Roadmap

Comprehensive optimization report with complexity scores, risk analysis, and a technical debt reduction roadmap.

Step 4 — ARM Implementation

Full CPQ-to-ARM migration: data model transformation, configuration, billing, order management, and go-live support.

Contact us to discuss your Revenue Cloud assessment → sales@datacolor.ai

Agentforce Revenue Management (ARM)

CPQ Migration · AI-Powered Quoting · Billing · Order Management · Asset Lifecycle

Why ARM Replaces CPQ

● API-First Architecture

Custom UIs, omnichannel selling & seamless ERP/CRM integrations — no managed package limits.

● Processes 1,000+ Line Items

High-performance pricing engine handles complex product and pricing configurations without bottlenecks.

● AI Revenue Agents

Auto-generate quotes, surface upsell opportunities & apply intelligent Price Waterfall logic.

● End-to-End Revenue Platform

Quoting, billing, order management & asset lifecycle — one source of truth for ARR/MRR.

Our ARM Practice

★ ARM Specialist Partner

Proven expertise in ARM implementation, CPQ migration and Revenue Cloud transformation.

✓ End-to-End Delivery

ARM and IDMC implementations across B2B Tech and Finance clients globally.

⚡ Proprietary Frameworks

Migration accelerators that reduce risk, downtime and time-to-value for CPQ-to-ARM transitions.

◆ MDM + ARM Advantage

Master customer & product data with Informatica before it enters ARM — eliminating the #1 migration failure point.

→ Assessment-First Approach

Fit assessment, business case, migration roadmap, custom demo & tailored proposal.

Informatica MDM, IDMC & Co-Development

Platinum Enterprise Partner · Salesforce Connector Co-Developer · Global Delivery

Informatica MDM

Master Data Management for customer, product & supplier data. Clean, mastered records flow directly into ARM — eliminating the dirty data that derails CPQ migrations.

MDM

Master Data
Management

IDMC & Cloud DI

Intelligent Data Management Cloud: data integration, quality, cataloging, governance & lineage. Automated pipelines that standardize and validate data from any source.

IDMC

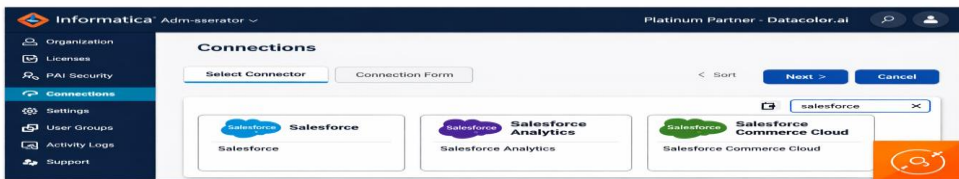
Intelligent Data
Mgmt Cloud

Salesforce Connector (Co-Developed)

Co-developed the Salesforce Connector for Informatica IDMC SaaS — pre-built package with entities, reference data, relationships & real-time bi-directional sync.

RT

Real-Time
Bi-Directional



The MDM + ARM Advantage

Most ARM migrations fail at the data layer — duplicate records, inconsistent product hierarchies, fragmented pricing data.

Datacolor.ai is the only partner that masters your data with Informatica MDM before it enters ARM, eliminating the root cause of failed migrations. Clean master data from day one.

Why Datacolor.ai

For Salesforce Reps: Your trusted co-sell partner for ARM, Informatica & every Salesforce cloud.

01 ARM & Revenue Cloud Specialist

Deep CPQ migration and ARM implementation expertise. From assessment to go-live, we deliver end-to-end Revenue Cloud transformation.

02 Informatica Platinum Enterprise Partner

Specializations across MDM, IDMC, CDQ and Cloud Data Integration, plus co-developer of the Salesforce Connector for IDMC SaaS.

03 Unique MDM + ARM Combination

The only partner that masters your data with Informatica before it enters ARM — solving the #1 cause of failed migrations.

04 Proprietary Migration Frameworks

Industry-specific accelerators for CPQ-to-ARM transitions that minimize downtime and shorten time-to-value.

05 Full Salesforce Cloud Coverage

Sales, Service, Data Cloud, MuleSoft, Tableau, Commerce & ARM — one trusted partner for your entire Salesforce platform.

06 Proven B2B Tech & Finance Expertise

Deep experience in complex global implementations across technology and financial services environments.

Start Your Journey Today

Revenue Cloud & Informatca Assessment

Fixed-timeline. Expert-led. Outcome-driven.

- Requirements & fit assessment
- Business case & value analysis
- CPQ migration dependency review
- ARM phasing recommendations
- Custom demo for your use case
- Detailed, tailored proposal

[Request Your Assessment →](#)

Datacolor 

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Our Credentials

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