

Frontier



Industry:

Telecom, Media & Tech

Technologies:



Customer

Frontier is a leading U.S. communications provider offering gigabit speeds to empower and connect millions of consumers and businesses in 25 states. Frontier is currently expanding its nationwide digital infrastructure with a 100% fiber-optic network and cloud-based solutions.



Challenge

Frontier managed contracts in different formats and stored them in separate repositories. They could not consistently determine which contracts were active or not on demand. As a result, Frontier required a more efficient way to manage contracts through the sales lifecycle.



Solution

Eagle Creek created a custom functional and technical design to support Frontier's requirements. Vlocity CLM was a crucial component. We provided active flags and custom reports to quickly identify contracts, as well as created guided user flows to support the existing autonomy of different profiles. Additionally, the integration of Adobe Sign, Sales Cloud, and CPQ Quotes for products was utilized. There is now contract visibility across the entire organization and streamlined operations.

Eagle Creek at a Glance

In 1999, Eagle Creek was founded to deliver a technology value proposition that positively impacts your business. We focus on customer-facing technologies – from CRM to App Dev to Mobility – helping our clients succeed in digital business.

We combine on-site expertise with our offsite (but onshore) consultants based in our four technology centers in the upper Midwest.

Through this model, we help you reduce your backlogs while optimizing your IT budget. Achieving this consistent and sustainable way to provision digital consulting capabilities to you has meant investing in America, where Eagle Creek has become the leader in U.S. Onshoring.

Eagle Creek is now an Eviden business.

Contact our sales team at <https://www.eaglecrk.com/contact-us>