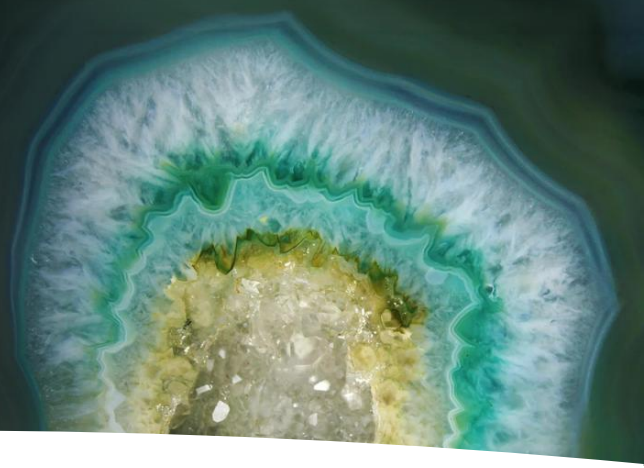
xoriant NEW HORIZONS Case Study

The Heart of Reliable Salesforce Delivery with Xoriant



Executive Summary

LionHeart Critical Power Specialists operates in a business where customers rely on emergency power infrastructure to keep industrial and commercial operations running without interruption. As LionHeart expanded, Salesforce became the core function for sales, service, and field service operations. LionHeart partnered with Fexle, a Xoriant company, to modernize its Salesforce model.

The Client

LionHeart Critical Power Specialists provides emergency power solutions, maintenance, and support services for industrial and commercial organizations across North America.

The Challenge

- Fragmented Release Practices
- Manual Deployment Tracking Effort
- Limited Traceability
- Growing Platform Complexity
- Adoption and Knowledge Gaps

Voice of Customer

We wanted a high impact engineering partner for our Salesforce ecosystem. Fexle team (now Xoriant) was highly reliable and the improvement in release confidence was immediate. Our teams spend far less time firefighting and more time moving the business forward. Their Salesforce expertise, structured approach, and commitment to knowledge transfer made a real difference.

Jon Repp, Operations Director

Lion Heart Critical Power Specialists

Salesforce & Xoriant

- Salesforce as the Operational Backbone
- GitHub as the Source of Truth
- Fexle's Salesforce Engineering Expertise

The Xoriant Solution

- Structured Release Process
- Reusable Salesforce Building Blocks
- Governed Delivery Approach
- Documentation and Knowledge Enablement

Business Outcomes

- 30-40% Reduction in Manual Deployment Tracking Effort
- 20-30% Higher User Adoption
- Improved Code Governance
- 2x Faster Developer Delivery
- Stronger Knowledge Transfer
- Lower-Risk, Repeatable Releases

About Xoriant

Xoriant is a Silicon Valley-headquartered digital product engineering, software development, and technology services firm with offices in the USA,UK, Ireland, Mexico, Canada and Asia. From startups to the Fortune 100, we deliver innovative solutions, accelerating time to market and ensuring our clients' competitiveness in industries like BFSI, High Tech, Healthcare, Manufacturing and Retail. Across all our technology focus areas-digital product engineering, DevOps, cloud, infrastructure, and security, big data and analytics, data engineering, management and governance -every solution we develop benefits from our product engineering pedigree. It also includes successful methodologies, framework components, and accelerators for rapidly solving important client challenges. For 30 years and counting, we have taken great pride in our long-lasting, deep relationships with our clients.

© 2026 Xoriant. All Rights Reserved.