Salesforce Sage 100 Integration

Faye Business Systems Group

Welcome to the Software You`ve Always Wanted

Salesforce - Sage 100 Integration

Salesforce is a world leading business software company specializing in CRM. Sage 100 is among the leading accounting and ERP software packages in the world. It only makes sense to integrate the software so that companies can use the best in class software in each software category without missing out on critical integration components.
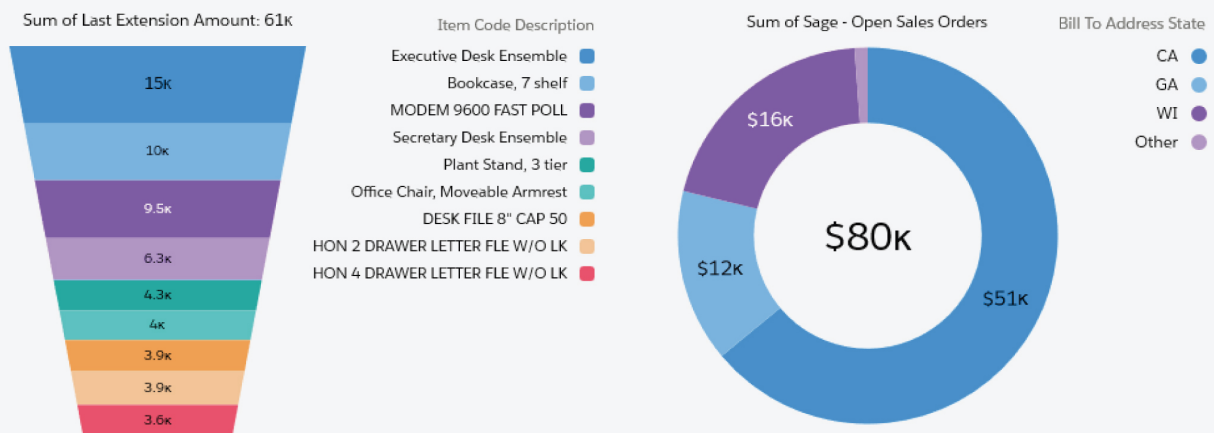
The FayeBSG Salesforce Sage 100 Integration allows the two software packages to "talk with each other" by sending customers (accounts), inventory items (products), and sales history (account performance) from Sage 100 to Salesforce and by sending quotes (sales orders) from Salesforce to Sage 100. The synchronization between the packages can be set on a scheduler or run manually.

Features & Key Benefits

- Eliminates double entry of data in both Salesforce and Sage 100
- Updates CRM with critical invoice history information that can be used for marketing campaigns and sales person inquiries
- Provides access to product lists in CRM without having to manually key in items

Synchronize From Sage 100 To Salesforce

- Customers and inventory
- Customer sales history, customer item sales history, customer product line sales history, and inventory sales history
- Invoice history and open invoices
- Cash receipts history
- Invoice history and open invoices
- Supporting data ie salespeople, terms codes, ship to addresses, price codes, warehouses, and more

Sum of Last Extension Amount: 61K

15K	
10K	
9.5K	
6.3K	
4.3K	
4K	
3.9K	
3.9K	
3.6K	

Item Code Description

- Executive Desk Ensemble
- Bookcase, 7 shelf
- MODEM 9600 FAST POLL
- Secretary Desk Ensemble
- Plant Stand, 3 tier
- Office Chair, Moveable Armrest
- DESK FILE 8" CAP 50
- HON 2 DRAWER LETTER FLE W/O LK
- HON 4 DRAWER LETTER FLE W/O LK

Sum of Sage - Open Sales Orders

$80K

$16K
$12K
$51K

Bill To Address State

- CA
- GA
- WI
- Other

View key data in the CRM with configurable Dashboards

Salesforce Sage 100 Integration Application

Feature	Salesforce Sage 100 Integration	
	Professional	Enterprise
Map all Sage 100 customer and inventory item fields to Salesforce fields (including UDFs)		x
Link multiple Sage 100 companies to a single Salesforce instance		x
Support for Sage 100 Premium ERP SQL throughout the license period	x	x
Supports all Salesforce-Sage 100 Integration updates and upgrades	x	x
All Sage data available in Salesforce for dashboards, reports, and alerts	x	x
Integration logs with error messages and sync status messages	x	x
Unlimited product support 9-5 PST	x	x
Supports all Salesforce updates and upgrades	x	x
Supports all Sage 100 updates and upgrades	x	x
User friendly application with intuitive configuration	x	x
Compatible with Sage 100 v4.4 & Salesforce v7 commercial editions and above	x	x
Sychronized objects from Sage 100 to Salesforce		
Customers	x	x
Customer Ship to Addresses	x	x
Customer Contacts	x	x
Inventory Items	x	x
Warehouses	x	x
Quantities on Hand and Quantities Available	x	x
Customer Sales History	x	x
Customer Sales History by Item	x	x
Customer Sales History by Product Line	x	x
Customer Sales History by Product Category	x	x
Customer Sales History by Product by Period	x	x
Open Invoices	x	x
Invoice History	x	x
Cash Receipts History	x	x
Shipment Tracking Numbers	x	x
Quotes/Sales Orders	x	x
Salespeople, Terms, Pricing Tables, etc.		
RMAs (Return Merchandise Authorizations)		
Sychronized objects from Salesforce to Sage 100		
Customers	x	x
Quotes/Sales Orders	x	x

Requirements

- The Salesforce Sage 100 Integration is compatible with Salesforce versions 6.5 and up.
- The Salesforce Sage 100 Integration is compatible with Sage 100versions 4.4 and up.
- Salesforce can be hosted in the Salesforce On Demand
- Environment, in a private cloud, or on a local server.
- Sage 100 can be hosted anywhere.
- Data consistency is the responsibility of the end user.

A true Cloud CRM solution for Sage 100 users

A CRM solution with complete integration flexibility, custom mapping, completely integrated with all your custom modules.

Fully customizable

Equipped with more 3rd party integrations

A true Mobile solution

Improves Marketing and Sales Effectiveness

- Use personalized information across your business to engage and drive customer responses
- Create, manage, and analyze sophisticated marketing programs
- Increase lead conversions by understanding which campaigns, leads, and accounts contribute the most to your sales pipeline

Increases Sales Productivity

- Helps your reps connect and sell with greater client insight
- Focus reps on the right opportunities
- Allows your team to collaborate more efficiently

Turn Customer Support into Customer Satisfaction

- Use Salesforce customer insight to improve service and reduce handling time
- Deliver expert service backed by the power of shared knowledge
- Enhance customer satisfaction by turning every channel into a rapid response support channel

Stay Connected with Salesforce Mobile

- Work seamlessly with no-cost native apps for iOS and Android, plus Salesforce mobile browser support for any smartphone or tablet
- Increase productivity and improve user experience on the go with calculations and dynamic screens

sage 100

FayeBSG is a Sage Certified Reseller with over 4 decades of Sage 100 experience

Learn more at **fayebsg.com**

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