

The SAP Business One logo is displayed inside a white circle. It features the word "SAP" in a bold, black, sans-serif font, followed by "Business" in a smaller, lighter font, and "One" in a larger, bold, orange font.The Salesforce logo, which consists of the word "salesforce" in a lowercase, white, sans-serif font, set against a blue cloud-like background.The Appseconnect logo, featuring a white cloud icon with a circular arrow inside, followed by the text "APPS@CONNECT" in a white, sans-serif font.

APPS@CONNECT

SAP Business One & Salesforce Integration

www.appseconnect.com



Available Integration Touchpoints

Contact Sync

- Account and Contact Sync: Salesforce Account with company details can be synced as SAP B1 Business Partner. Salesforce Contacts associated with that Account is also synced as its corresponding B.P. Contact Person in SAP B1.

Similarly, SAP B1 B.P. Customer and Contacts will be synced to Salesforce as new Account and Contacts.

Item Sync

- Item Sync: Master Items from SAP B1 with product details i.e. name, sku, description will be uploaded as Salesforce Items.
- Order Item Sync: Line Items in Sales order can also be synced from SAP B1 to Salesforce.

Pricebook Sync

- Pricebook/Pricelist Sync: One Price List in SAP will be mapped as the standard price in CRM. Additional Price Lists will be mapped with price Books created in Salesforce. When Item is synced from SAP B1 to Salesforce, multiple Price List's price will be sync to Salesforce Price Books. Price Books are generally assigned to different customer groups to offer discounted price to Reseller/Wholesalers.



Quotation Sync

- ➔ Sales Quotation Sync: The non-zero value quotes are synced from Salesforce to SAP. The Sales Person can mark the Quotes which are ready to be synced. Negotiation prices, line items with the quote details sync from Salesforce to SAP B1 ERP. Basically, All CRM Sales Quotes for any Account will be synced as SAP Business One Sales Quotations for further order processing.

Order Sync

- ➔ Sales Order sync: When Sales Quotes are converted to Sales Orders in SAP B1, the connector triggers a Sales Order creation in Salesforce too. Similarly, Sales Orders can be synced from Salesforce to SAP B1 too.

Invoice Sync

- ➔ Invoice sync : Once A/R Invoices are created in SAP B1, these are further synced to Salesforce Invoices for aiding your Sales Reps.
- ➔ Invoice Item Sync: Line Items in Invoice can also be synced from SAP B1 to Salesforce.



Seamless integration between your apps

Automate manual processes

APPSeCONNECT makes life easier for you. Seamlessly connect all your business applications and save time by automating manual processes.

Focus on Profitability

Why spend hours in doing manual work that can be automated. Instead, focus on your core business and increase your revenue.

What our customers say...



For us, the **“set it and forget it”** aspect of the APPSeCONNECT is the best part. We needed something that could run on its own and just work, APPSeCONNECT does this quite well.

Terence McDevitt

Project Manager
Premier Research Labs

[View Case Study →](#)



In one word, Awesome!

APPSeCONNECT definitely provides an excellent and professional service with great value for money. It is one of the best software company that I have worked with.

Jennifer Fun

Information Systems Manager
Jasper Coffee

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