



**SAP** Business  
One

**ZOHO**

 APPSECONNECT

# SAP Business One & Zoho CRM Integration

[www.appseconnect.com](http://www.appseconnect.com)



# Available Integration Touchpoints

## Customer Sync

### ➔ Lead sync

Leads entered in Zoho CRM by the corresponding Sales Rep will be synced to SAP Business One B.P. Master Data as Leads.

According to your business requirements, the SAP B1 B.P. Leads can also be synced to Zoho CRM.

### ➔ Account & Contact sync

When Leads are qualified in CRM and converted into Accounts and Contacts, the corresponding Lead in SAP Business One B.P. Master Data will be updated as Customer and the CRM Contact will be added as Contact Person in that B.P. Master Data.

Similarly, SAP Business One B.P. Customer and Contacts will be synced to CRM system as new Account and Contacts.

## Product Sync

### ➔ Products Sync

Master items from SAP B1 will be uploaded as Products in Zoho CRM.



### + **Price List 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 Zoho. When Item is synced from SAP B1 to Zoho, multiple Price List's price will be sync to Zoho Price Books. Price Books are generally assigned to different customer groups to offer discounted price to Resellers/Wholesellers.

## **Sales Sync**

### + **Potential Sync**

The Zoho Sales Potentials along with their current stage and probability can be added as Sales Opportunities in SAP business One.

### + **Sales Quotation sync**

All the Zoho CRM Sales Quotes for any particular Account will be synced as SAP Business One Sales Quotations for further Order processing.

### + **Sales Order Sync**

The Zoho CRM Sales Orders with its current status will be synced as SAP Business One Sales Orders. Items selected, tax, billing, shipping address, due date, etc. of the Sales Order will be synced in SAP B1.

### + **Payment Method sync**

APPSeCONNECT will sync back the payment method from Zoho to SAP Business One for sales. Zoho CRM Invoices will be synced to A/R Invoice in SAP Business One.



# 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.

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## 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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