

# Microsoft Dynamics 365 Business Central and Zoho CRM Integration



## MICROSOFT DYNAMICS 365 BUSINESS CENTRAL AND Zoho CRM INTEGRATION

# Synchronization Points

## Contact

- New Accounts and their Contacts created in Zoho CRM will be automatically synced to Microsoft Dynamics 365 Business Central as Customer and Contacts respectively. All details including the billing and shipping addresses, the contact information of existing Accounts and Contacts will also be synced. Customer/Accounts and Contacts sync works bi-directionally. Existing customer & Contact details can be sync back to Zoho CRM from Microsoft Dynamics 365 Business Central.

## Product

- Any Item listed in Microsoft Dynamics 365 Business Central will be synced as Products in Zoho CRM system.
- One Sales Price in Microsoft Dynamics 365 Business Central will be mapped as the standard price in CRM system, additional Sales Prices will be mapped with Price Books created in Zoho CRM. So, when the Product is synced from Microsoft Dynamics 365 Business Central to Zoho CRM, multiple Sales Prices will also be synced to Zoho CRM. Price Books are generally assigned to different customer groups to offer discounted prices to Resellers/ Wholesalers.

## Order

- The Zoho CRM Sales Orders will be synced as Microsoft Dynamics 365 Business Central Sales Orders with its current status. Items selected, tax, billing, shipping address, due date, etc. of the Sales Order will be synced in Microsoft Dynamics 365 Business Central.

## Invoice

- APPSeCONNECT will sync back the payment method from Zoho CRM to Microsoft Dynamics 365 Business Central for Sales. Zoho CRM Invoices will be synced back as Microsoft Dynamics 365 Business Central Invoice.

# Transform the way you work and improve business efficiency!

APPSeCONNECT-led business processes streamline your operational workflow and help you expand customer and employee satisfaction amplifying revenue numbers and growth.

## SAVE TIME AND EFFORT

Seamlessly connect business-critical applications and save huge amount of time and effort by automating business processes

## BOOST PRODUCTIVITY

Eliminate the need for manual data entry, resulting reduced risk of errors, increased productivity, quality and a happier workforce

## FOCUS ON PROFITABILITY

Streamlined business processes lets you focus on what matters the most: increasing customer satisfaction, revenue, growth!

## What our customers say...



*Without APPSeCONNECT, I don't think we could have grown our website to where it is now. In terms of what is out there in the market, it is the cheapest option that would deliver a reliable service.*

**Erika Weihmayer**  
Prana Biovegan



*The product is easy to work with. Throughout the process, APPSeCONNECT was very accommodating of our specific requests.*

**Victoria Schweistein**  
Lumondi Inc

Automate Your Business With APPSeCONNECT. [Get Started Now!](#)



APPSeCONNECT

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

Automate Your Business With APPSeCONNECT. [Get Started Now!](#)