

# Microsoft Dynamics NAV and Zoho CRM Integration



## MICROSOFT DYNAMICS NAV AND ZOHO CRM INTEGRATION

# Synchronization Points

## Customer

- **New & Existing Zoho CRM Account & Contact sync**  
Once new Accounts and their Contacts are created in Zoho CRM, these Accounts and Contacts will be automatically synced in Microsoft Dynamics NAV as Customer and their Associated Contacts respectively. Details of existing Accounts and Contacts will also be synced.
- **NAV Customer and Contact Sync**  
Newly created or existing Customers and Contacts which are present in Microsoft Dynamics NAV will be added to Zoho CRM also and they will be added as new Account and Contacts.

## Product

- **New & Existing Microsoft Dynamic NAV Product Sync**  
Any Item listed in Microsoft Dynamics NAV will be uploaded as Products in the Zoho CRM system.
- **New & Existing Zoho CRM Product Sync**  
Details of Zoho CRM Products will be automatically recorded in Microsoft Dynamics NAV.
- **Pricebook Sync**  
Sales prices will be mapped with PriceBooks created in Zoho CRM. So, when the Product is synced from Microsoft Dynamics NAV to Zoho CRM, multiple sales prices will also be synced to CRM. Pricebooks are generally assigned to different customer groups to offer a discounted price to Resellers/ Wholesalers.

## Sales

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

# Transform the way you work and improve business efficiency!

APPSeCONNECT-led business processes streamline your business 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

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APPSeCONNECT

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