SAP Business One and Hubspot Integration

APPSeCONNECT

Synchronization Points

SAP Business One and Hubspot Integration

Leads

- New leads created in HubSpot Sales Hub will be synced to SAP Business One Partner Master Data as Leads.

- Leads qualified in HubSpot Sales Hub as Account and Contact will also change the Business Partner status in SAP Business One from Lead to Customer.

Account & Contact

- Accounts and Contacts in HubSpot Sales Hub and SAP Business One will be mapped.

- Newly created Account and Contacts will sync bi-directionally, i.e. from SAP Business One to HubSpot or vice versa.

- Account and Contact sync will work in both Add and Update operations.

Activities

- Activities created or updated in HubSpot Sales Hub against any lead/account/contact will be synced to SAP Business One Partner Master Data as Activities with Add/update operations.

Item

- Items in SAP Business One will be synced to HubSpot Sales Hub.
- Any update in item details in SAP Business One will also be updated in HubSpot Sales Hub.

Synchronization Points

SAP Business One and Hubspot Integration

Price

Pricelists are assigned to different customer groups to offer discounted/varied prices.

- On pricelist in SAP Business One will be mapped as a standard pricelist in HubSpot Sales Hub. Additional pricelists in SAP Business One will also be mapped with pricelists in HubSpot Sales Hub.

- When an item is synced from SAP Business One to HubSpot, multiple pricelists' prices will also be synced to HubSpot Price Books.

Opportunities

- Opportunities created in HubSpot Sales Hub will be synced to SAP Business One as Sales Opportunities.
- Any update in Opportunities in HubSpot Sales Hub will also be reflected within associated Sales Opportunities in SAP Business One.

Sales Quotation

- Sales quotations create and updated in HubSpot Sales Hub will be synced to SAP Business One as Quotes. This integration will also work from SAP Business One to HubSpot Sales Hub.

Sales Orders

- Sales orders created and updated in HubSpot Sales Hub will be synced to SAP Business One as Orders. This integration will also work from SAP Business One to HubSpot Sales Hub.

Invoice

- Invoices created and updated in HubSpot Sales Hub will be synced to SAP Business One as Invoices. This integration will also work from SAP Business One to HubSpot Sales Hub.

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

Maximize Growth

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. Through out the process, APPSeCONNECT was very accommodating of our specific requests.

Victoria Schweistein
Lumondi Inc

Automate Your Business With APPSeCONNECT. <u>Get Started Now!</u>

Integration Case Studies

Marble Trends

Discover how Marble Trend implemented APPSeCONNECT to automate their ERP, CRM, and accounting applications company-wide, to enhance efficiency.

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Hernon

With APPSeCONNECT, Hernon achieved a zero business downtime and levaraged the power of a fully automated and integrated solution to ensure business growth.

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