



SAP Business One and Zoho CRM Integration



Synchronization Points

SAP Business One and Zoho CRM Integration



Leads

- Leads created in Zoho CRM will be synced to SAP Business One Business Partner Master Data as Leads.
- Leads qualified in Zoho CRM into Account & Contact will change the Business Partner Status in SAP Business One from Lead to Customer.



Account and Contact

- Account & Contacts in Zoho CRM and SAP Business One will be mapped bidirectionally. Newly entered Accounts and Contacts will sync from Zoho CRM to SAP Business One or vice versa.
- Account and Contact Sync will work in both Add and Update operations.



Items

- Items present in SAP Business One will sync to Zoho CRM with all the necessary details.
- Any update in Item details within SAP Business One will also be updated the Zoho CRM Item Details.



Price

- One Price List in SAP Business One will be mapped as the standard price in Zoho CRM. Additional Price Lists will be mapped with Price Books created in Zoho.
- When an Item is synced from SAP Business One to Zoho CRM, multiple Price List's prices will be synced to Zoho Price Books.
- Price Books are generally assigned to different customer groups to offer discounted prices to Resellers/Wholesalers.



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Sales Opportunities

- Potentials created in Zoho CRM will be synced as Sales Opportunities within SAP Business One.
- Any update in Potentials within Zoho CRM will be reflected within the corresponding Sales Opportunities within SAP Business One.



Sales Quotes

- Sales Quotation created & updated in Zoho CRM will be synced to SAP Business One for both Add and Update operations.
- This integration point will also work from SAP Business One to Zoho CRM.



Sales Orders

- Sales Orders created & updated in Zoho CRM will be synced to SAP Business One for both Add and Update operations.
- This integration point will also work from SAP Business One to Zoho CRM



Invoice

- Invoices created in Zoho CRM will be synced to SAP Business One for Add operation.
- This integration point will also work from SAP Business One to Zoho CRM.

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

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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Industrial Refrigerator Manufacturer

How APPSeCONNECT Revolutionized Order Management and Workflow Automation with Seamless ERP and CRM Integration

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