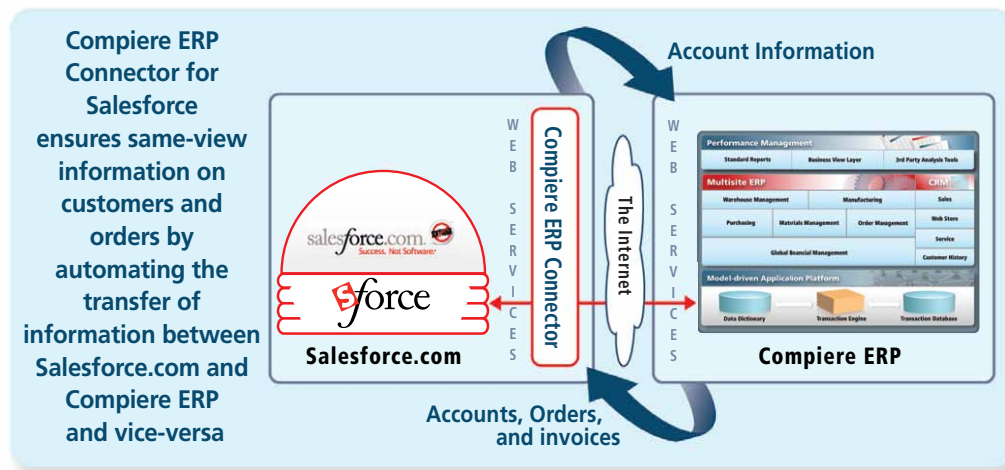


## Compiere® ERP Connector for Salesforce

*Integrate. Automate. Synchronize.*

*Compiere ERP Connector for Salesforce enables timely and accurate information for Sales and Finance by automating data updates between Compiere, a Consona ERP solution, and Salesforce.com. Bi-directional synchronization of key information between the two systems improves sales efficiencies and customer service, as well as accelerates opportunity-to-cash.*



### AUTOMATED UPDATES

Compiere ERP Connector for Salesforce streamlines lead tracking, sales order processing and related financial processes by eliminating redundant and error-prone manual data-entry. Utilizing Web services as the integration method between Compiere and Salesforce.com, the Connector automatically updates accounts, customer orders and invoices between both systems. The Connector is certified by Salesforce.com based on its quality standards.

### BI-DIRECTIONAL SYNCHRONIZATION

Compiere ERP Connector for Salesforce provides bi-directional synchronization of your Salesforce.com and Compiere ERP applications' business data. Whether you are updating Salesforce.com or Compiere ERP, the Connector transfers information from one system to the other seamlessly. As an example, the Connector can transfer information about sales orders and invoices from Compiere to an existing account in Salesforce.com, or initiate account creation in Compiere ERP as soon as an opportunity is closed won in Salesforce.com.

This results in more effective sales execution and accelerated order fulfillment.

### COMPLETE TRACEABILITY

Compiere ERP Connector maintains the synchronization details on both Salesforce.com and Compiere ERP to ensure traceability and accountability. When information is added or updated, the account and transaction details are logged, along with date and time of synchronization. You are now able to audit the log files to track the who, what or when of any changes that have been made.

### EASY SETUP

Built with Compiere's unique and intuitive dynamic Web services model, Compiere ERP Connector for Salesforce is easy to setup. Using an intuitive, Web-based user interface, your Salesforce.com administrator can quickly set synchronization parameters, such as processing frequency and schedule, conflict resolution rules, and transaction lifespan. Once the setup is complete, the synchronization process runs without further user intervention.

## DATA SHEET

### Compiere ERP Connector for Salesforce Benefits

#### ACCELERATE ORDER FULFILLMENT

- Automatically initiate account creation in the Compiere ERP system after an opportunity is closed won in Salesforce.com
- Leverage fully-automated account approval and initiation of order fulfillment process using Compiere ERP workflow

#### IMPROVE OPERATIONAL EFFICIENCY

- Streamline the lead-to-invoice process with the bi-directional Connector
- Eliminate the need to create new accounts in both systems
- Provide a single entry to update both systems

#### IMPROVE SALES EXECUTION

- Obtain accurate and up-to-date information on accounts
- Get instant visibility to an account, order status and history

Developed for Compiere by **Estuate**, a Compiere Development Partner.

# Compiere® ERP Connector for Salesforce

## Summary of Compiere ERP Connector for Salesforce Capabilities

### BI-DIRECTIONAL SYNCHRONIZATION OF CUSTOMER ACCOUNT DETAILS BETWEEN SALESFORCE.COM AND COMPIERE

- Name
- Address
- Industry
- Employees
- Billing Address
- Phone
- Fax
- Credit Status
- Open Balance
- Life Time Value
- Sales Volume
- Sales Representative
- Business Partner Group

### IMPORT ORDER DETAILS FROM COMPIERE TO SALESFORCE.COM

- Document Number
- Business Partner
- Date Order
- Document Status
- Sales Representative
- Product Description
- Quantity
- Unit of Measure
- Price
- Extended Amount

### IMPORT INVOICES DETAILS FROM COMPIERE TO SALESFORCE.COM

- Document Number
- Business Partner
- Date Invoiced
- Document Status
- Grand Total
- Representative
- Paid Flag
- Product Description
- Unit of Measure
- Price
- Extended Amount

### AVAILABILITY

Compiere ERP Connector for Salesforce is an add-on option with Compiere Enterprise Edition.

Please contact Consona at (888) 826-6766 or [info@compiere.com](mailto:info@compiere.com) to discuss your business needs.

### SYSTEM REQUIREMENTS

- Salesforce Professional Edition, Salesforce Enterprise Edition and Salesforce Unlimited Edition
- Compiere Enterprise Edition

### ABOUT ESTUATE

Estuate is a global information technology (IT) services company founded in 2005. The company delivers high-value, cost-effective solutions to software companies and large IT organizations. Estuate is headquartered in Silicon Valley with an offshore center in Bangalore, India. For more information, please visit [www.estuate.com](http://www.estuate.com)

### ABOUT CONSONA ERP

Consona products support the needs of a wide range of distribution and manufacturing companies, including Compiere—the world's leading open source and cloud-based ERP business solution. Created in 1999, this award-winning software has been downloaded over 1.8 million times and is deployed worldwide by companies of all sizes. Powered by a revolutionary model-based platform, Compiere is a comprehensive, modern, highly-adaptable and low cost ERP solution available from Consona and partners operating in more than 40 countries. Compiere ERP solutions are available on-premise or on the Cloud.

For more information, please visit [www.compiere.com](http://www.compiere.com).

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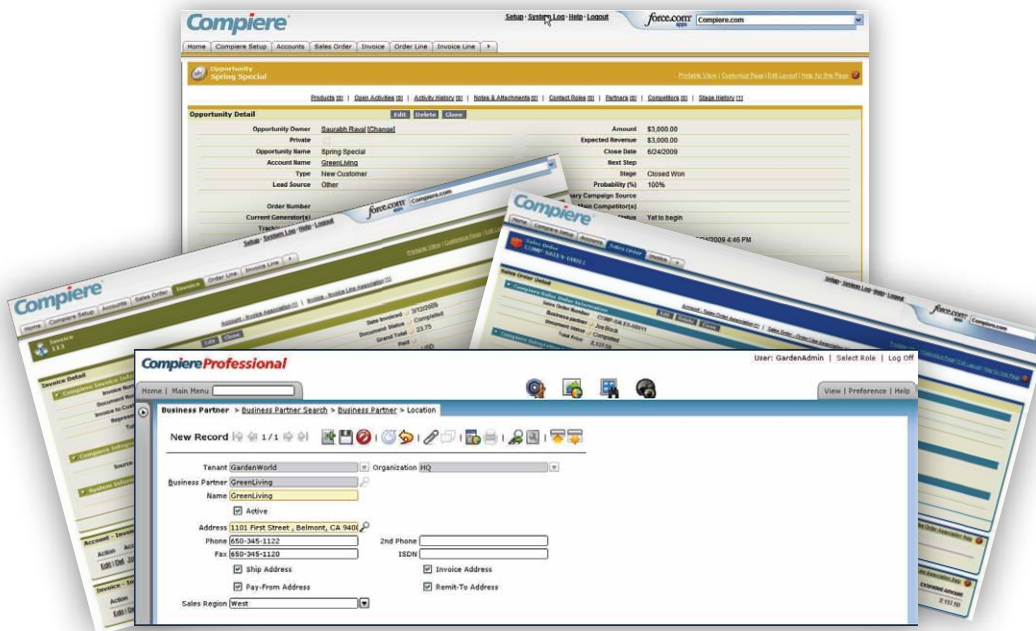
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