

Salesforce for NetSuite Connector

Streamlined Lead to Cash



Real-Time Integration Between Salesforce® and NetSuite®

The Celigo Salesforce-NetSuite Connector provides streamlined real-time integration between Salesforce and NetSuite, the industry's leading enterprise Software-as-a-Service (SaaS) applications, creating a seamless lead-to-cash process.

Manage Your Business

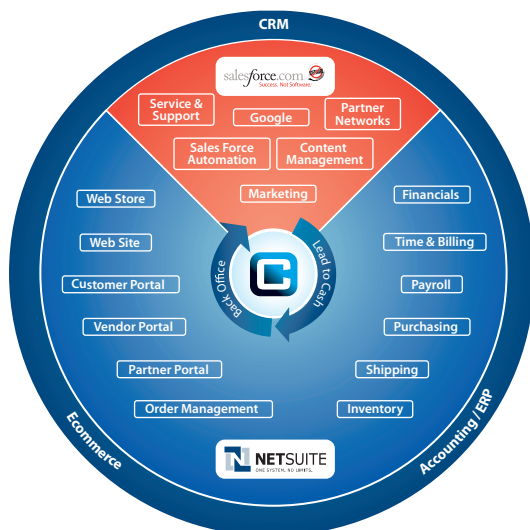
The Celigo Connector lets you manage your business and underlying processes more effectively. Now you can create quotes or sales orders in NetSuite in real time, directly from Salesforce, and empower your sales force beyond the capabilities of traditional CRM, with expanded visibility into NetSuite order and financial data from Salesforce.

Focus on Selling & Increasing Productivity

Using the Celigo Connector, your sales force can now focus on selling and closing deals, more quickly and easily. It increases productivity and efficiency by allowing real-time connectivity and eliminating data re-entry. The entire integration is in real-time, so your sales force and finance team can always access the most up-to-date information within seconds.

Empower Your Sales Team

Let sales reps manage the entire Lead-to-Quote or Lead-to-Cash process from within Salesforce. A click of a button can create quotes or sales orders in NetSuite, and provide Salesforce with information on the status.



KEY BENEFITS

- > Provides holistic view into back office order, fulfillment, and financial operations
- > Eliminates manual data re-entry and associated errors
- > Synchronizes data within seconds – no need to wait for a nightly or hourly batch process to complete
- > Deploys in days (out of box version)
- > Supports large transaction volumes with enterprise class integration

“ We’re getting the best of both worlds. Our sales team continues to use the Salesforce interface while from a control perspective we maintain all our pricing, fulfillment, etc. in NetSuite. Having two products integrated is a big time saver. ”

— Fusion-io

MANAGED SUBSCRIPTION

- > Hosted by Rackspace's world-class infrastructure
- > Monitored 24/7 to ensure uninterrupted services
- > Seamless upgrades ensure ongoing compatibility with NetSuite
- > Email & Phone Tech Support

Key Features

Bi-Directional Synchronization of Customers and Contacts

Whenever an account is created or updated, the change is automatically reflected in both NetSuite and Salesforce, providing the most up-to-date customer information to downstream organizations. All contacts under the account are synchronized bi-directionally as well. The Connector also provides controls to prevent updates to specific accounts and contacts in NetSuite based on best practices.

Convert Opportunities to Quotes or Sales

Users can create quotes and sales orders from Salesforce opportunities with the click of a button, allowing downstream organizations to act instantly and eliminating the need to "walk" information to other departments for redundant data entry. The Connector synchs up the related account and contacts from Salesforce automatically as needed.

Quotes: Create a quote in NetSuite in real-time using the Quote button, or create multiple quotes from a single opportunity. The Connector also creates a Quote custom object in Salesforce, along with a PDF representation of the quote that is stored within the Salesforce quote, which the sales rep can email directly from Salesforce. It also supports line-item level discounts, subscription terms, and similar features.

Sales Orders: The Sales Order button creates a sales order in NetSuite in real-time. Subsequent updates to the opportunity can also be configured to update the NetSuite Sales Order, depending on its status.

Back Office Visibility from within Salesforce

The Celigo Connector lets your sales force monitor orders as they move through fulfillment and billing. You can monitor in real time subsequent related customer financial transactions such as customer payments, credits, and refunds, and you can also access the latest account financials.

Sales reps can also monitor past-due invoices, accounts with credit holds, and the status of credit refunds. The Celigo Connector delivers this level of access out-of-the-box.

Extended visibility from Salesforce into NetSuite lets your sales force better manage the entire customer relationship beyond the original sale, increasing profitability, customer satisfaction, and customer retention.

Synchronize Products and Pricing

Give your sales force the most current product and pricing information, with product and pricing updates propagated instantly from NetSuite to Salesforce. The Celigo Connector converts price levels in NetSuite into Salesforce Price Books, providing your sales force with complete pricing options. It also lets all departments use the same product catalog, ensuring smooth, precise processing of opportunities, quotes, and orders.

Other Features

Does your enterprise process renewal opportunities? Sell through partner or reseller channels? Require multi-level approvals for sales discounts? Use complex parent/child account structures? The Celigo Connector supports many of these requirements out-of-the-box, and it can be customized quickly and easily to support your specific requirements.

SPECIFICATIONS

- > Simple deployment through NetSuite's SuiteBundler and Salesforce App Exchange
- > Supports all versions of NetSuite
- > Central user interface within NetSuite provides complete visibility into all aspects of the integration
- > Facilitates communication through SSL encrypted Web Services
- > Powered by the Celigo Integrator – a flexible, extendable platform that is easily customizable

PRICING

- > Annual subscription of \$6,000
- > One-time setup fee of \$3,500

“ Customers can use Celigo's solution to bring the benefits of SaaS deeper into the back office and enable them to manage their business more effectively from Salesforce. ”

— Clarence So
CMO, Salesforce.com

“ As a fast growth technology company, Splunk needed an integration solution which can support the transactions between our existing CRM system - Salesforce and the new ERP system - NetSuite, among all of the vendors we evaluated, Celigo provided the most feature rich and cost effective solution that met our needs. ”

— Paul Liu
Manager, Bus. Applications, Splunk



ABOUT CELIGO

Celigo simplifies the adoption of cloud computing by providing innovative products and services for NetSuite.

Specializing in large and complex business challenges, Celigo provides end-to-end NetSuite integration, customization, and implementation services to customers around the world. We design and implement the extraordinary every day.

Celigo was voted the NetSuite SuiteCloud Developer Network Partner of the Year in 2010 and 2011. We serve over 500 customers, have created thousands of SuiteFlex customizations, and actively manage hundreds of cloud-based integrations.

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