

NetSuite Accounting Software Integration with Salesforce CRM

Need-based and result-driven NetSuite Accounting software integration done with perfection

Client Overview

A leading market player has been our client for a very long time. With its exceptional service delivery, it has managed to firm its feet in the industry within a short period. However, the growth comes at a cost. The cost to be paid is constant invention and seamless operational integration.

The Bottleneck

Despite spending a huge chunk of money on bringing NetSuite, high-end accounting software, into action, the company failed to make most of it and was having trouble integrating it with Salesforce CRM. Because of this, there were incidences like data duplication, delays in crucial data accessibility, and incompetent teams.

The TechnSIP Solution

To overcome the hassles, the client chose TechnoSIP as an integration partner. We took charge of the job immediately and gladly. We first understand the objectives that the client wanted to achieve from the anticipated NetSuite and Salesforce CRM integration.

Once that was clear, we created a strategy. Our skilled team is aware of the capabilities of NetSuite's SuiteTalk SOAP API that supports the direct Salesforce CRM integration. Our Salesforce developers used this API to customize NetSuite in a way that it can address complex yet crucial business requirements.

We successfully created post-integration accounts and contacts in Salesforce. After that, we automatically pushed all of them to NetSuite.

To ensure that real-time data sharing is a part of this integration, our developers also used Boomi, a notable cloud-based integration facility. The use of Boomi makes Salesforce CRM integration a bit more effortless. Even though the process was tedious and demanded perfection at each stage, we made it happen.

The Outcomes

Once the NetSuite and Salesforce integration was completed, our client experienced an instant improvement in data handling, accessibility, and utilization. As CRM and accounting get merged, financial, and customer handling operations become flawless and better result-delivering.

The team doesn't have to go the extra mile for safely data fetching as it's now happening automatically. It saves lots of effort. Time and operational cost to the client.

The global business, i.e., our client, has managed to improve accounting and CRM handling by combining two powerful solutions, Salesforce and NetSuite, with the help of TechnoSIP. It's your chance now. We are a certified Salesforce partner with an impressive track record. Our ability to pay attention to clients' needs and bring the best solutions at their disposal makes us stand out from the crowd. Connect with us today for more details.