

PRODUCT DATA SHEET: iConnect CRM for SAP Business One

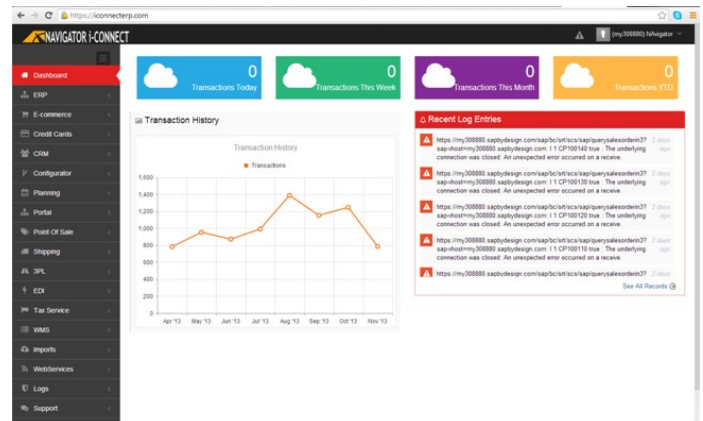
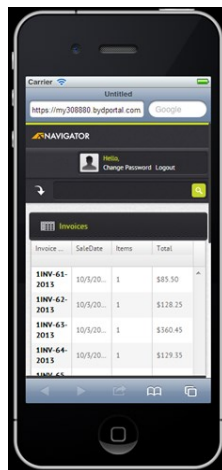


There are many different size companies, but sales reps at every size share one common goal—the desire to be a top performer. That's where iConnect CRM can help. By using best-of-breed technology in SAP Business One and Salesforce.com (or similar CRM systems), Navigator's iConnect enables the two systems to seamlessly communicate with each other. Users can further automatically pull down completed sales orders from Salesforce.com and have the fulfillment documents be automatically created in SAP Business One. With Navigator's iConnect bridging the two systems, everyone performs like an "A" player.

PRODUCT OVERVIEW

With iConnect CRM, you can:

- Sell More—by maintaining your SFDC or other 3rd party CRM, there is no need to retrain sales reps; allowing them to use what they know.
- Grow Faster—by streamlining the quote to cash process.
- Close business from virtually anywhere
- Boost productivity by continuing to use Salesforce.com, and more effectively pull down completed orders into SAP Business One.
- SAP Business One will automatically create any corresponding accounts; streamlining the order to fulfillment process
- Better track growth targets with real-time dashboards



SalesForce.com <=> ByDesign iConnect Settings

The screenshot shows the 'Integration Settings' form for Salesforce.com. It includes sections for 'Products', 'Customers', and 'Orders'. The 'Products' section has fields for 'Catalog ID' and 'Standard Price Book'. The 'Customers' section has fields for 'Sales Org Unit ID', 'Master CompanyID', 'Account Determination Group Code', and 'Distribution Channel Code'. The 'Orders' section is currently empty. At the bottom, there are 'Save' and 'Cancel' buttons.



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