



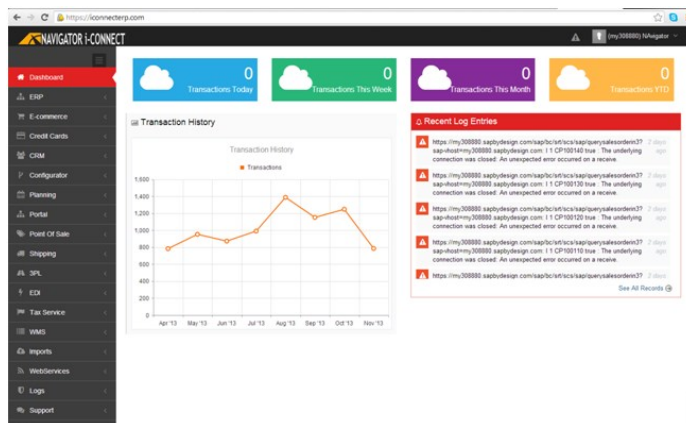
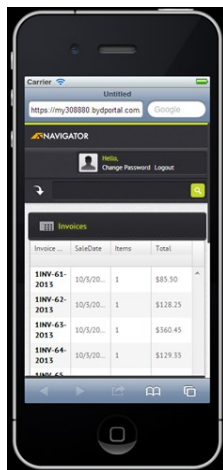
PRODUCT DATA SHEET: iConnect CRM for SAP Business ByDesign

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 ByDesign 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 ByDesign. 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 ByDesign
- SAP Business ByDesign 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

Integration Settings

Products

Catalog ID

Standard Price Book

Customers

Sales Org Unit ID

Master CompanyID

Account Determination Group Code

Distribution Channel Code

Orders

Save Cancel



YOUR TRUSTED PARTNER, MAKING EVERY CUSTOMER A BEST-RUN BUSINESS

