

Lightbend Eliminates Errors by Automating Manual Processes with Celigo

Customer
Lightbend

Product
Salesforce - NetSuite Integration App

About Lightbend

Lightbend was founded by Martin Odersky, the creator of the Scala programming language, Jonas Bonér, the creator of the Akka middleware and Paul Phillips in 2010. The company provides scalable, high-performance microservices frameworks and streaming engines for building data-centric systems that are optimized to run on cloud-native infrastructure. It has strategic partnerships with IBM, Red Hat, Accenture, and their clients include many of the most admired brands around the globe, including 27 of the Fortune 100 list.

Background

Lightbend has been experiencing a steady growth. As a result, the company outgrew its existing accounting software with very manual processes, both on the billing and revenue recognition side, and implemented NetSuite as its basic accounting system in 2017. Lightbend uses Salesforce as its CRM which is crucial in its sales process.

“

We decided to go with Celigo because Celigo has been the standard for integrating Salesforce and NetSuite.

— **Steve Bean**
Director of Finance/Controller
at Lightbend

”



Web Site
www.lightbend.com

The Challenge

Director of Finance/Controller, Steve Bean wanted to implement an integration between Salesforce and NetSuite. Due to manual work, data synch between Salesforce and accounting system was error prone. “We've been expecting more volume growth, as well. But we also have been trying to keep track of what we've got, what's Closed Won in Salesforce and how to bill it. It has its challenges, and you miss things. So that was some of the pain there,” said Steve.

The Solution

Steve and his team chose Celigo as the integration solution after hearing positive feedback from people who had experience with it.

Celigo enables a complete workflow between Salesforce and NetSuite so that Lightbend can easily reconcile its orders in NetSuite against what has been Closed Won in Salesforce. Steve commented: “We use Celigo to export our sales orders over to NetSuite and then process them. We push back some basic information from NetSuite back to Salesforce if it's about the order or if it's been closed. And then we set up contract renewals in NetSuite and we push renewal quotes back across into Salesforce.”

The Bottom Line

Steve is very happy with Celigo's Salesforce – NetSuite integration and customer support. Both finance and sales teams at Lightbend now have up-to-date and accurate information thanks to real-time data synch. He remarked, “Celigo just really ties Salesforce and NetSuite together, so you can always tell if they're in sync. That's really been super helpful.”

“

Celigo just really ties Salesforce and NetSuite together, so you can always tell if they're in sync. That's really been super helpful.

— **Steve Bean**

Director of Finance/Controller
at Lightbend

”

About Celigo

Headquartered in San Mateo, Celigo is pioneering the future of application integration. The Celigo integrator.io is the next-generation iPaaS that allows you to quickly connect any cloud application, automating business processes and eliminating manual data entry and exports across applications.

Contact Us

1820 Gateway Drive, Suite 260,
San Mateo, CA 94404, USA
Email: sales@celigo.com
www.celigo.com

CS-LIGHTBEND-1019