

# Dell Boomi Integration Accelerator for Oracle NetSuite® and Salesforce®

## Unify Your ERP and CRM with Out-of-the-Box Integration

Manual work and poor visibility can undermine the order-to-cash cycle. Efficiency suffers when sales teams and back-office personnel scramble to piece together data from different systems. Worse still, inconsistent and outdated information can hurt business profitability or even put your company at risk.

The Dell Boomi Integration Accelerator for Oracle NetSuite and Salesforce lets you quickly and simply configure the necessary connections between Salesforce CRM and Oracle NetSuite ERP. A non-technical user can enter Salesforce and Oracle NetSuite credentials and activate Boomi's pre-defined data mappings to automate the order-to-cash process.

### Key Benefits

#### Minimize integration costs and effort

Boomi's ready-made integration provides exceptional ease of use. Individuals can set up integrations extremely quickly — *with no training or support required.*

#### Improve end-to-end efficiency

Eliminate time-consuming manual data entry and lookups for front- and back-office personnel. Drive efficiency across your order-to-cash cycle and free sales reps and the accounting team from data management tasks to focus on their core responsibilities.

#### Automate order-to-cash workflows

With more than 11 out-of-the-box integrations, Boomi makes it simple to sync account, sales order, product, and other information between Salesforce and Oracle NetSuite. Exchange real-time data to efficiently streamline order-to-cash workflows.

#### Enhance visibility and results

Give your sales reps on-demand clarity into customer order history, payments and communications stored in Oracle NetSuite to inform their customer interactions. Give managers timely insights for sales reporting and forecasting.

*Quickly and easily connect Oracle NetSuite to Salesforce without coding.*

The screenshot displays the Boomi Integration Accelerator interface. At the top, a Salesforce search bar is visible. Below it, a navigation menu includes options like Sales, Home, Charter, Opportunities, Leads, Tasks, Files, Notes, Accounts, Contacts, Campaigns, Dashboards, Reports, Chatter, Groups, Calendar, People, Cases, Forecasts, and TrxSummaries. The main content area shows an 'OPPORTUNITY' for 'Tides Center' with details: Account Name: Tides Center, Close Date: 4/10/2017, Amount: \$200.00, Opportunity Owner: Shell Burm. A green progress bar indicates the status of the integration process, with a 'Closed Won' stage highlighted. Below this, a summary table shows the following data:

Summary	
TOTAL (ANL GAAP)	0.00
SUBTOTAL	200.00
SHIPPING COST	
HANDLING COST	
GIFT CERTIFICATE	
TOTAL	200.00

On the right side, a 'Products (1)' widget shows details for a product: Widgets, Quantity: 2.00, Sales Price: \$100.00, Date: 4/10/2017. Below this, there are sections for 'Notes & Attachments (0)' and 'TrxSummaries'. The bottom of the screenshot shows the Oracle NetSuite interface with a search bar and navigation tabs for Activities, Transactions, Lists, Reports, Customization, Documents, Setup, Support, and Sales Tools. The main content area shows an 'Order' for 'TidesCenter' with a status of 'PENDING FULFILLMENT'. A summary table on the right side of the NetSuite interface shows the following data:

Summary	
TOTAL (ANL GAAP)	0.00
SUBTOTAL	200.00
SHIPPING COST	
HANDLING COST	
GIFT CERTIFICATE	
TOTAL	200.00

## Key Features

Non-technical citizen integrators can quickly and easily set up order-to-cash connections between Salesforce and Oracle NetSuite with Boomi's ready-made integration package.



### Front- and Back-Office Visibility

Build transparency and insights into critical processes with unified data from your CRM and ERP applications.



### 360° Closed-Loop Automation

Seamlessly automate processes with bi-directional data exchange that ensures your systems and people have the right data when they need it.



### Comprehensive Reporting

Equip sales and back-office teams for comprehensive reporting on key business metrics, from sales forecasting to your most profitable customers.



### Embedded Intelligence

Take advantage of Boomi's deep domain knowledge, crowd-sourced insights, and best practices intrinsic to all our integration products.



### Fully Extensible

Easily customize our out-of-the-box integrations and connect other applications with Boomi's full-featured native-cloud platform.



### Pure Cloud

Benefit with automatic upgrades and a single-instance, multi-tenant cloud architecture, with no hardware or in-house software to install and maintain.

## Help for All Steps in Your Order-to-Cash Workflow

### For Sales Teams Using Salesforce

- Automatically convert a Salesforce opportunity into an Oracle NetSuite order
- View all opportunities, contacts, tasks, sales, orders and invoices
- Ensure up-to-date data synchronization between two systems

### For Back-Office Team Using Oracle NetSuite

- Attach new orders from existing customers into an existing record
- Trigger a lookup in Salesforce for the customer with Oracle NetSuite order creation
- Automatically update billing and shipping contacts from Salesforce in Oracle NetSuite

To learn more, visit us today at [www.boomi.com](http://www.boomi.com)