

DATASHEET

Advanced Salesforce  
Integration for Your  
Software Business

Accelerate quote-to-cash by up to  
75% and free thousands  
to millions in cash



Sage Intacct CRM Integration brings together the best-in-class cloud financial management solution with the industry-leading cloud CRM solution, Salesforce. What does that mean to you? A full view of every customer. Efficient collaboration between Sales and Accounting. A streamlined, automated quote-to-cash process that saves time, reduces errors, and accelerates cash flow. And, it's all built and supported by Sage Intacct, so you can focus on your business, not your integration.

**Save time on every deal and scale up to 400% without additional finance headcount**

Immediate, bi-directional synchronization between Salesforce and your financials allows you to maintain billing, revenue recognition, and receivables in your financial solution while maintaining orders, contracts, projects, changes, and renewals in Salesforce. Pricing, billing and payments are easily visible to salespeople. Everyone stays up to date—without time-consuming rekeying of information, phone calls or emails, or jumping between systems.

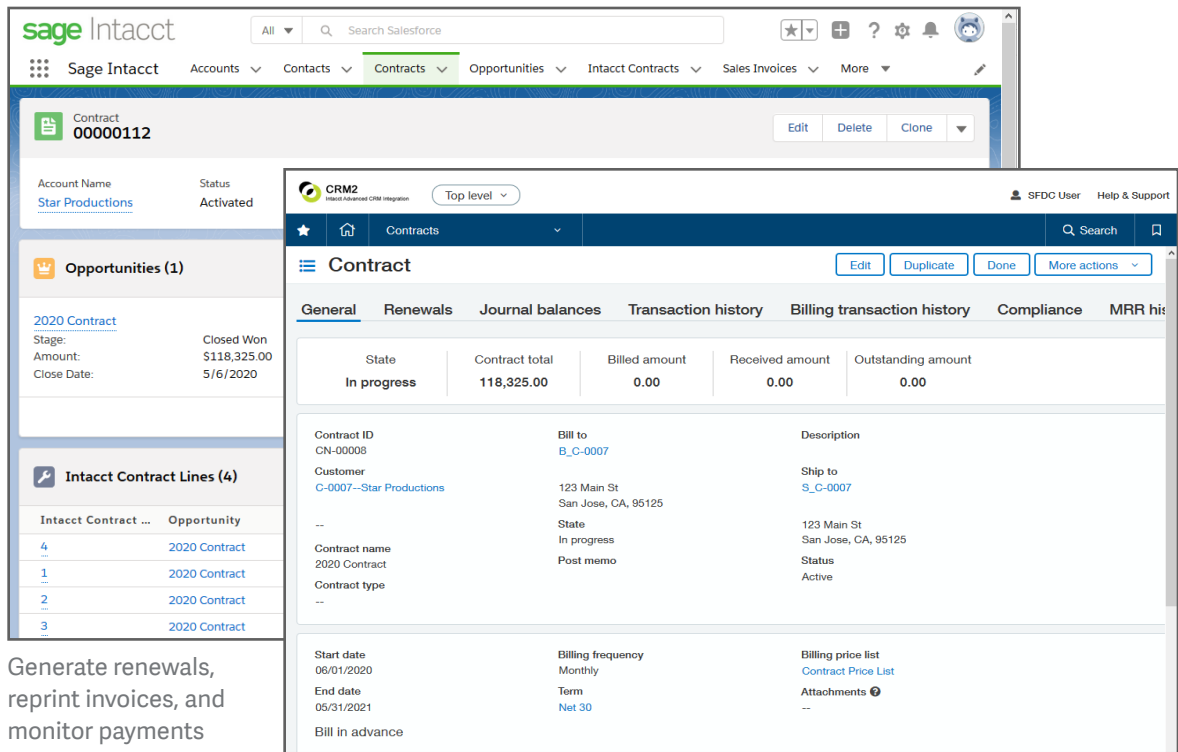
Salesforce Chatter in Sage Intacct means Sales and Finance can communicate efficiently—to expedite approvals, clarify policies, resolve exceptions, and more. Since all communication is stored in your financial solution, you don't have to search through emails to find the history.

**Shorten quote-to-cash cycles by 30 to 75% to increase cash flow**

Fully automate your quote-to-cash process. Convert Salesforce quotes into Sage Intacct orders with a single click, and automatically trigger invoicing and ASC 606 revenue recognition and expense amortization. Automated billing eliminates errors and enables you to generate invoices in minutes, not days. More timely, accurate billing helps reduce days sales outstanding. So, you bring cash into the business sooner to invest in growth.

**Connect your business, not third parties**

It's easy to integrate Sage Intacct with Salesforce—just point, click, and connect. Sage Intacct Advanced CRM Integration is pre-built on the Salesforce platform, so there's no need for expensive third-party integration, IT support, upgrades, or custom consulting. And it comes with our "Buy with Confidence" guarantee. So, instead of playing "go-between" with vendors, you can stay focused on your business.



Generate renewals, reprint invoices, and monitor payments without leaving Salesforce.

Convert Salesforce quotes into Sage Intacct contracts with a single click, eliminating manual data reentry and automating downstream billing and revenue recognition.

## Automate quote-to-cash

### Sales and Services productivity

- Create and modify orders, projects, and contracts from within Salesforce
- One-click quote conversion
- Email templates and notifications for renewals
- Automatically generate renewal sales opportunities
- See up-to-date orders and contracts, including history, inventory status, fulfillment, invoicing, payment and aging
- Support reseller workflows

### Finance productivity

- Automated synchronization of orders, contracts, and projects
- Automatic initiation of billing and ASC 606 revenue recognition and expense amortization

- Automatic order, contract, billing, and payment updates to Salesforce
- Account and contact synchronization
- Support for account merge

### Efficiency and collaboration

- Common view of contact, account, product, pricing, orders and contracts, billing, and payments
- Chatter integration

### Easy implementation and maintenance

- Real-time, bi-directional synchronization
- "Smart Sync" triggers synchronization of accounts and contacts as needed
- Dimension and managed list synchronization
- Bulk operations
- Lightning certified
- Seamless upgrades and enhancements
- Secure, OAuth certificate based authentication

For more info visit: [www.accord-consulting.com](http://www.accord-consulting.com) or contact us at +44 1732 868765.

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