neXTec

Salesforce-to-Sage X3 Connector

Keep sales, service, and the rest of your business up to date in real-time
Fast, frictionless, bi-directional, customizable data interchange between Salesforce and Sage X3

One of the biggest problems that companies have is knowing the current state of customers - orders, purchase history and prices, contract changes, and more. It's complicated when opportunities and orders are stored in Salesforce CRM and inventory, invoices and shipping are stored in Sage X3.

Do you have that in stock? When can you promise that? Is this customer on credit hold? If your sales team has these questions, but cannot get the answers at their fingertips, read on.

Rapid data synchronization in both Salesforce / Sage X3

The **Salesforce-to-Sage X3 Connector** is built by NexTec and delivers the power and flexibility your organization needs to fully leverage the value and data stored across both systems. Data is updated rapidly, so it ensures both your front and back office teams are working with the most current information.

Fast, frictionless, bi-directional, and customizable

By combining out-of-box functionality with outside-the-box engineering, the **Salesforce-to-Sage X3 Connector** accommodates your organization's unique workflows and business processes to move data through the system. Customized connectors allow the data to be written directly between the two applications in real time. APIs are leveraged (Sage X3 Version 12 and higher) allowing the data to be written directly between the two applications rapidly.

Third-party integrations can be slow and out-of-sync

Many third-party connectors are slow. These tools might be missing data, lack flexibility or just plain not accurate, leaving your front and back office teams to wonder whether Sage X3 or Salesforce has the most up-to-date information.

Keep your team connected

☑ **Rapid updates**
Data is synchronized between Salesforce and Sage X3 in near real time

☑ **Two-way integration**
Changes made in one system will appear in the other system

☑ **Extremely quick**
Updates appear almost immediately in both systems

☑ **Mobile friendly**
No matter where you are, you can enter and receive the latest information on mobile devices

☑ **Map any field**
Any field can be mapped between systems to ensure updates appear where it makes sense for your company

☑ **Flows and processes designed to your needs**
Flows and processes can be adjusted to fit your company's way of doing business

☑ **Cost effective**
More affordable than other third-party integrations

Salesforce-to-Sage X3 Connector

✓ Uses APIs for direct data transfers
✓ Capable of advanced calculations
✓ Affordable for rapid ROI

Other Third-Party Integrations

⊗ Operates by exporting & importing
⊗ Minimal ability to customize
⊗ Can be costly to implement

NexTec Salesforce-to-Sage X3 Connector	
	Features and Benefits
Data updates/ availability	✓ **Rapid access to the most current data** ✓ Ensures everyone sees the most current information in both Salesforce and Sage X3 ✓ Leverages APIs for seamless data transfers (Sage X3 V12 and higher)
Visibility/functionality	✓ **More visibility and functionality** ✓ Create, update or delete data in either application in near real time ✓ Fast, frictionless and customizable bidirectional data exchange
Field mapping	✓ **Smart/conditional field population** ✓ Use parameters to determine if data population occurs ✓ Trigger an event to occur before or after an action ✓ Includes if/then logic ✓ Can be triggered by any event (save, change, delete)
Handles exceptions	✓ **Maps non-linear fields (e.g. CA to California)** ✓ Handles disparate naming conventions ✓ Supports drop-down and multiple selection boxes
Workflows	✓ **Powers unique workflows and business processes**

Salesforce-to-Sage X3 Connector – exclusively from NexTec

NexTec Group has been helping clients select, implement, and run their business technology for over 25 years. If you need to improve your marketing, sales and service and connect these teams with data across all your departments (finance, accounting, purchasing, operations, inventory) into one central system, NexTec can help.

We built the S**alesforce-to-Sage X3 Connector** at the request of our clients and offer it as part of our implementation package.

You will see the benefits in a better understanding of your prospects and customers, streamlined operations, increased profits and money saved.

NexTec is a certified Salesforce and Sage X3 partner with over 600+ clients and a 95% customer retention rate. Industries we serve include manufacturing, distribution, field service, professional service, food and beverage, pharmaceutical, and more.

Embrace technology, transform your business at nextecgroup.com

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salesforce registered consulting **partner**

sage **Platinum Reseller**