

The single-stop, end-to-end solution provider for ISVs!

Greytrix is fully-equipped to provide a complete package of solutions to ISVs for varied needs. Right from analysis to system development, deployment, and 24x7 support, we do it all!

With over two decades of industry expertise as Sage Development Partners, we have delivered cutting-edge ERP integrations with CRM, E-commerce, and ISVs like POS, Payment Gateway, Tax compliance solutions, WMS, Shipping, etc. With a holistic solution provider like Greytrix, ISVs can develop a breed of integrations and provide their customers with bespoke solutions to suit their needs.

According to changing market dynamics, Greytrix offers a range of ERPs and CRM solutions with different functionalities for integrations.

Challenges as an ISV

While ISVs as standalone solutions are highly skilled at delivering their niche functionalities, many of their processes rely on data derived from the business management solutions (ERPs and CRMs) that drive other critical functions. Hence, app integrations from experts prove to be a savior.

Here are some of the commonly faced challenges by ISVs:

Technical know-how



While they are experts in their domain, they lack knowledge of APIs and integration methodologies of leading business apps by Sage. Integration involves knowledge of both systems, APIs, SDKs, and continuous technical support. Hence, they look for a single and focused solution provider to avail a range of integrations with different ERPs like Sage Intacct, Sage X3, Sage 300, Sage 100, Acumatica, QuickBooks, etc.

High internal costs



Hiring trained and certified resources can add hugely to the internal costs. Moreover, these systems need periodic maintenance and continuous updates adding to the expenditure on maintaining internal resources and their certifications.

Out-sourcing resources



Developing an ad-hoc team by out-sourcing certified developers and IT infrastructure for integration can get costly.



Greytrix's services for ISVs include a dedicated team that handles everything from project management to user acceptance, providing solutions during system integration and query resolution. Right from system configuration to deployment, we provide round-the-clock assistance and support. Our support services extend up to query and issue resolution even after deployment at the client site.

If you're an ISV looking for seamless and hassle-free integration, then Greytrix is the right fit! Find out why –

We are the integration experts:

We enable one-click data transfer between the systems with our in-house champion integrator. We allow **Push and Pull method** of integration using RESTful web API to near real-time integration from within the app using its own SDK. Furthermore, we enable easy on-demand or scheduled data synchronization.

Integrate with top-class systems:

Greytrix provides smooth integrations for ISVs for any given ERPs, CRMs, Cloud-based systems, or any apps. With a bunch of reputable **ERP software like Sage Intacct, Sage X3, Acumatica, Sage 100, Sage 300, and CRM software like Salesforce, Dynamics 365 CRM, and Sage CRM**, we can help ISVs integrate with multiple key players in the industry. Apart from all integration-related needs, we help them deliver customized solutions with dedicated support service, allowing them to fulfill their client's varied needs.

Value for money:

All efforts are focused on building the first integration and the plug-in. All other subsequent ERP integrations can be done quickly. Readily available plug-ins also halve the cost and benefits ISVs.

We offer customized Industry-Specific Integrations:

With a solid industry proficiency and years of experience in delivering customized solutions, Greytrix provides system integrations to ISVs and tailor-makes industry-specific app integrations.



Point of Scale



Shipping



Warehouse Management



Tax Calculations



Payment Gateway



EDI

Complete Ownership

Though we develop the system integration for ISVs, the proprietorship of the software lies with them. Furthermore, we assure that when ISVs sell the software to an end-user, the software always remains the vendor's property and is licensed for use to the end-user.



Support

Our helpdesk is available for the ISVs to provide round-the-clock, 24x7 assistance from system integration to deployment. We take full authority of proper system implementation of our ISV product with timely guidance and training for a simplified system framework.

Dedicated Team

Our skilled and certified team of developers and a Point of Contact constantly stays in touch with the ISV team during the whole system integration process to solve any queries or issues related to system configuration, integration, development, and migration. Even after deployment at the client end, our team is available to solve any problems.



Long-term Contract

With our long list of management solutions, ISVs can integrate with a range of ERP systems like Sage Intacct, Sage X3, Acumatica, Sage 100, Sage 300, and CRM solutions like Salesforce, and Dynamics 365 CRM, and Sage CRM. We usually have a long-term contract with ISVs where we are available throughout our contract period to provide multiple integrations.

*We have provided impeccable system integration solutions to our ISVs.
Here's a glimpse of some of our **successful integration clients**:*

Sr. No.	Client	Industry	Integrations
1.	APS	Payment Gateway	Salesforce, Acumatica and ERPs (Sage X3 & Sage 300)
2.	I-Vend	POS	Sage X3, Sage 300
3.	Avalara	Tax compliance	Sage Pro, Sage 300, SAP BI
4.	Vertex	Tax compliance	Sage 300
5.	Acme	POS	Sage 300
6.	Fusion	POS	Sage X3
7.	Accellos	WMS	Sage X3
8.	Datalinx	WMS	Sage X3
9.	Accu-Dart	WMS	Sage X3
10.	Chase	Payment Gateway	Sage X3
11.	Moneris	Payment Gateway	Sage X3
12.	Lucy	Payment Gateway	Sage Pro
13.	ProcessWeaver	Shipping	Sage 300
14.	Freightplus	Shipping	Sage Pro, Sage 100, SAP B1
15.	Process Shipper	Shipping	Sage X3, Sage 300 and Sage 100
16.	Freightview	Shipping	Sage X3

About **Greytrix**

Greytrix is a global Sage partner and an industry leader in CRM and ERP integration solutions. Greytrix's one-click, SaaS, cloud connector platform - GUMU™, has expertise in delivering smooth system integrations, allowing businesses to expand their functionalities. It enables seamless integrations of ERP systems with CRM, cloud storage systems, and third-party apps. As integration specialists, we can help ISVs get the best solutions!

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