

# Salesforce - Sage 100 Integration

Strengthen your business processes by automating them and focus on higher growth and immediate revenue with GUMU™ for Salesforce – Sage 100 integration. The integration helps businesses streamline front and back-office operations. Also, enjoy a single console view of Customer Transactions such as Sales Orders, Invoices, and more.

## GUMU™ ▶ The Champion Integrator Powering Salesforce – Sage 100 Integration



One-Click,  
Cloud Integrator



Easy to  
Use



Plug and  
Play



Highly  
Configurable



Seamless and  
Secure Integration



## What's New in GUMU™ for Salesforce – Sage 100 Integration?

- **Bulk Promotion & Update of Accounts and Orders**  
Users can preview and validate data before importing it from ERP to CRM.
- **Export/Import Entity Mapping**  
Users can import/export entity mapping in sync routines.
- **Real-time Product Inquiry**  
View real-time product information while adding/updating line items on the GUMU™ Sales Order screen.
- **GUMU™ Support**  
With the GUMU™ console, view all logs on in a single screen.

# Entities Supported through Add-Ons



Vendor  
Masters



Vendor  
Contact



Purchase/  
Remit-To Address



Purchase  
Order



AR  
Invoice

## Why GUMU™ for Salesforce – Sage 100 Integration?



### Data Sync

Enjoy bi-directional data flow of Accounts and Order information in a real-time basis between Sage 100 and Salesforce.



### Entity Synchronization

GUMU™ has a robust security matrix that allows System Administrators to set different access levels.



### Linking/Unlinking Customers

Easily link existing customers with existing Salesforce Accounts to avoid data duplication.



### Easy to Promote

Promote/update customers and promotion of Sales Orders from Salesforce to Sage 100.



### Portable Devices

Ensure easy access to integrations across different devices along with accessing data anytime, anywhere.



### Reports and Dashboards

Make informed decisions by creating reports and Dashboards in Salesforce based on data synchronized from Sage 100 to Salesforce.



### Authorization Control

Enjoy the flexibility to map and import any standard or custom Sage 100 entity data into standard or custom Salesforce objects.



### Data Preview Before Import

Improve the user experience with GUMU™ integration and give users the freedom to preview and validate the ERP data before importing it into Salesforce.



### Real-time Inquiries with Flexibility to Configure

Easily link existing customers with existing Salesforce Accounts to avoid data duplication.



### Standard Salesforce Opportunity

Give users the freedom to take advantage of the Standard Salesforce Opportunity in Salesforce for creating Opportunity and Quote Items to convert them to Sales Orders.



### Add-Ons For Other Entities

Users can request additional add-ons for other entities like Vendor & Purchase Order Promotion, Sales Invoice, and AvaTax add-on.

Have queries in mind? Talk to our experts.



[salesforce@greytrix.com](mailto:salesforce@greytrix.com)



+1 888 221 6661



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