# Salesforce — NetSuite SmartConnector

Celigo empowers companies to leverage NetSuite's ERP capabilities while taking advantage of Salesforce to manage sales pipelines–without adding manual data entry or creating process bottlenecks. Finance teams can manage orders, billing, products, contracts, and subscriptions in NetSuite while Sales can create and manage quotes and opportunities in Salesforce.

## A **premium** integration for NetSuite and Salesforce

### Prebuilt
**FAST TIME-TO-VALUE**

- Self-guided wizard to install prebuilt, out-of-the-box integration
- Intuitive basic and advanced configuration options
- Productized NetSuite and Salesforce integration best practices

### Managed
**REDUCED MAINTENANCE**

- Ongoing enhancement upgrades
- Automatic support of NetSuite and Salesforce product updates
- Support and implementation services from Celigo

### Advanced
**PREMIUM INTEGRATION APPLICATION**

In addition to synchronizing key data (e.g., Customers, Contacts, Products, Prices, etc.), access advanced capabilities such as:

- **Quotes** Create a quote in Salesforce using real-time quote integration with NetSuite
- **Orders** Automatically create NetSuite Sales Orders based on closed-won Salesforce Opportunities
- **Financials** Offer visibility to customer financials in Salesforce (e.g., payments, credit memos, balances,)
- **Advanced Features** Out-of-the-box support for e-signature, channel sales, team selling, subsidiaries, contract renewals, and more
- **SuiteBilling Add-On** Sync subscriptions and more with NetSuite SuiteBilling and Salesforce*

*SuiteBilling Add-On requires a subscription to Celigo Salesforce SmartConnector

## NetSuite SuiteBilling Add-On*

Companies selling subscriptions can use Celigo SuiteBilling Add-On to:

- Sell and configure Subscriptions in Salesforce using subscription details in SuiteBilling
- Automatically create SuiteBilling subscriptions based on Salesforce Opportunities
- Keep Billing Accounts in sync between SuiteBilling and Salesforce
- Create Subscription Change Orders in Salesforce

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## About Celigo

As companies increasingly rely on more cloud applications to run their businesses, the need for easy-to-deploy integration platforms and solutions to connect these cloud apps has never been greater. Businesses cannot succeed unless fragmented processes and siloed applications are connected.

Integration should not be hard. Our mission is to enable applications to work together as one, in a way that is easy and simple.

> The integration between NetSuite and Salesforce.com provides complete order-to-cash integration, connecting our sales and finance teams, and making it easier for our operations to continue growing
>
> — Harry Aine  **CEO, SAN SOLUTIONS**

> The Salesforce – NetSuite Connector is fantastic. It's a forward-thinking solution that's embedded in both Salesforce and NetSuite. It's configurable, which is important. We always want to control how we connect Salesforce and NetSuite in a way that evolves over time.
>
> — Emmanuelle Gutterman  **CIO, CELLEBRITE**

> Celigo's Salesforce – Netsuite SmartConnector has been a great investment for us. It has eliminated the need for double entry of data and been robust and configurable enough for us to make changes with our changing needs. It was also far simpler to implement than a custom integration.
>
> — Chris Charles  **VP OPERATIONS AND CLIENT MANAGEMENT, ADINSTRUMENTS**

**celigo**

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