

## Tie it all together

What if you could link salesforce.com to your ERP system to see customer master data and order information in one report? Or tie in your call center system? Have you ever needed to export data to business intelligence applications? Or give marketing and sales people access to external lead and prospecting databases or email marketing systems? Or plug into other on-demand solutions like NetSuite, RightNow and Five9?

## Identify the right mix, ensure total integration

Integrating different applications with salesforce.com can be hugely beneficial and Saaspoint has the experience and technical expertise to make such integrations a reality. In fact, we have helped hundreds of organizations in Europe and North America integrate salesforce.com with other enterprise applications.

Integration used to represent almost one-third of the cost of the typical IT project but with the advent of on-demand applications as well as new integration tools and architectures, the time and financial outlay needed to integrate systems has been dramatically reduced.

### How it works

No two businesses do things the same way, and so Saaspoint works closely with each customer to understand the key drivers of systems integration before making any recommendations about changes in processes, organization or technical solutions.

We rely on our own developers and technologists as well as our partners to offer the most appropriate way to integrate your applications. Our approaches include:

- Native connectors to SAP and Oracle systems
- Integration appliances for Salesforce
- 'Mash-ups' using web services
- Native desktop connectors
- Custom development

### Together is better

Salesforce.com is not an island and you undoubtedly have other systems that would work best if they were all connected. But don't take our word for it: integration of enterprise applications is the most important IT goal of board-level executives, according to a recent IDC study. Saaspoint customers have seen significant increases in their IT system effectiveness and efficiency through these engagements.

