# Qnect 50 for Sage CRM


* Order Despatch Notification sent via Qtext

www.qmulus-solutions.com

## The need for front office and back office synchronisation

Do your customer service and sales reps struggle to obtain a single view of customers? Does your finance department strive to recognise revenues on time? Would you like to fulfil orders in a timely manner? It's time to get a better return on your data by integrating your Sage 50 Accounts Systems with Sage CRM.

Qnect 50 for Sage CRM is a real time integration component that links Sage CRM to Sage 50 accounts. Qmulus Solutions integrated solution will deliver substantial cost effective benefits to your organisation, increasing efficiency and accuracy in the management of CRM Accounts, Products, Quotations and Orders at an affordable cost.


## How can Qnect 50 for Sage CRM help your business?

Using Sage CRM combined with Qnect 50 from Qmulus Solutions, you can enjoy better business insight, greater efficiencies, increased productivity, and a single, customer-centric view across your entire business.

Improve interdepartmental communications by enabling different departments to work with the same information and collaborate effectively.

Reduce duplication of data and of work by giving employees a means of updating a single, central database.

Make more informed business decisions by providing managers a better view of your business and of customers.

Drive profitability with more productive employees and efficient business processes.

## Why Integrate?

### Visibility

Real-time visibility is important in making timely informed decisions. When information can be accessed instantly from almost anywhere, without wasting resources on data extraction and tying data from different sources together, employees are better informed and can make more accurate, faster decisions.

### Growth

With an integrated software system, expansion to multiple locations and additional sales channels can be accomplished a lot faster because of unified order and accounting management processes and data. Companies can also up-sell and cross-sell more efficiently to their existing customer base because of the improved visibility they obtain

### Efficiency

Streamlining repetitive order processes and eliminating duplicate data entry frees up time that your sales team can now dedicate to revenue-generating activities. You can shorten your sales cycle by automating your “Quote to Cash” processes. Activities spent between attracting your customer and getting paid can be greatly reduced, which in turn gives your team more time to interact with customers and increase sales volumes.

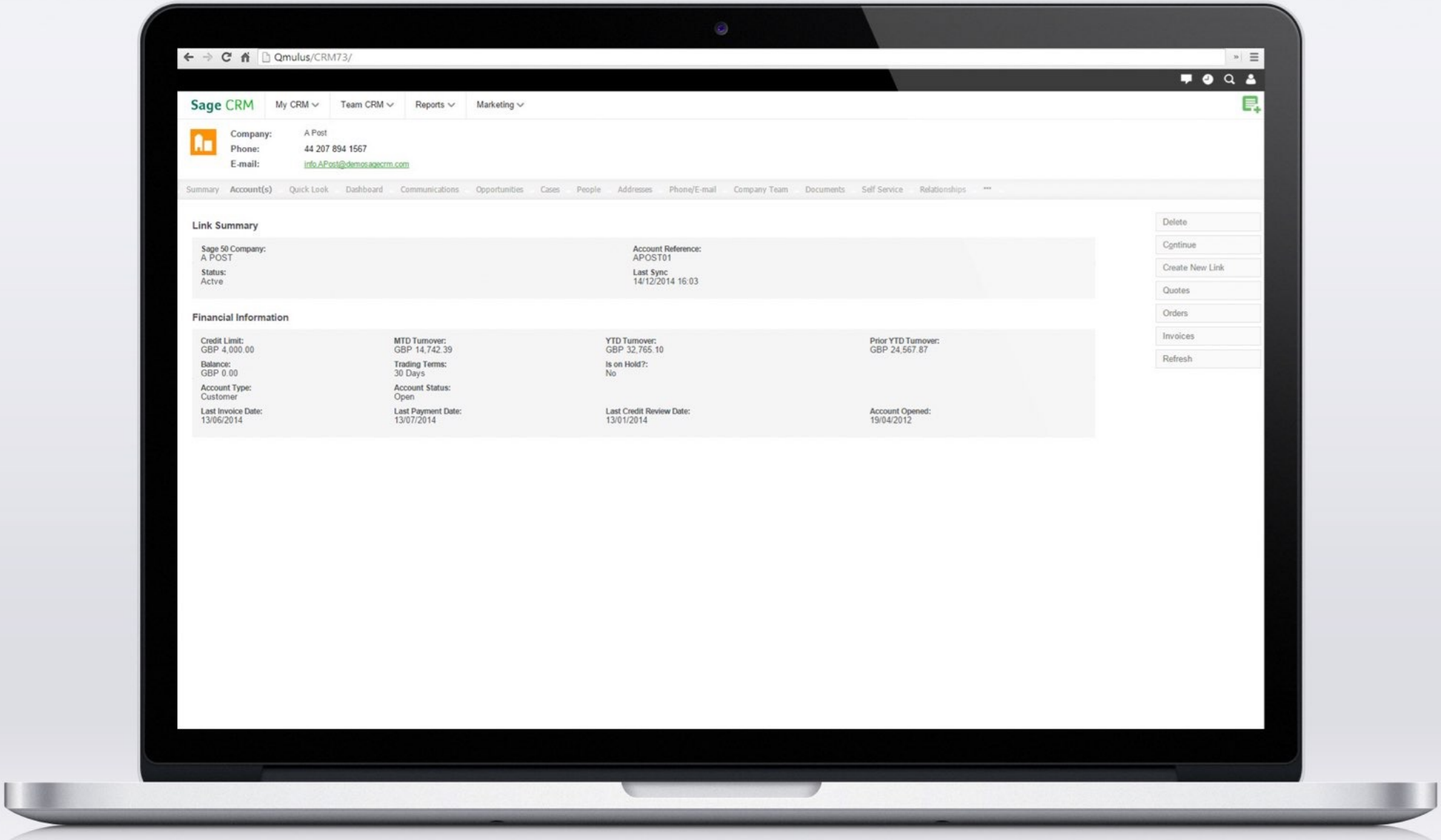
### Accuracy

Sage CRM and Sage 50 integration helps sales get access to the latest pricing updates from the accounts system. In this manner, sales reps have access to the latest pricing. Identify delinquent account at the point of quotation and check stock levels before committing to delivery timeframes.

## How we built the Integration?

Qmulus Solutions has always used the most suitable technologies available to develop leading integration solutions and customisation interfaces for its customers.

The SData protocol is the unique technical strategy used by Sage to solve the business imperative of seamless interoperability between software applications. Qnect 50 for Sage CRM has been built using the SData Integration Framework (SIF) allowing Sage CRM and Sage 50 Accounts to “speak the same language” and adhere to each others requirements when exchanging information.



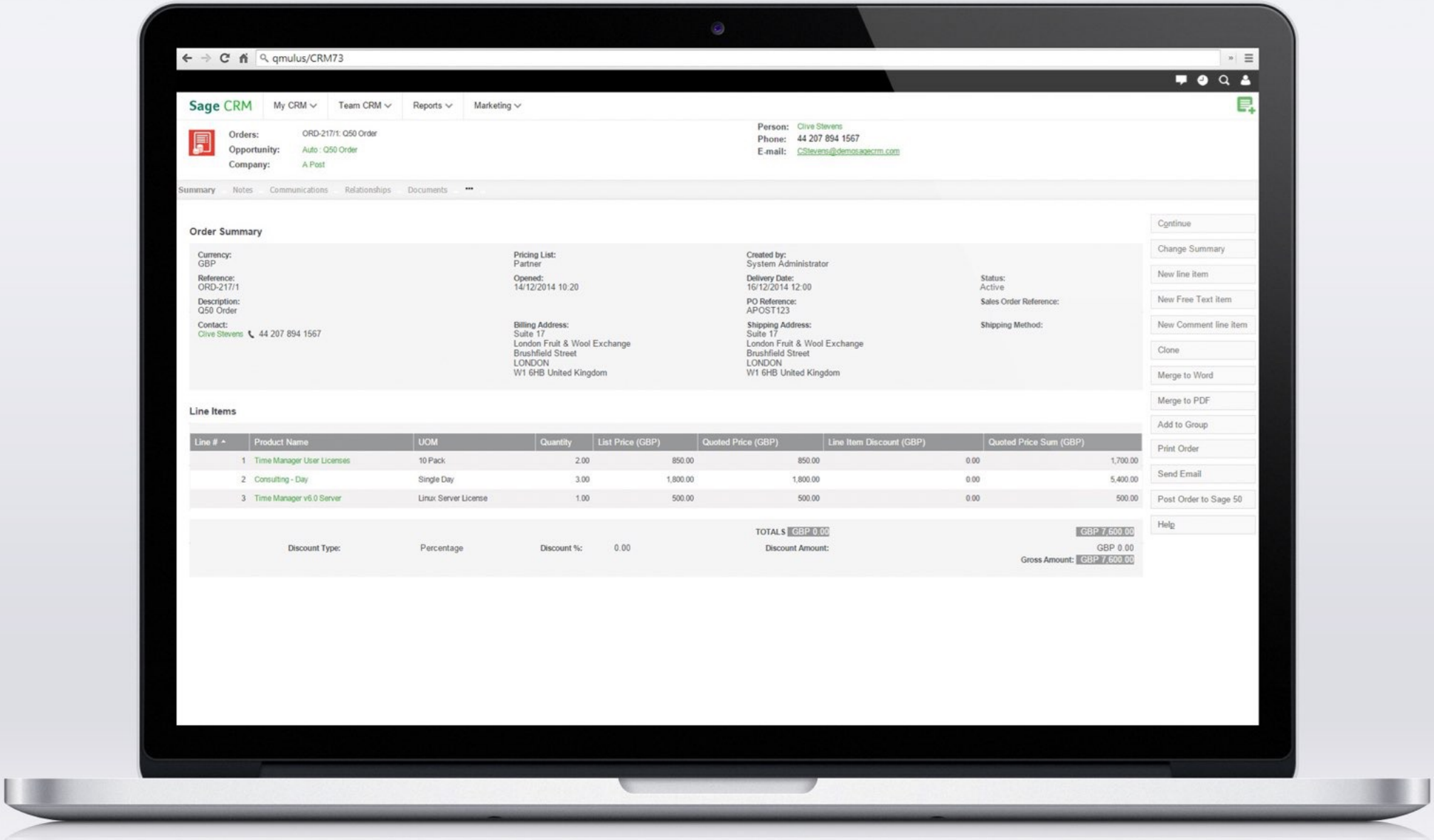

*View your Customers Financial Summary, Orders and Invoices in real-time with drill down into Order/Invoice line level detail and the associated Sage CRM Opportunity*

## Qnect 50 Features at a Glance

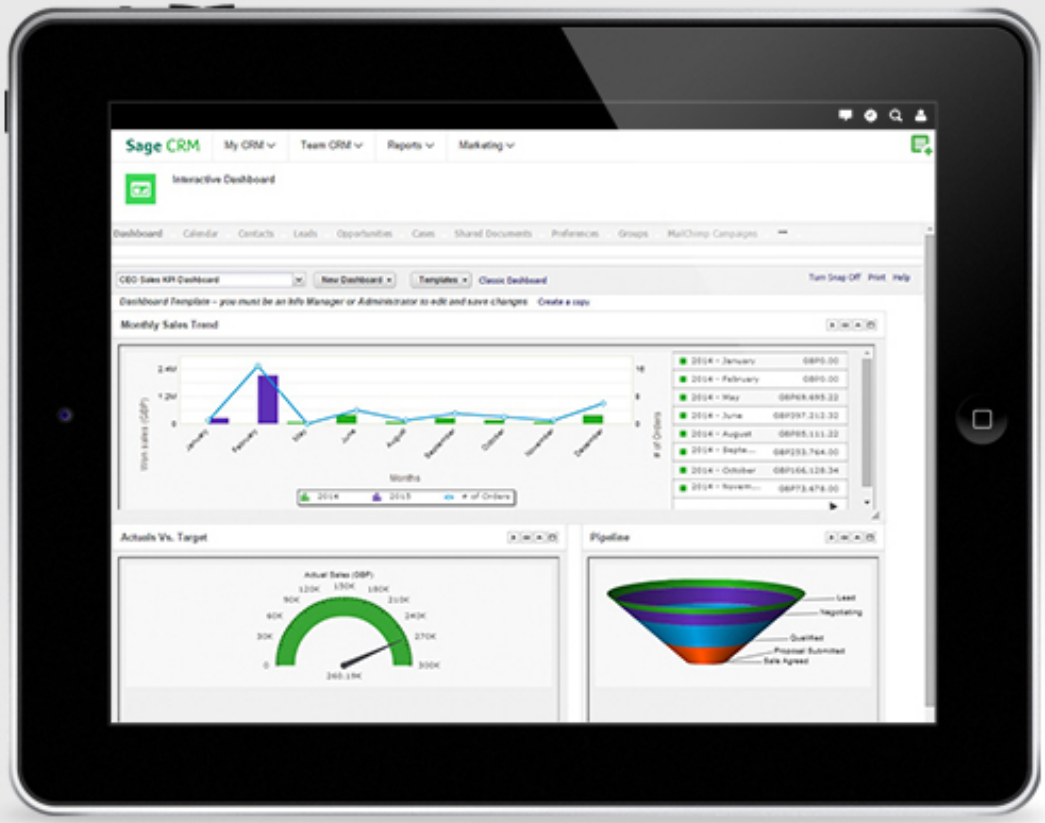
| | |
|---|---|
| Multi Sage 50 Company and Customer Account Integration | Any Sage CRM company can link to multiple Sage 50 Trading Companies Customer or Supplier Accounts |
| Full synchronisation of Sage 50 Accounts into Sage CRM | Import/synchronises Sage 50 Accounts Customer, Supplier, Products, Price Lists, People, Phone numbers, Emails and Addresses with Sage CRM |
| Create Sage 50 Accounts Customer accounts from CRM Companies | Create a new Account in any chosen Sage 50 company from Sage CRM when a prospect is about to start trading with you |
| Real Time Data View of Sage 50 Sales Ledger summary information | Provide financial information such as current balance, credit limit, MTD/YTD/Prior YTD Sales and warnings for over credit limit, terms not agreed, or on stop |
| Sales History Enquiries and Order Status information | Allow your Sage CRM users to view real time orders status, despatch and allocation for new or historic orders and the associated invoices |
| Create Quotes/Orders in CRM using Sage 50 products and pricing | Access the latest product pricing and identify if the customer is on stop or has available credit before committing to fulfil the order |
| Create Sage 50 Sales Orders from CRM Orders ready for processing | No more rekeying data into Sage 50 Sales Order Processing. Save time and minimise user error |

***"You can even build CRM dashboards based on Sage 50 data using the Sage CRM Reporting engine"***
***e.g. - All Customers on Stop, Top 10 Customers based on YTD Sales Revenue***

**www.qmulus-solutions.com**




*If the user has been granted rights a "Post Order to Sage 50" Button appears on the CRM Order Summary Screen and the returned SOP Reference from Sage 50 appears when processed*




*Access Key Financial Data Whenever and Wherever*

***Sage CRM and Qnect 50 are truly mobile***

** Wi-Fi, 3G, 4G data connection required*

**Contact Qmulus Solutions on +44 (0)845 450 3991**

sales@qmulus-solutions.com

www.qmulus-solutions.com