

GUMU™ FOR SALESFORCE WITH SAGE X3 | SAGE 300 | SAGE 100 INTEGRATION



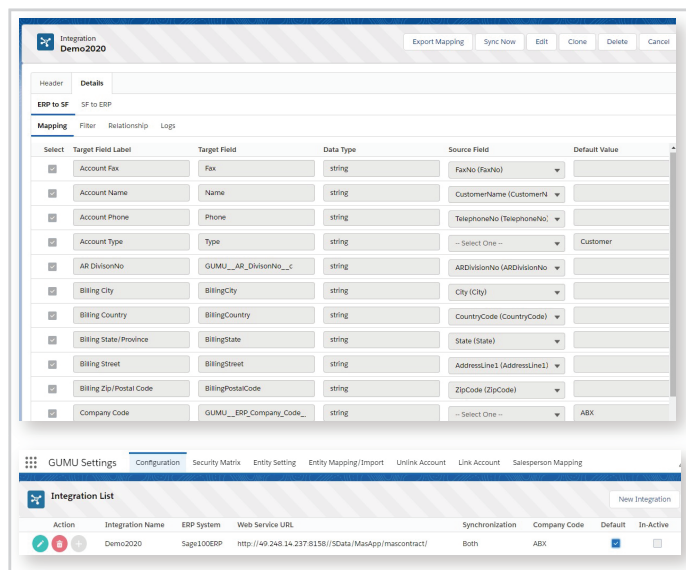
Greytrix offers a gamut of in-house developed GUMU™ Integration solutions for Salesforce with Sage X3 - Sage 300 - Sage 100 in order to streamlining enterprises front and back office operations. GUMU™ connector delivers seamless, real-time, bi-directional integration that plays a pivotal role in unlocking the potential of enterprise data to make smarter and faster business decisions.

Users can Link / Unlink Customers from Salesforce to Sage X3 - Sage 100 - Sage 300. Sales reps can create orders and promote new customers on the go, through any smart devices capable of accessing Salesforce.com. This saves their time from creating orders manually in Sage X3 - Sage 100 - Sage 300 with order entry promotion feature. Plus, sales teams benefit from a real-time inventory count update by location to maintain proper inventory levels. Thereby optimizing your investments in Sage X3 - Sage 100 - Sage 300 and Salesforce.

Features of GUMU™ for Salesforce with Sage X3 - Sage 300 Integration - Sage 100 Integration:

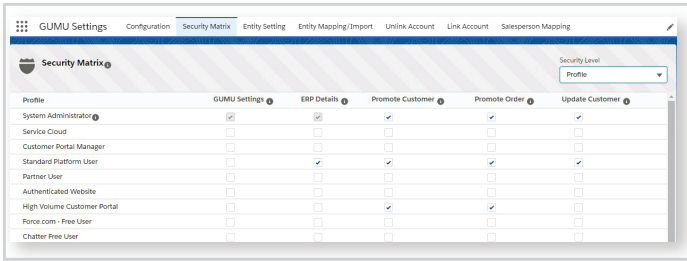
1. Data Sync:

GUMU™ allows bi-directional (and user controlled) Accounts and Order information data movement on real-time basis between Sage ERP and Salesforce. It allows users to choose the “Master” system for controlling the data flow. This helps in maintaining data consistency and reliability between the two systems. Order History information like Quote, Sales Order, Shipment, Sales Invoices, Credit Note, and Payments Receipts against Invoices can be viewed on user-friendly Salesforce tabs for Individual Accounts. The Salesforce lightning components interface in GUMU™ integration allows users to synch additional field values for Accounts from Salesforce object to the corresponding A/R Customers in Sage ERP system.



Refer pt. 1

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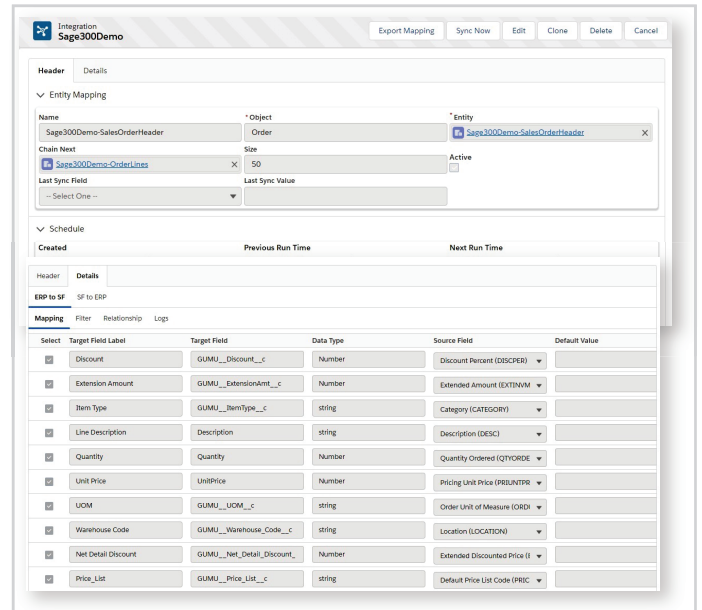
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2. Authorization Control:

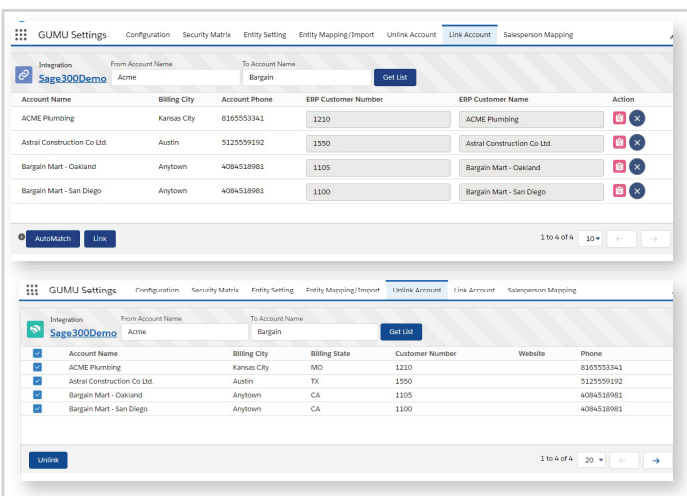
GUMU™ Security Matrix empowers System Administrators by allowing them to set different access levels to Integration functionality with prescribed user privileges. Thus, giving Administrators the power to secure data and control systems efficiently & effectively.

3. Entity Synchronization

GUMU™ provides the flexibility to map and import any custom or standard Sage ERP entity data into standard or custom Salesforce objects. This feature can further be leveraged to perform analysis using any Wave Analytics, Dashboard Reporting and Visual Charts. With the additional Cloning feature, user can reformat/filter/restructure existing entity without disturbing its original form and use it for specific purpose. User can also set schedules to sync entities as per their business needs and have the option to support multiple sync of entities with processes running in the background. Log tracking provides administrator the option to completely track progress and notify themselves (or any other users) via email on failure of scheduled jobs for immediate action.



Refer pt. 3



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4. Preview Data Before Import:

To improve the overall user experience in GUMU™ integration, a “Salesforce – ERP Data Preview” feature is available. This feature provides user the ability to preview & validate the ERP data prior to it being imported in Salesforce CRM which further minimizes data error.

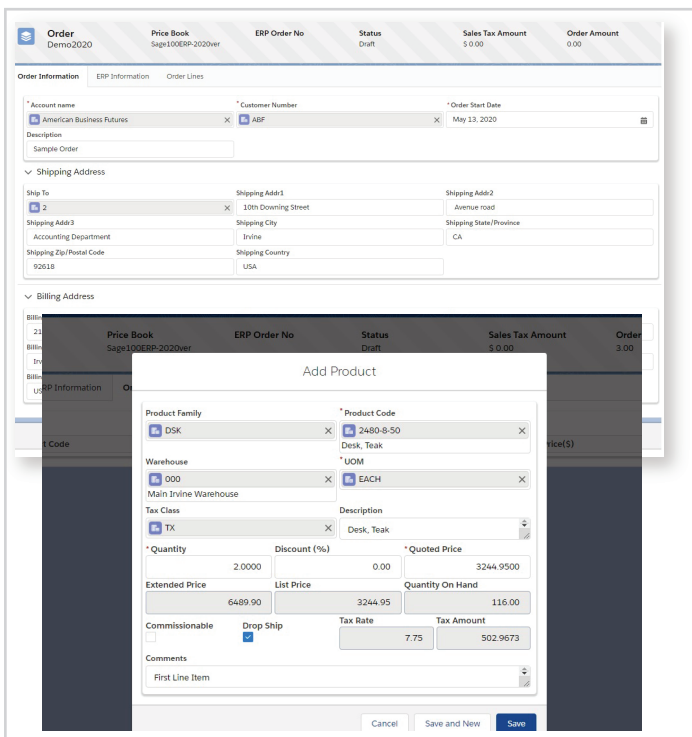
5. Linking/Unlinking Customers:

Link existing Sage ERP Customers with existing Salesforce Accounts to avoid data duplication. Customizable “Link/Unlink Customer” screen helps in configuring additional fields such as Billing Country, Account status etc.

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6. Real-Time Inquiries with Flexibility to Configure:

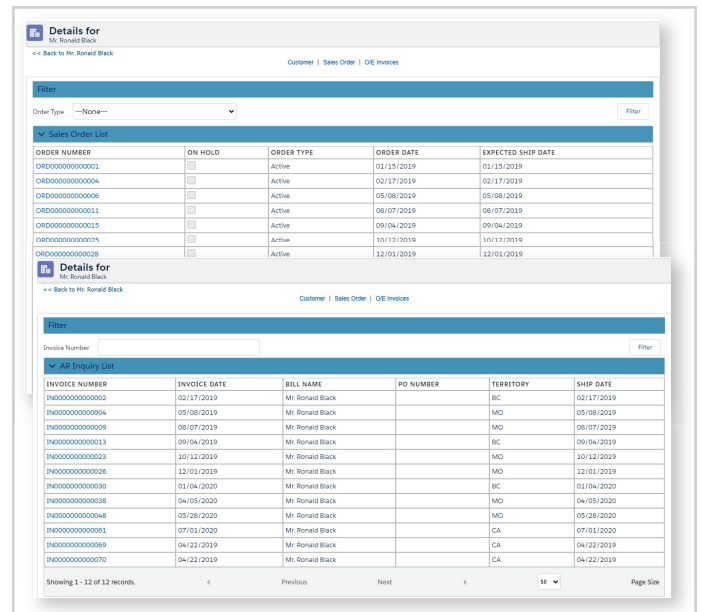
Sales representatives can view list of Sales Orders, Invoices, and Additional Customer details on user friendly Salesforce UI. You can customize this as per your custom need and add an additional business-related information. Other than these GUMU™ also provides user the capabilities to Add/Create new Inquiries in Salesforce system as per their business needs based on the data in Sage ERP. Modify existing Inquiries to include custom fields in Salesforce reflecting associated Sage ERP data.



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8. Standard Salesforce Opportunity:

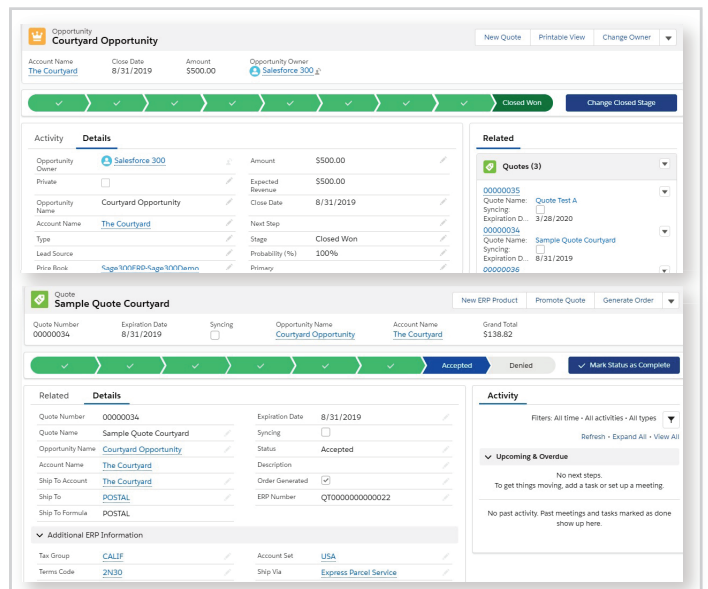
GUMU™ provides the freedom to user to take a complete advantage of the Standard functionality in Salesforce of creating Opportunity along with Quote items and convert to Sales Order. GUMU™ extends the functionality and allows user to promote the Quote to ERP. And when the same is converted in order the respective quote record in ERP will be converted to Order automatically.



Refer per. 6

7. Easy to Promote:

GUMU™ integration provides functionality of promoting/updating Customers and promotion of Sales Orders from Salesforce to Sage ERP with a single click. The ERP specific required information such as the Default Shipping Address, Salesperson, Tax code fields and Customer Specific Pricing are brought/filled up (auto populated) in real-time to Salesforce in order to give the Sales representative the liberty to worry free data entry to ERP directly.



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9. Portable Devices:

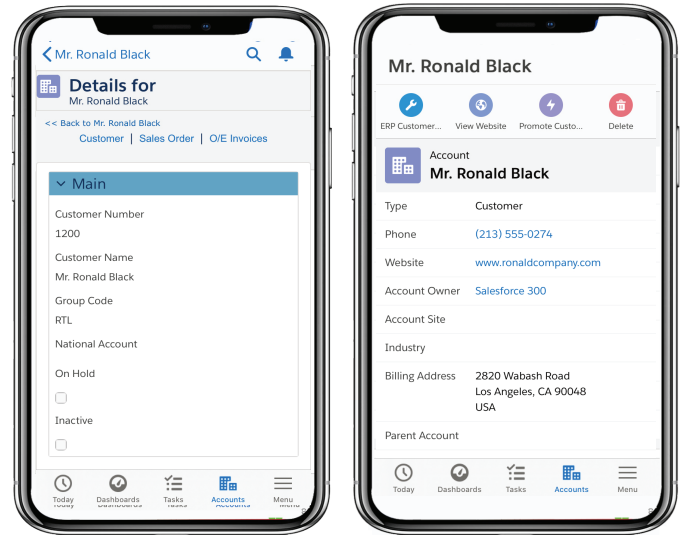
Integration can be accessed across hand-held devices like tablets/mobile. Sales Orders can be promoted from Salesforce to ERP on-the-go. All of the Customer information is available on the click of a few links/buttons to keep Sales Rep upto date with the Clients information.

10. Reports and Dashboards:

With GUMU™ integration you can create Reports and Dashboards in Salesforce based on the data synchronized from Sage ERP to Salesforce using Entity Sync Mapping. These Reports and Dashboards are important for taking informed decisions, identifying new Business Opportunities & forecast Sales.

12. Flexibility to Incorporate your Business Needs:

GUMU™ integration has been designed such that it can accommodate your business scenarios and make the integration move the data across the system which is specific to your business scenario and necessary for completion of the process at affordable rates.



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11. Add-Ons for Other Entities:

GUMU™ clients can request additional add-ons for other entities like Vendor & Purchase Order Promotion, Sales Invoice Add-On & AvaTax add-on at an extra cost over and above the standard GUMU™ integration to establish a seamless relationship between Salesforce objects and other Sage ERP entities.