

SALESLOGIX

CRM AND ACCOUNTING INTEGRATION

SalesLogix is an integrated customer relationship management (CRM) suite that includes Sales, Marketing, Customer Service and Support solutions. SalesLogix offers integration with multiple back-office accounting and financial applications.

FEATURES

Integration between SalesLogix and back-office accounting and financial applications provides organizations with a complete view of all customer interactions for making more insightful business decisions.

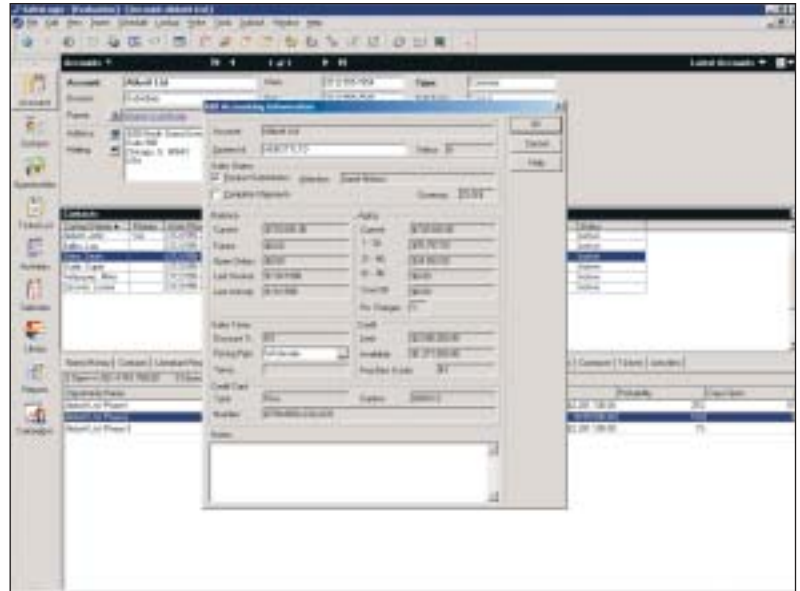
- Accounting Information
- Invoice History
- Open Invoices
- Open Orders
- Payments/Receipts
- Product Information
- Inventory
- Pricing
- Groups and Reports
- Orders and Quotes

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SALESLOGIX CRM AND ACCOUNTING INTEGRATION



SalesLogix Accounting Integration enables you to view accounting information such as open orders, aging A/R and credit limits from within the familiar SalesLogix interface.

Access to Critical Back-Office Customer Data

Integration between SalesLogix CRM and your back-office accounting application provides your sales professionals access to the most current product information, pricing, discounts and inventory when creating quotes or taking orders. In addition, without having to leave SalesLogix, they can view all relevant customer data, such as credit status, terms and account balance so they can better service customers.

Increased Efficiencies in Accounting

Integration reduces the time and resources required of Accounting to support your sales team. Integrated front and back-office systems reduce duplicate data and order entry. And, by driving current product pricing and discounts into SalesLogix from your back-office system, the number of inquiries from Sales regarding product, orders, invoices and outstanding balances will be reduced.

Timely Customer Service

In the end, not only will your organization benefit from CRM and accounting integration, but so will your customers. Sales representatives have access to complete customer information when handling inquiries and placing orders. And because processes between your CRM and accounting systems are automated, orders move to accounting more quickly and customers receive product sooner, which will positively impact your organization's customer satisfaction.



SalesLogix Accounting Integration

For more information, go to:
www.saleslogix.com

Or contact your certified
SalesLogix Business Partner.
To find a Business Partner in
your area, call 800-643-6400.

"SalesLogix allows us to review orders from customers all over the world on a daily basis. We can review activity on a daily, weekly or monthly basis and see exactly which products have shipped and confirm that the shipments were on time. Our sales people have all the information they need when talking to customers."

*Kedar Murphy
Cabot Corporation*

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Accounting Information

- View credit limit, current balance and aging A/R
- Access account type, status, tax schedule and comments
- View last activity, sales YTD and average days to pay

Historical Invoices and Orders

- View invoice number, date, type and vendor
- Reference PO numbers, amounts, tax, discount and freight information
- Evaluate open invoice due dates, balance and status
- View order date, number, type and ship-to information

Payments/Receipts

- View check date, invoice number, check number, transaction amount and status

Product Information and Inventory

- View product name, part number, family, group and type
- Access pricing, discount schedules, substitute products, units, inventory and costs
- View product inventory on hand, available, allocated and on backorder

Quotes and Orders

- Generate quotes and orders and associate with customer record

ABOUT SALESLOGIX

SalesLogix is the customer relationship management solution that enables small to medium-sized businesses to acquire, retain and develop profitable customer relationships.

SalesLogix delivers integrated Sales, Marketing, Customer Service and Support automation solutions with low cost of ownership, rapid time to productivity and high return on investment. Flexible and easy to use, SalesLogix readily accommodates growth and changing business requirements.

SalesLogix, the SMB CRM leader with more than 6,000 customers worldwide, is part of the Best Software family of integrated business management solutions.

ABOUT BEST SOFTWARE

Best Software offers leading business management products and services that give more than 2.3 million small and mid-sized customers in North America the insight for success throughout the lives of their businesses. Its parent company, The Sage Group plc (London: SGE.L), supports more than 4.3 million customers worldwide. Its first half revenue run rate was the equivalent of over \$1 billion in annual revenues. For more than 25 years, Best Software has delivered easy-to-use, scalable and customizable applications through its portfolio of leading brands, including Abra, ACCPAC, ACT!, BusinessVision, CPASoftware, FAS, MAS 90, MAS 200, MIP, Peachtree, SalesLogix, Timberline, among many others. For more information, please visit the Web site at www.bestsoftware.com/moreinfo or call (866) 308-BEST.