



Solution Overview

Cast Iron for Salesforce.com®



"Our partnership with Cast Iron Systems ensures companies complete these integrations in a matter of days without writing code and begin reaping the rewards of an on-demand enterprise faster than ever before."

Cindy Warner
Senior Vice President of Global Integration Services



"We believe that integration appliances will play a critical part in the growth, acceleration & acceptance of Software-as-a-Service."

L. Frank Kenney
Research Director

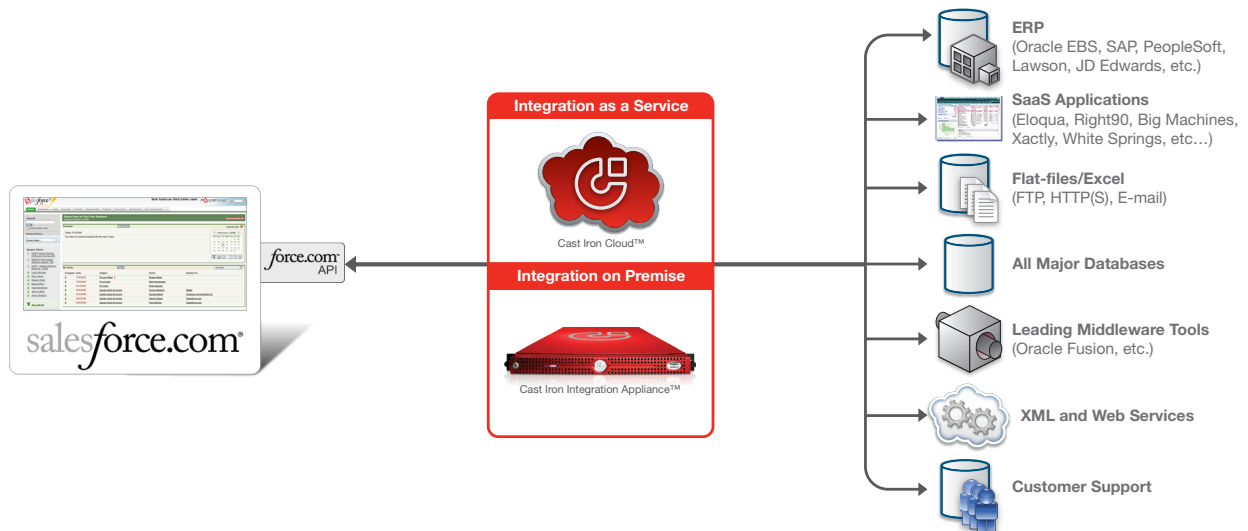
The No Software Approach to Integration

You just purchased salesforce.com. Now you need to synchronize your master list of customers, products, prices, previous order histories, and more, between salesforce.com and your existing corporate systems. But you don't want to embark on a lengthy project requiring deep migration and integration expertise, and lots of complex software. Sound familiar?

That's why Cast Iron Systems created a fast and simple solution specifically for integrating salesforce.com with other applications. The Cast Iron Integration Solution uses a "configuration, not coding" approach to enable salesforce.com customers to complete their migration and integration projects in days.

Connect Salesforce.com with Your Enterprise

Most salesforce.com customers need to rapidly synchronize sales, customer support and force.com data — such as leads, opportunities, orders and support cases — in real time with a variety of other systems including ERP, CRM and custom applications. Just as the No Software experience of salesforce.com has simplified sales automation, Cast Iron's No Software approach has dramatically simplified application migration and integration for salesforce.com customers.



Integrate your enterprise in days with Cast Iron Integration™

Accelerate Your Salesforce.com Integration Projects:

The Cast Iron Integration Solution for salesforce.com is self-contained and provides everything needed to integrate salesforce.com with other applications and endpoints. The Cast Iron solution is AppExchange certified and provides the following features to simplify and accelerate data migration and integration with salesforce.com:



Migration and Data Quality



- **Data Profiling:** Assess the quality of your data before commencing data migrations
- **Intelligent Data Cleansing:**
 - Duplicate Removal (de-duplication): Combine data from various different sources and remove duplicate values
 - Fuzzy Lookup: Configure sophisticated rules to highlight errors and fix them
- **Data Enrichment:** Perform lookups with third-party providers to enrich your data

Integration and Extraction



- **Connectivity:** Configurable connectivity to hundreds of applications and end-points
- **Transformation:** Drag-and-drop UI for data transformations
- **Workflow:** Visual interface for designing workflow rules
- **Management:** Easy manageability through single web-based console

TIPs and PIPs

With thousands of successful customer integrations, Cast Iron leverages a wealth of integration experience to provide a comprehensive set of template integration processes (TIPs). These TIPs are offered for the most common integration scenarios between a number of enterprise applications like salesforce.com, SAP, Oracle, etc. and eliminate the need to build your integrations from scratch. You can simply log in via your browser, select the template that best suits your requirements and enjoy proven, supported and certified processes. The TIPs can also be further customized to meet your specific needs using a simple configuration wizard.

CAST IRON CLOUD™ User: mark@castiron.com log out

Template Processes Integration Manager

Browse the Cast Iron repository of Template Integration Processes (TIPs) and Packaged Integration Processes (PIPs).

netsuite Advanced

Category	Name	Source	Target	Version
USECASES	T0025 - CSV to NetSuite Customer	HTTP	NetSuite	1.0
USECASES	T0036 - Oracle DB to NetSuite Customer	Oracle	NetSuite	1.0
USECASES	T0033 - SQL Server to NetSuite Customer	SQL Server	NetSuite	1.0
USECASES	T0024 - CSV to NetSuite Accounts	FTP	NetSuite	1.0
USECASES	T0004 - Salesforce Accounts to Netsuite Customer Synchronization	Salesforce.com	NetSuite	1.0
USECASES	T0006 - Synchronize Accounts between NetSuite and Salesforce.com	NetSuite	Salesforce.com	1.0

▼ Details

What Problems Does the Cast Iron Integration Solution Solve?

The Cast Iron Integration Solution for salesforce.com rapidly solves a variety of data migration and integration problems that involve both internal and external applications. Problems that need synchronization, either real time or batch, between salesforce.com and other systems are easily solved with Cast Iron. Companies in industries ranging from manufacturing, retail and consumer goods to energy, transportation and logistics, use Cast Iron's solution for salesforce.com to solve problems like these:

Integration Problems Solved

Synchronize data in real time between salesforce.com and other systems:

- Data migration from other CRM systems
- Accounts and contacts with ERP customer master
- Opportunities with order management systems
- Forecasts with other CRM systems
- Quote requests with order management systems
- Leads and campaigns with marketing automation systems
- Activity history with external reporting systems
- Invoices with billing systems
- Case data with customer support systems
- Pricing and product catalog data with PLM systems
- And many more...

Connect salesforce.com with:

- ERP including SAP, Oracle, JD Edwards, PeopleSoft, BAAN, QAD, Lawson, Great Plains, etc.
- CRM including Siebel, Clarify, Remedy, Oracle, Kana, Vantive, etc.
- Customer support systems
- All major databases including Oracle, DB2, SQL Server, MySQL, Sybase, Informix, etc.
- Flat-files using FTP, HTTP(S), E-mail
- XML and Web Services
- EDI
- Middleware and all major EAI platforms
- Project management applications including Clarity/NIKU
- Custom applications
- And many other applications...

Why Choose the Cast Iron Integration Solution?

The Cast Iron Integration Solution for salesforce.com enables IT Departments to be nimble and responsive to the needs of the business. This Integration Solution has been specifically engineered for salesforce.com and contains everything needed to complete integration projects in days.

Fastest Time to Market:

- No software to install or manage
- Graphical configuration, not coding
- On demand library of pre-built Template Integration Processes (TIPs) for the most common integration scenarios



Lowest Costs:

- Low monthly subscription pricing
- Up to 80% lower maintenance costs vs. software-based alternatives
- No need to maintain multiple components including hardware, web servers, databases, integration brokers, etc.



Simplest Monitoring and Management:

- 100% remote management and administration
- Proactive alerting of data and connectivity errors
- Monitor from anywhere, anytime



Most Rapid, Efficient Development:

- Unmatched flexibility - can be deployed via an on-premise Integration Appliance or the integration-as-a-service Cast Iron Cloud
- 100% standards-based; no reliance on niche middleware skills
- Pre-built and pre-optimized connector for salesforce.com
- Pre-built connectors for major ERP applications, all major databases, flat-files, Web Services, messaging systems, and more



Cast Iron Product Offerings

The Cast Iron Integration Solution for salesforce.com comprises two deployment options — the on-premise Integration Appliance and the Cast Iron Cloud. Together the flexibility of these options provide a seamless transition between on premise and cloud environments as a company's application landscape changes to "future-proof" technology investments. While these options share the same technology foundation, each is designed to meet specific customer needs:

Cast Iron Cloud™



Cast Iron Cloud™

The Cast Iron Cloud for salesforce.com is our integration-as-a-service solution. Using a "develop once, deploy anywhere" approach, the Cast Iron Cloud is ideally suited for salesforce.com customers with a majority of their applications based in the Cloud and want no infrastructure on premise.

Cast Iron Integration Appliance™



Cast Iron Integration Appliance™

The Cast Iron Integration Appliance™ for salesforce.com is our on-premise integration solution. Useful for salesforce.com customers with a majority of their applications based on-premise that seek a standards-based platform and find software-based integration solutions too complex. Also available as a virtual appliance that can be installed on a company's own hardware.

LAWSON™

"We're using the Cast Iron Solution to do in days what would have taken weeks or months to accomplish with software. Truly remarkable."

Cole Orndorff
Vice President Information
Technology Services



Product of the Year
two years running!

Functional Specifications

- Pre-built connectivity to salesforce.com
- Supports all standard and custom salesforce.com objects
- Low monthly subscription pricing
- 24 x 7 Production support
- No restrictions on number of users
- Powerful data migration and data quality features
- Standards-based salesforce.com connectivity with third-party data enrichment tools
- Rapid salesforce.com integration with Template Integration Processes (TIPs) and self-guided wizards
- Out-of-the-box salesforce.com connectivity to hundreds of enterprise and custom applications
- Optimized for high-throughput projects
- AppExchange certified
- Accelerator for SAP to salesforce.com integration
- Graphical data transformation
- Rules-based workflow
- Lights-out management and error notification
- Out-of-the-box data and connectivity error processing
- Guaranteed delivery of transactions
- Web-based monitoring of integrations
- Secure management and data communication
- Bi-directional real-time and batch integration

The Cast Iron Integration Solution can solve a broad range of integration problems. Whether it's a simple point-to-point application connectivity problem, complex orchestration across multiple applications or a mission-critical process requiring high availability, Cast Iron has an Integration Solution that will be the simplest solution to implement.

The Cast Iron Integration Solution is revolutionizing application integration by delivering simplicity to customers. In the complex world of application integration, companies find the Cast Iron Integration Solution to be the simplest way to complete their integrations in days, and for 80% less cost.

Visit www.castiron.com for more information.



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