

Cast Iron QuickStart Package

For Salesforce CRM to ERP Integration

Target Enterprises

- Medium-Sized Businesses
- Large Businesses
- Very Large Organizations

Business Problems Solved

- Assess data quality prior to migration and/or synchronization
- Migrate data to Salesforce CRM
- Synchronize Salesforce CRM and ERP systems including SAP, Oracle E-Business Suite, Microsoft Great Plains, JD Edwards OneWorld and PeopleSoft

Business Processes Supported

- Account Master
- Contact Master
- Product Master
- Pricing Master
- Opportunity to Order
- Order History Mash-Up
- Data Quality Assessment
- And many more...

Pricing

Services*†

- Value Pack installation: \$11,000 USD
- Add-on TIP installation: \$3,300 USD/each
- TIP customization (if needed) is extra

*Requires purchase of Cast Iron Integration Product at \$24,000 USD per year

†Pricing valid through 28/02/2010

Introduction

Cast Iron's QuickStart is a packaged services solution that dramatically reduces the time and cost of integrating Salesforce CRM with popular ERP applications. Cast Iron offers packaged, reusable, Template Integration Processes (TIPs) that can be easily installed, typically reducing your implementation effort by 66%. TIPs eliminate the need to build integrations from scratch. Using your preferred web browser, simply log in, select the template that best suits your requirements and enjoy proven, supported and certified integration processes. To meet your specific needs, TIPs can be further customized by using a simple configuration wizard.

Template Integration Processes (TIPs)

To address the integration needs of Salesforce CRM customers, Cast Iron has taken four of the most popular ERP integration TIPs and bundled them into a Value Pack, which is installed at a fixed price.

TIPs	Synchronization	SAP	Oracle E-Business Suite	Microsoft Great Plains	JD Edwards OneWorld	PeopleSoft
Value Pack						
Account master	ERP to Salesforce CRM	✓	✓	✓	✓	✓
Contact master	Bi-directional	✓	✓	✓	✓	✓
Product master	ERP to Salesforce CRM	✓	✓	✓	✓	✓
Pricing master	ERP to Salesforce CRM	✓	✓	✓	✓	✓
Add-on TIPs						
Opportunity to Order	Salesforce CRM to ERP	✓	✓	✓	✓	✓
Order History Mash-up	ERP to Salesforce CRM	✓	✓	✓	✓	✓

Key Benefits

With Cast Iron integration, you get instant value and a significantly increased ROI from your Salesforce CRM investment:

- Eliminate the need to re-enter Contact or Account information already stored in your ERP system
- See real-time Order History for customers without leaving the Account record in Salesforce CRM
- Access current Product and Pricing information stored in your ERP system of record, resulting in fewer order entry errors
- Place orders without leaving Salesforce CRM

For More Information

Contact Cast Iron at quickstart@castiron.com to learn how we can accelerate Salesforce CRM migration and integration.

Value Pack

- **Account Master** — Customer information is initially migrated from your ERP system to Salesforce CRM. New and updated Customer information is then moved from ERP to Salesforce CRM on a scheduled basis.
- **Contact Master** — Contacts are kept synchronized between your ERP system and Salesforce CRM for Customers identified in your ERP.
- **Product Master** — Product information is initially migrated from your ERP system to Salesforce CRM. New and updated Product information is then moved from ERP to Salesforce CRM on a scheduled basis.
- **Pricing Master** — Pricing information is initially migrated from your ERP system to a Salesforce CRM Price Book. New and updated Pricing information is then moved from ERP to Salesforce CRM on a scheduled basis.

Add-on TIPS

- **Opportunity to Order** — As an opportunity is closed/won, a Sales Order with Order details, based on the standard Price Book, are created in your ERP system.
- **Order History Mash-up** – This table of order history information is displayed in the Salesforce CRM Account record, listing fields that you choose, including but not limited to:
 - Sales Order Number
 - PO Reference
 - Order Date
 - Total Amount
 - Ship Date
 - Status

Scope

- QuickStart leverages standard objects from the ERP system to integrate.
- QuickStart includes the standard fields for the following Salesforce CRM objects:
 - Account
 - Contact
 - Product
 - Pricing
 - Opportunity
- Interface with JD Edwards is completed through its business functions where possible
- Data Quality Assessment — up to eight hours consulting to review data quality and identify potential data cleansing or duplication issues you may wish to investigate prior to integration.

