

## Adeptia Integration Accelerator for NetSuite

Easy-to-use, cost-effective, process-centric SaaS Integration solution allows rapid implementation

### OVERVIEW

Adeptia Integration Accelerator for NetSuite is a comprehensive solution that provides an out-of-the-box ability to quickly and easily connect NetSuite to a company's on-premise systems and applications. This ready-to-configure solution significantly improves implementation time while reducing complexity, risk and high maintenance costs of custom-coded solutions.

### BUSINESS NEEDS

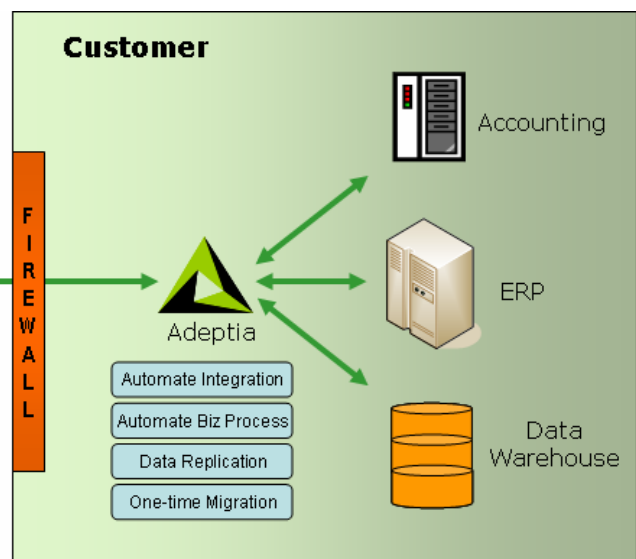
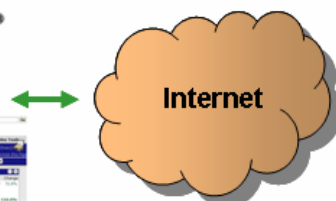
- Automatically consolidate prospects and leads into NetSuite.com from multiple channels
- Automatically update Account Master and Customer data
- Automatically process and track orders based on closed opportunities
- Reflect billing and invoicing information in NetSuite.com
- Provide product inventory and pricing data to sales staff
- Improve up-sell and cross-sell opportunities by presenting purchase history to sales staff

### BENEFITS

- Improve productivity of sales and delivery teams
- Improve consistency, quality and access to critical business information
- Improve customer experience, satisfaction and profitability
- Improve reporting and decision making
- Leverage current technology investments by extending functionality of existing systems
- Enhance customer and partner relationships by making it easier to do business with your organization

### KEY FEATURES

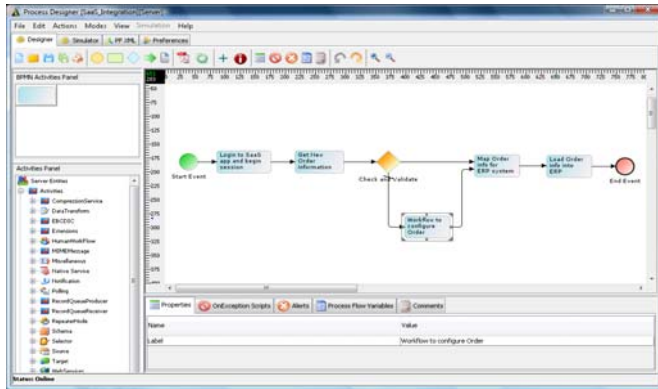
- Integrate with NetSuite.com within hours or days
- Automate business processes including human WORKFLOW tasks rather than just moving data
- Process flow based and service oriented (SOA) approach to NetSuite.com integration
- Graphical, point-and-click approach to creating and deploying integration flows.
- Adeptia accelerator includes pre-built flows, templates and connectors that just need to be configured.
- Object-based architecture promotes reusable components and functionality across disparate custom, packaged and legacy applications
- No hardware or appliances need to be purchased, setup and managed. Adeptia requires just a quick software download and install on any computer.
- Leverages SuiteTalk Web Services API



## NETSUITE INTEGRATION SCENARIOS

- **AUTOMATE INTEGRATION**

The information in NetSuite is silo-ed in an offsite location and it is difficult to get this data into back-end applications to automate business processes such as automatically triggering actions, notifications, workflow tasks for other business users and for generating consolidated reports. Adeptia helps by setting up either real-time or scheduled (batch) integration flows between NetSuite.com and back-end systems. These “deploy-and-forget” flows run automatically in the background to share information and require no manual intervention except to handle exceptions and errors. These integration flows can be bi-directional, so data can move in both directions into and out of NetSuite.com.



- **AUTOMATE FULL BUSINESS PROCESSES**

Adeptia’s Business Process Management capability allows automating of a complete business process where interfacing with NetSuite.com is only one of the many tasks involved in overall process. So, human workflow tasks can be added into the overall flow for business users to interact with data and allow them to validate information before it is synchronized, correct errors and exception and take decisions. This provides more automation and control than just moving of data.

- **DATA REPLICATION**

Since customer information is vital for any company, it is imperative that this data be in control and possession of the company at all times. Adeptia provides an automated replication capability to copy and save this data behind your firewall from where it can be easily backed-up and recovered. This enhances security by creating an archive copy of the NetSuite.com database. This also ensures backup of NetSuite.com data to meet any regulatory requirements such as Sarbanes-Oxley (SOX). Finally, this helps with Business Intelligence needs as well and allows companies to use their preferred reporting tools.

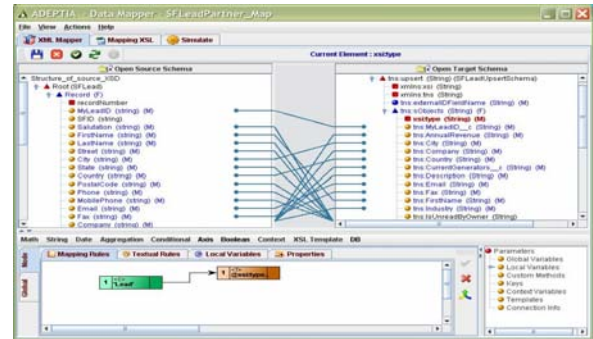
- **ONE-TIME MIGRATION**

Initial migration of existing customer information and data is usually the first step for new NetSuite.com customers. Adeptia offers wide range of application and format support for mapping and transforming data to meet these needs.

## SUPPORTED BUSINESS PROCESSES

- **ACCOUNT MASTER**

Account Master describes how systems share a notion of the account and related contacts. Usually, the ERP/accounting system serves as the “master” for existing customer accounts while “prospect” accounts are maintained only in NetSuite.com, with a process to promote them to customers when a sale is closed.



- **PRODUCT MASTER**

Product Master describes the information related to products and services including availability, inventory and pricing. This information is also usually maintained in the ERP systems and this process allows uploading of this product data to NetSuite.com for the sales staff to view when generating quotes, proposals etc.

## SYSTEM REQUIREMENTS

**Operating Systems:** Windows NT/2000+/XP, UNIX, Linux  
**Database:** Embedded DB included. Commercial RDBMS recommended for production environments.  
**Java:** J2SE v1.5 SDK

## ABOUT ADEPTIA

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