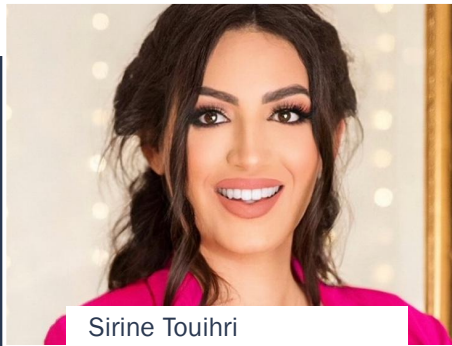
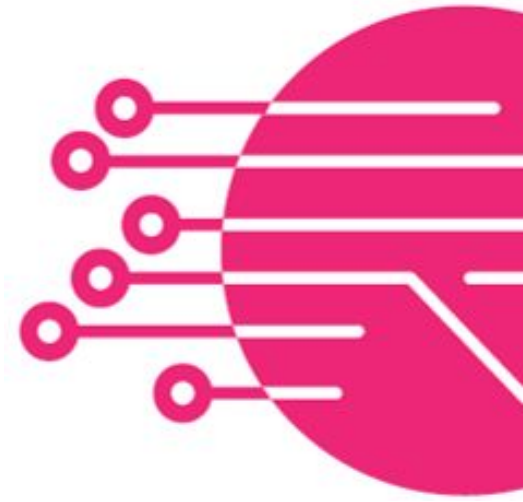
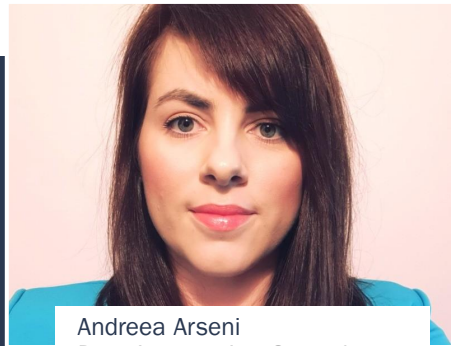


WEBINAR MAXIMIZING BUSINESS SYNERGY:

Salesforce and Microsoft Dynamics 365 Integration



Sirine Touihri
Sales Consultant

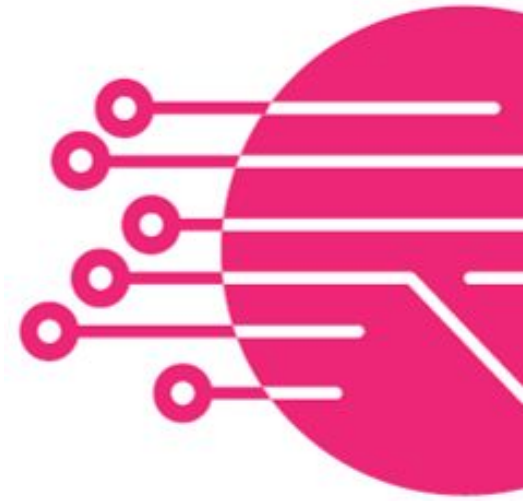


Andreea Arseni
Data Integration Consultant

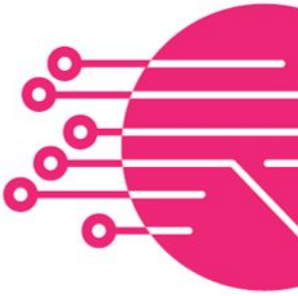


AGENDA

- Introduction to RAPIDI
- Importance of Integration
- RAPIDI Integration Solutions
- Customer Testimonials
- How to get started with us?
- Q&A



RAPIDI COMPANY *Profile*



Data integration *experts*

+ 30 years of data integration

Salesforce and Microsoft

Worldwide coverage

Flexible, simple and robust complete *solution*

Cutting edge cloud
technology

No programming

Five star AppExchange rating

Going the *extra mile* for our customers

Outstanding support

Great customer references

Flexible to match your needs



EMEA



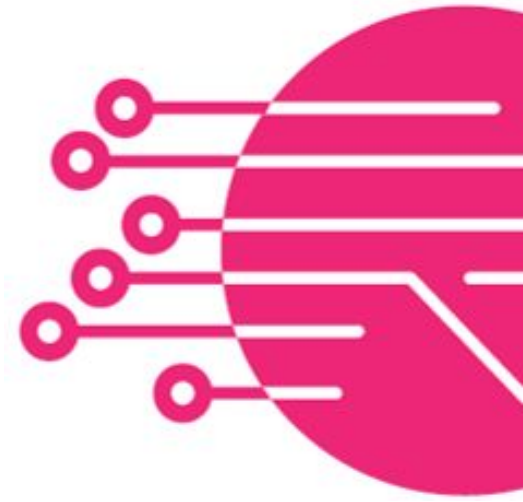
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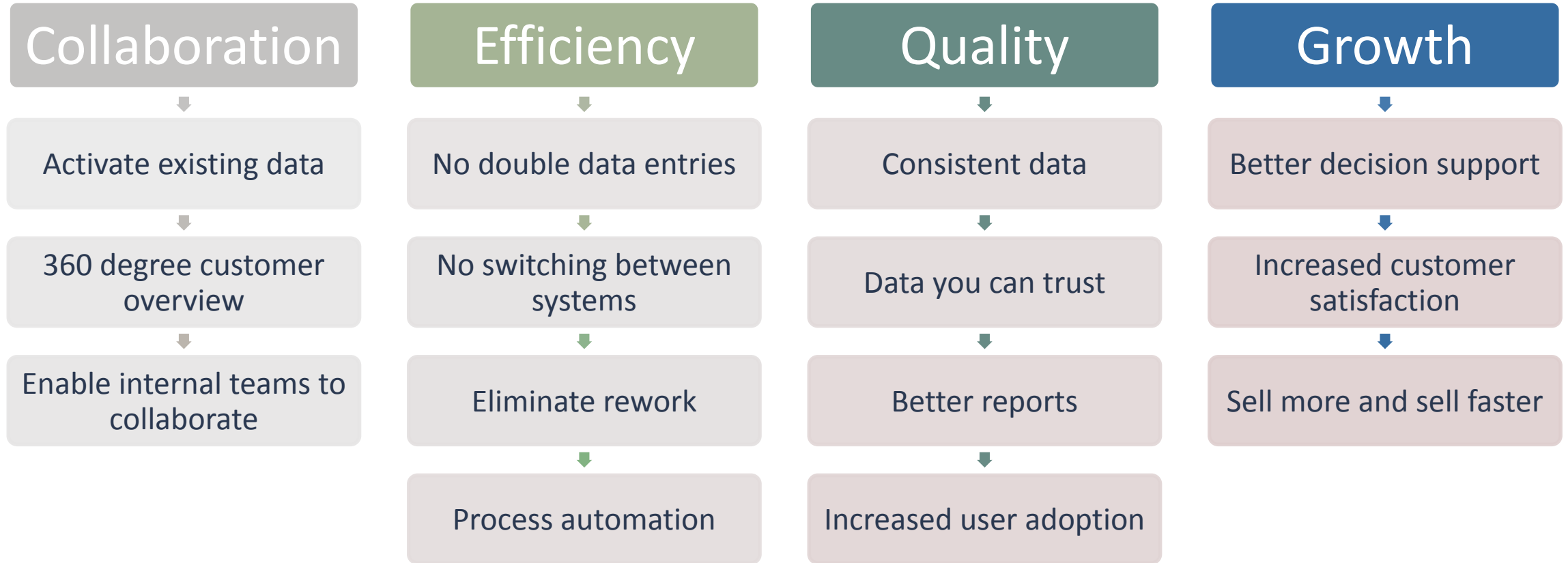
AMERICAS

IMPORTANCE OF INTEGRATION

All about simplifying the integration process



WHY *integrate?*



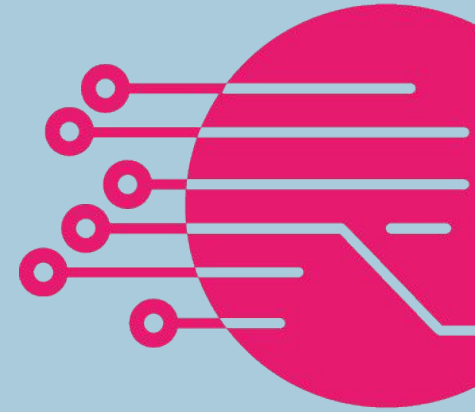
WHY is integration important?

- It streamlines business processes
- It offers real-time data synchronization
- It improves decision-making and productivity
- It reduces or eliminates data silos, manual processes, and communication gaps

“

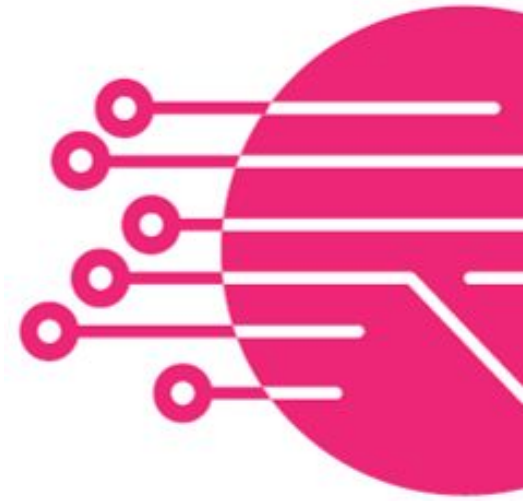
Integrate to elevate: Unify your systems, amplify your success.

”



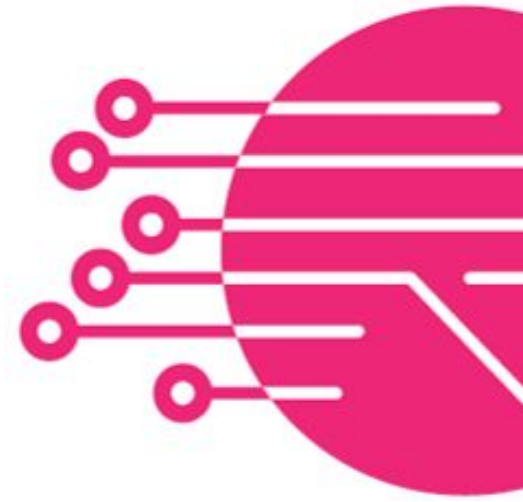
RAPIDI DATA INTEGRATION SOLUTIONS

Data Integration Made Easy

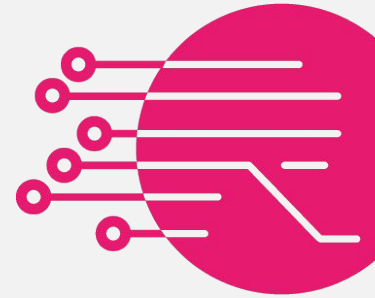





























RAPIDI *Data Integration Solutions*

- Rapidi Data Integration Solution is an innovative iPaaS that is three-fold in its simplicity; in design, installation and use.
- It is a cloud integration system that comes out of the box with pre-configured templates allowing you to quickly integrate various systems.
- We have extensive expertise in integrating Microsoft Dynamics ERPs, Salesforce and more!



RAPIDI's *most common end-points*



 Salesforce.com	 Microsoft Dynamics 365	 Hubspot CRM	 Shopify E-commerce						
 Microsoft Dynamics 365 Business Central	 Microsoft Dynamics 365 Finance	 Microsoft Dynamics 365 Sales	 Microsoft Dynamics 365 Supply Chain Management	 REST Web Services	 OData	 Microsoft SQL Server			
 Microsoft Dynamics NAV	 Microsoft Dynamics CRM	 Microsoft Dynamics AX	 Microsoft Dynamics GP	 IBM DB/2 on iSeries	 ODBC	 Sybase SQL Anywhere	 Lotus Notes		
 Microsoft Dynamics 365 for Finance and Operations	 Microsoft Dynamics C5	 MySQL	 Oracle	 Joomla	 NetSuite	 Syspro	 SQLite		



**iPaaS with no
staging of your
data**

**Easy to set up
No programming
required**

**Connect multiple
systems and
companies**

**Any data
Standard,
custom, apps**

**“All inclusive”
subscriptions
and services**

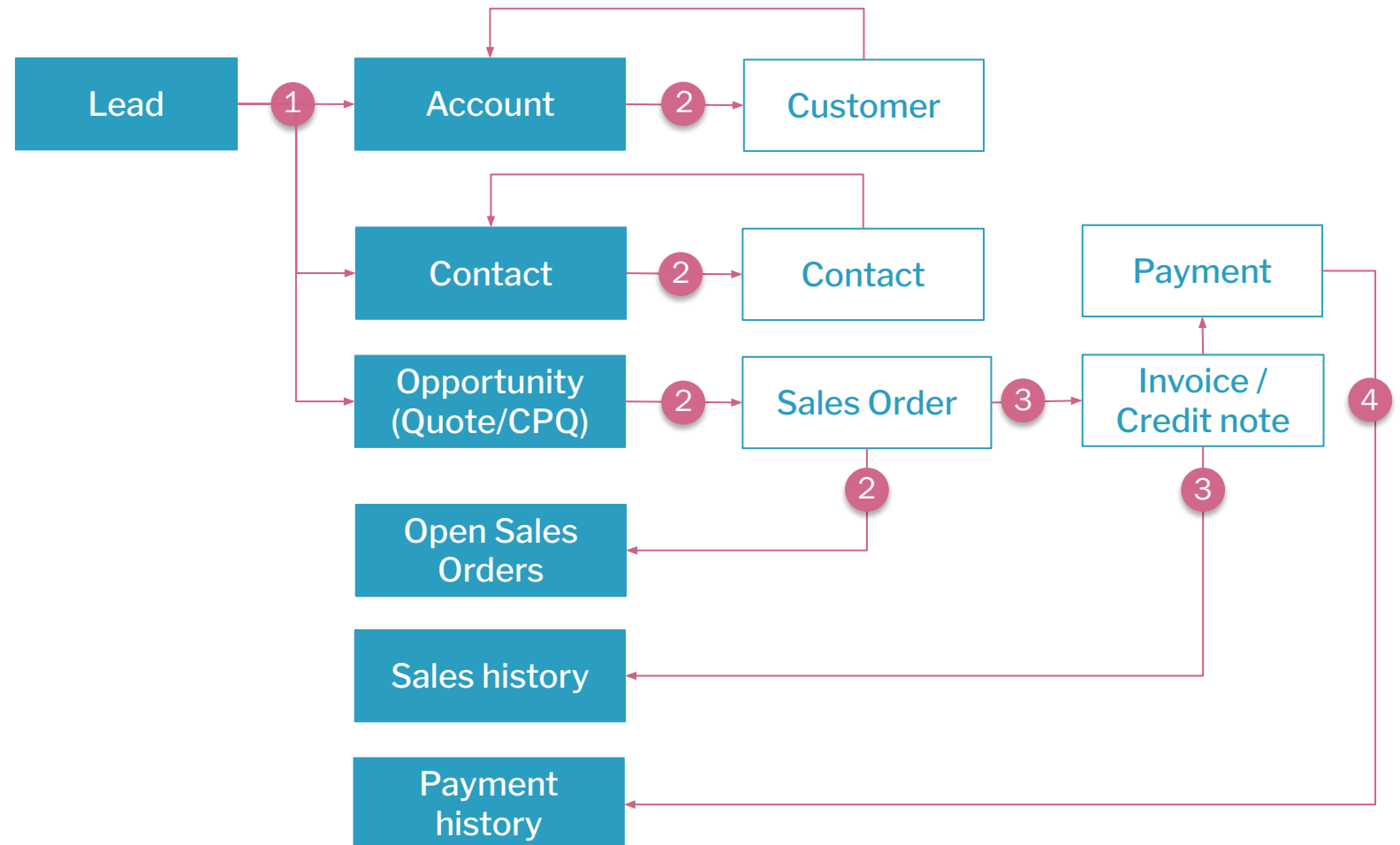
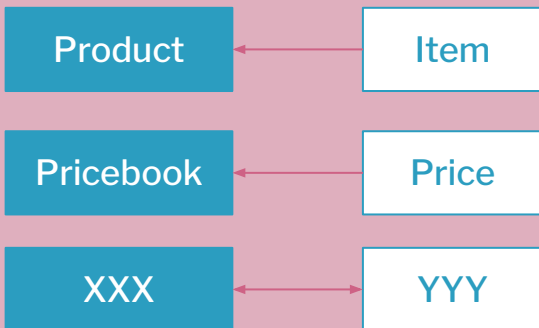
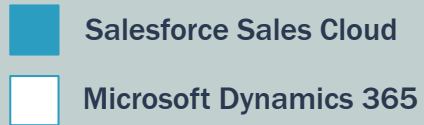
DATA FLOWS *Salesforce - Microsoft Dynamics 365*



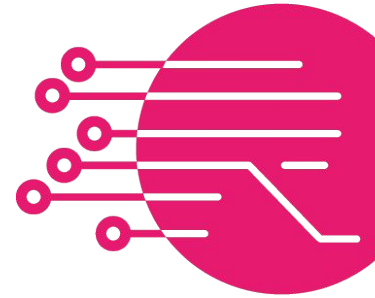
QUOTE TO CASH *Example*

STEPS

1. Lead is converted
2. Quote is accepted
3. Order is invoiced
4. Invoice is paid



RAPIDI's *Key Functionalities*



Data Mapping and Transformation

Real-Time Synchronization

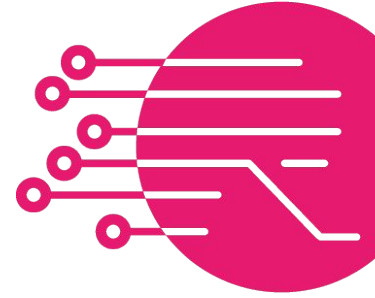
Customization and Scalability

Automated Workflows

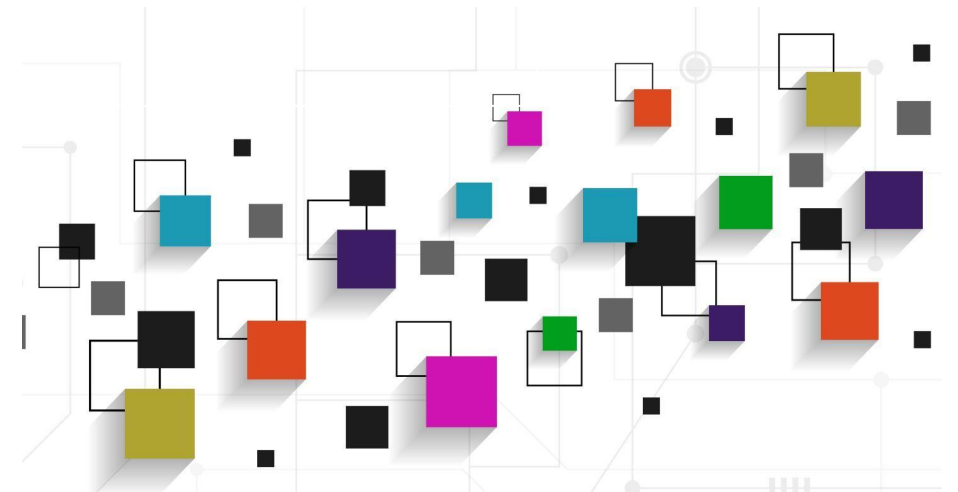
Security Measures

Monitoring and Analytics

DATA MAPPING & TRANSFORMATION



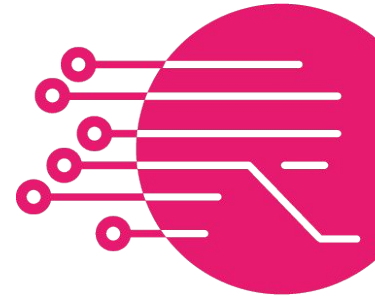
- Ability to map and transform data effortlessly between Microsoft Dynamics ERPs and Salesforce via our pre-built mapping templates;
- Support for custom data fields, ensuring flexibility for various business needs;
- RAPIDI offers an intuitive data mapping interface that allows you to customize your current data flows.





REAL-TIME

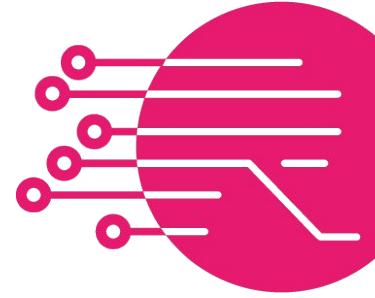
Synchronization



- It ensures that the information is always up-to-date in both Microsoft Dynamics ERPs and Salesforce.
- Immediate updates on leads, opportunities, and customer interactions for sales teams.
- Minimization of data latency and improved decision-making.

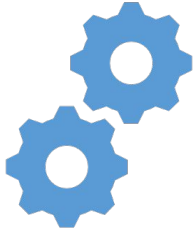
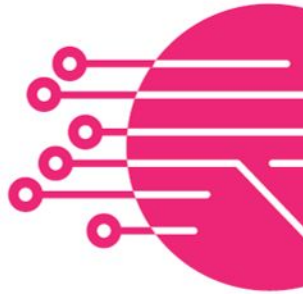


CUSTOMIZATION & SCALABILITY

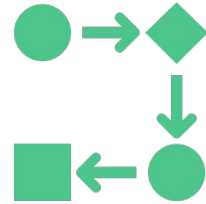


- RAPIDI can adapt to unique business processes and structures;
- It ensures scalability for businesses of all sizes - from small enterprises to large corporations;
- It provides customization based on industry-specific needs.

AUTOMATED WORKFLOW



RAPIDI's automated workflows streamline business processes.



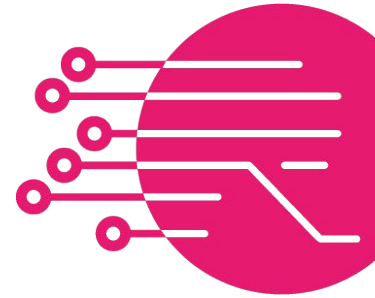
Repetitive tasks are automated, reducing manual effort and minimizing errors;



The flexibility to customize data flows to match specific business requirements.



SECURITY MEASURES

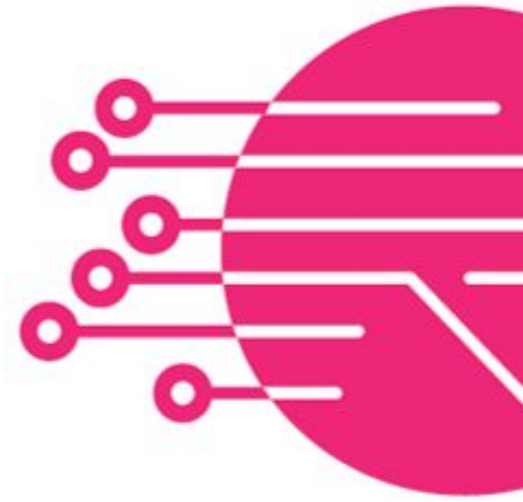


- RAPIDI is committed to data security and compliance (encryption protocols, access controls, and other security features).
- We provide confidence to decision-makers about the safety of sensitive business data.

MONITORING & ANALYTICS

- RAPIDI offers monitoring and analytics tools for tracking integration performance
- Businesses can gain insights into data flows, identify bottlenecks, and optimize processes via our statistics

A sneak peek into other RAPIDI *functionalities*



DATA FLOW ACTIONS

Supported data flow actions that can be enabled and performed within RAPIDI. You can enable one action or a combination of 2 or more.





- Enabled
- Update
- Add
- Delete
- Actions
- Move
- Delete All
- Autogenerate Key
- Disable Dest Lookup
- All Fields
- Continue on Error

CUST_DK Customer DK SFDC Account Id

Link Storage Values

Search in Customer DK Search in SFDC Account Id

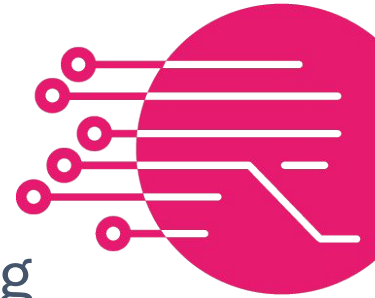
+ New Link Storage Value Delete All Browse No file chosen Import JSON Export JSON

CUSTOMER DK	SFDC ACCOUNT ID	ACTION
30000	0017R00002z4gAmQAI	 
40000	0017R00002z4gB1QAI	 

LINK STORAGES

Dynamic lookup tables that can store your company data within Rapid. At runtime, all records are added to the Link Storage tables.

RAPIDI *in a nutshell*



- RAPIDI offers Microsoft ERP – Salesforce integrations but its offering integrations services also include integrations between Microsoft Dynamics products (e.g Business Central to Microsoft Sales)
- Cost-effective, scalable business model
- Data Integration via RAPIDI is possible for both cloud and on-premise systems
- Robust development tools
- Prebuilt mapping templates – ready to be used at any time
- Approachable for non-IT users – no development required or technical skills
- Manageable without IT resources post GO-LIVE

ALL INCLUSIVE

1 | Integration platform



- Integration configuration
- Advanced data toolbox
- Log and notifications
- Monitoring
- RapidConnector

2 | Integration templates



- Complete business processes
- Pre-configured
- Best practices
- Customizable
- Documentation

3 | Support



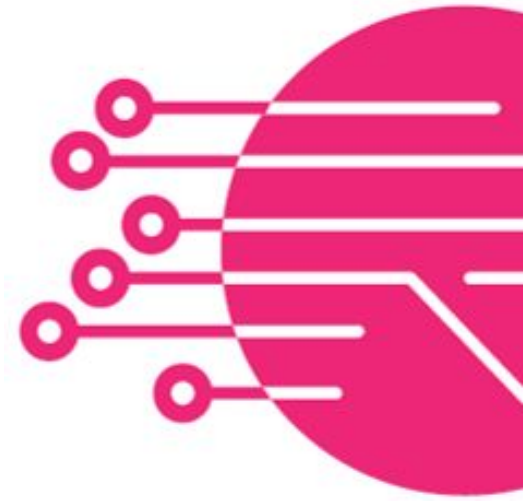
- Maintain integration
- Add fields to existing transfers
- Integration advisory
- Resolve data errors

Investment

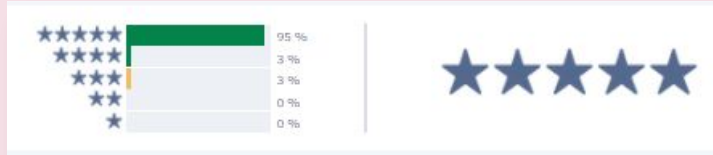
One-time implementation fee +
Yearly subscription



CUSTOMER *Testimonials*



HAPPY CUSTOMERS



4,9

Average rating on
Salesforce AppExchange

“Rapidi really provides a wonderful solution and has the best customer service ever. I would definitely recommend this company. Love it!”

Lily Chan,
Diamond Wipes International



4,8

Average Support rating the
past 5 years

Any Industry

Any geography

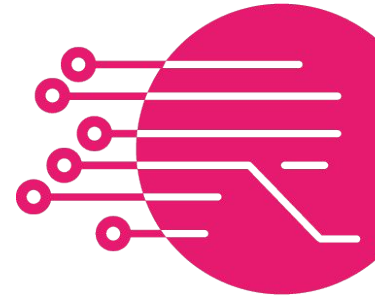


VARIQUEST *Case Story*



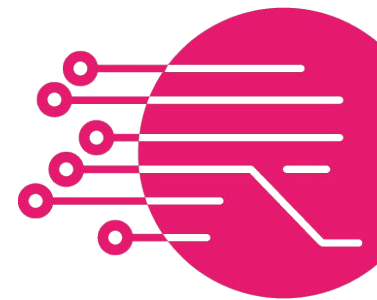
“I’ve been part of at least six ERP implementations over 20 years. From top to bottom this was the best experience, and Rapidí was a big part of this.”

Tom Hallbeck, Director of Operations

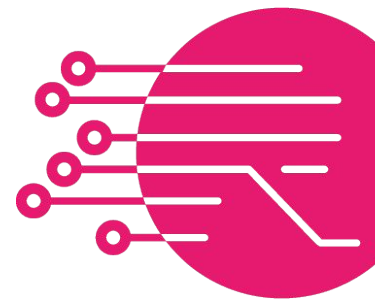


- Varitronics LLC, operating as "VariQuest Visual Learning Tools," is a major US wholesaler specializing in school printers and related equipment.
- Tom Hallbeck, Director of Operations at Varitronics, highlighted improved reporting capabilities for the management team as a key benefit of the integration.



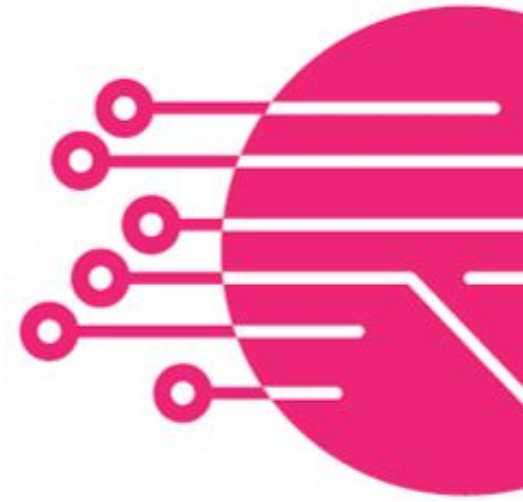


- In a successful transition that went live on January 2, 2019, Varitronics effectively tackled challenges associated with integrating internal financial, inventory, and distribution requirements.
- Despite using Salesforce's CRM system since the early 2000s, the company had previously encountered difficulties in achieving seamless integration with their ERP needs.
- Rapidi played a crucial role in synchronizing data between Salesforce and Dynamics 365 Business Central, streamlining processes and reducing manual data entry.



The best thing about Rapidi is that it is very simple – it just works. And when we need help or advice, the Rapidi consultants are always there for us. They not only know their own product, they are experts on both Salesforce and Business Central as well.

Tom Hallbeck, Director of Operations



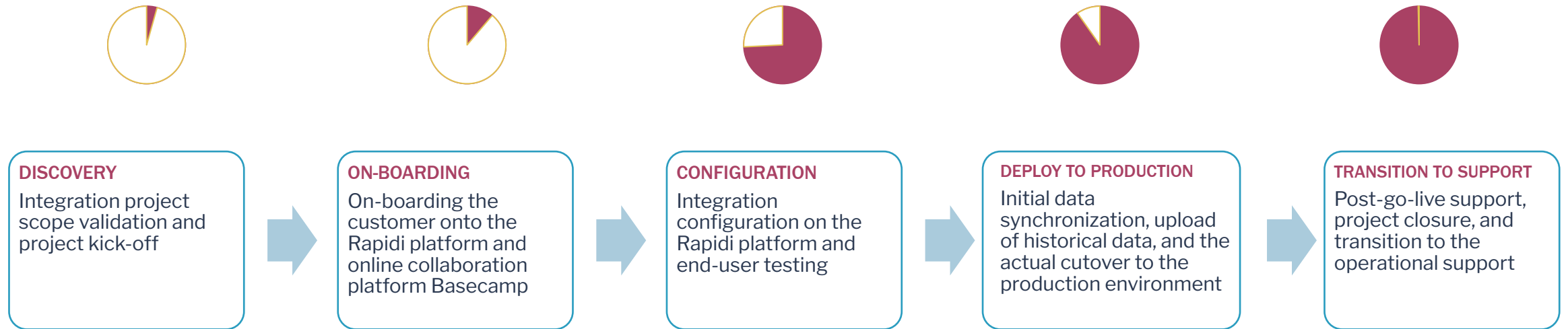
How to get started with us?

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www.rapidionline.com
MyRapidi.com/wiki

RAPIDI *Implementation* PROCESS



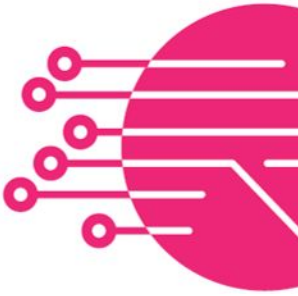


QUESTIONS ?

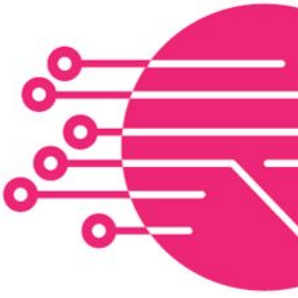
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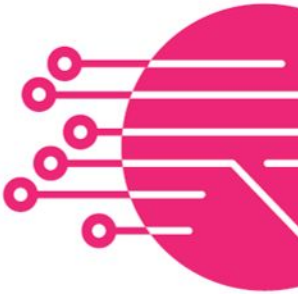
info@rapidionline.com
www.rapidionline.com
MyRapidi.com/wiki



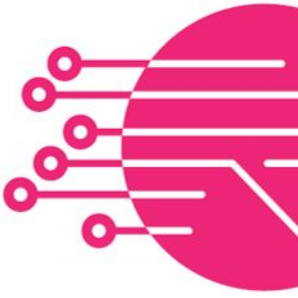
How to set up your data integration project in 3 steps?



How to ensure the best data mapping?



Why it's best to be prepared when handling errors?

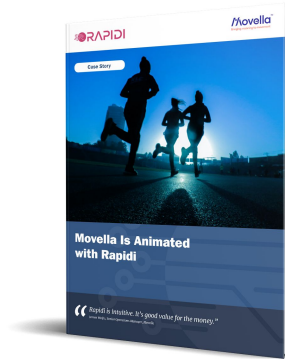


Which systems does Rapidi support?

FOR MORE INFO *visit www.rapidionline.com*
CONTACT US *via www.rapidionline.com/contact-us*



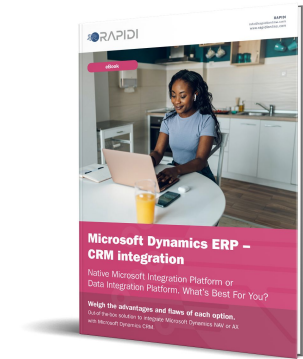
Solution overviews



Case stories and fact sheets



Documentation on MyRapid.com/wiki



SIMPLE

With a standard subscription you can create new integrations yourself



FAST

Rapidi can be implemented as standard in just a few days



ROBUST

No programming and proven best practice configurations



FLEXIBLE

Any transfer can be in any direction or bi-directional



Please give us feedback

<https://www.getfeedback.com/r/B18KMiaV>

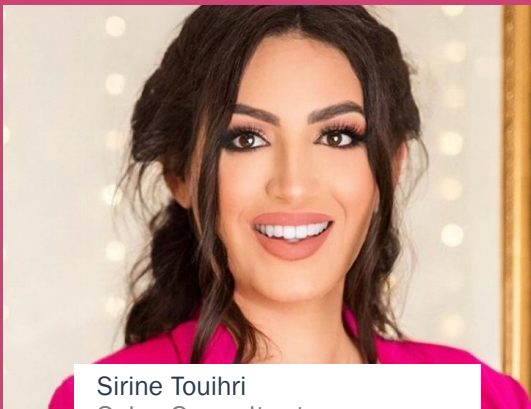
Follow &
Connect



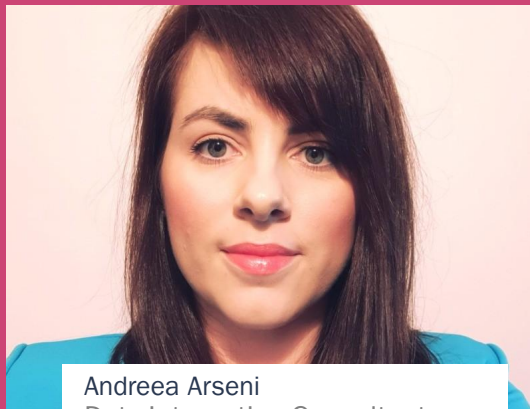
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THANK YOU!

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