Salesboom: SAP R/3 Connector DATASHEET

Organizations of all types are searching for the best utilization of Internet to deliver customer service and enhance affordable and smart Internet business processing. Salesboom offers businesses the opportunity to interlink with SAP in real-time via a flexible API. The Salesboom API easily joins the two systems via the Internet for a dynamic integration that delivers fast dependable processing using SAP R/3, SAP Portals and My SAP solutions.

Salesboom has developed a SAP R/3 Connector that supports the SAP Remote Function Calls(RFC) and delivers web services through the Salesboom API. Thus, updating files and executing packaged calls between Salesboom and SAP is efficient and dependable.

To integrate SAP and Salesboom it is necessary to identify integration-points. Integration-points identify exactly where it is important to isolate and update transactions that occur in Salesboom that also need to be updated in SAP. Integration-points can also be specific program triggers that initiate actions on a remote SAP R/3 when certain events occur in Salesboom. Whatever the integration point, once they are identified, the Salesboom API calls can be set up to trigger RFCs that are user-driven or workflow-based as the situation requires. Some examples follow.

Example 1

When an Opportunity is Closed/Won in Salesboom, a user-driven or automated request is sent to a SAP R/3 to update inventory, create order, request shipping, etc.

Example 2

When a Sales Manager views a sales report in Salesboom, accounting data from SAP; and Marketing, Sales and Support data from Salesboom, all appear together in Salesboom to provide an accurate, overall picture of the marketing/sales situation in real-time.

In a Nutshell

By utilizing Salesboom Integration connector for SAP R/3 back-end applications your company will acquire real-time capacity to commute information bi-directionally between platforms and synchronize critical business information and processes between Salesboom, SAP R/3 and any other in-house or legacy systems.

It becomes possible to keep isolated applications updated from a single source so that information in all systems is current, accurate and viewable as a support to sound business decisions.

Requirements & Pricing

SAPR/3 connector is a middle-ware component. It allows integrating with R/3 systems via open and non proprietary technology. The connector uses the Internet as communication platform and delivers data via the XML/HTML data format. Thus it seamlessly integrates different IT architectures with R/3.

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Because of the SAP R/3 architecture, it is not possible to install the Salesboom R/3 Connector remotely, it must be installed on-premises, local to the R/3 system.

Below is a pricing schedule for the Salesboom.com SAP R/3 Editions.

	Team	Professional	Enterprise
Minimum Users	50	40	25
Included Professional Services*	10 hours	10 hours	30 hours
API License **	Free	Free	Free
Maximum Monthly Transactions***	100,000/month	500,000/month	Unlimited
R/3 Connector one-time License	$10,000	$10,000	Free
On-site Setup & Installation****	Included	Included	Included
Deployment Guarantee	4-8 weeks	3-6 weeks	2-4 weeks

* Salesboom Professional Services team can be engaged to plan, configure, customize and deploy integration projects for a fee of $125/hour.

** API License fee: $5000/year. Waived for accounts with 20 or more subscribers.

*** The Maximum Monthly Transactions represent the cap on how many API calls can be made in a 30-day period.

**** A Salesboom engineer will travel to your North American office-premises or any other location local to the R/3 system to install, configure and test the integration. This service is provided by Salesboom Professional Services Team at no additional costs.

Please contact your Sales Representative for further pricing information.

About Salesboom

Salesboom™ is a world leader in delivery of on-demand Customer Relationship Management (CRM) and Enterprise Resource Planning (ERP) solutions.

Salesboom has over 28,000 subscribers from around the globe, ranging from SMB to Fortune 500 customers, in over 154 countries around the world. Salesboom.com solutions drive innovation, enable business realignment, and enriches customer relations across the enterprise.

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