



OPENAIRCONNECT

Integrating the OpenAir Cloud Experience with Your Existing Business Management Solution Investments

OpenAir understands how important it is for a business' information be consistent across all platforms and business systems. Most organizations that look to the cloud to support their Professional Services Automation (PSA) needs already have existing systems in place around sales force automation, financials or reporting tools. It is critical that all systems—new and old—work together to contribute to profitability, improve project delivery, optimize resource utilization and offer the visibility provided by an end-to-end integrated professional services automation solution.

OpenAirCONNECT's core elements include:

- [OpenAir APIs](#) that integrate with enterprise systems. Whether that is ERP, CRM, HCM, BI or other core system, customers are easily able to integrate data in either direction between OpenAir and other existing systems for a seamless experience.
- [OpenAir's Integration Manager](#), a simple tool that can be configured to export or import data into a flat file for quick and easy data feeds from and to other systems and OpenAir.
- [Proprietary connector between NetSuite and OpenAir](#), which takes the technical aspect out of integrating OpenAir with NetSuite. As a proprietary connector, it has been specially designed to provide an

To meet this need, OpenAirCONNECT offers a set of tools to manage integrations with Customer Relationship Management (CRM) or Sales Force Automation (SFA), Human Capital Management (HCM), financial/Enterprise Resource Planning (ERP) applications and more. Available as a powerful addition to OpenAir's advanced PSA solution, OpenAirCONNECT helps organizations experience the benefits of the cloud without sacrificing their existing technology investments and business processes.

Front-Office System Integration

OpenAirCONNECT makes the flow of information from sales to execution seamless with any Customer Relationship Management (CRM) system. Hundreds of customers have already successfully integrated OpenAir to their front-office systems, including:

- NetSuite
- Salesforce.com
- Microsoft Dynamics CRM
- Oracle

OpenAir also integrates with standard Microsoft® desktop applications including Project® and Outlook®, and can download key information into Microsoft Excel®.

Back-Office System Integration

OpenAirCONNECT seamlessly integrates data to your back-office via integrations with financial applications, including accounting packages such as:

easy to configure and seamless connection between both systems with broad support for sophisticated business processes. Options are available to select the frequency of data feeds as well as a real-time integration for selected data fields.

- [Additional integration options](#) available through our SuiteApp partner exchange allow customers to leverage OpenAirCONNECT with additional business logic from preferred integration iPaaS or middleware vendors. Flexible integration options between OpenAir and Salesforce.com are also available on the AppExchange.
- [Automatic Backup Service](#), which regularly updates OpenAir data with a data warehouse to support company data strategies.

- NetSuite
- Sage Products
- Epicor
- QuickBooks
- Microsoft Dynamics
- Proprietary accounting systems

For services businesses who have invested in ERP systems for the enterprise, OpenAirCONNECT integrates with leading ERP systems including:

- NetSuite
- SAP
- Oracle Financials, PeopleSoft and JD Edwards

Leveraging Existing Middleware

Invested in a middleware solution? Have a data warehouse to analyze your enterprise data? Leverage our SOAP or XML API to integrate your professional services data with your enterprise data. Give your services teams deeper insights by integrating OpenAir with your Business Intelligence solution or easily architect a solution on your preferred PaaS or IaaS platform.

While OpenAir has its own middleware service, you can use your own preferred tool and access your critical services data using our XML or SOAP APIs.

Automatic Data and Backup Service (ABS)

With our Automatic Data and Backup Service (ABS), customers can schedule a backup copy of their entire database table to be added to the data warehouse. Use ABS for data archiving or to seamlessly integrate with your data warehousing strategies in SQL or .CSV format. Using this service is easy. Simply set up ABS to automatically download data and files from OpenAir. Then allow ABS to download your files, either to an email attachment or FTP/SCP/SFTP site.

Once your critical data and attachments are in your own data warehouse or workspace, you can archive or access it for any review, analysis or reporting need.

Contact NetSuite or your NetSuite partner or account manager for more information.