NetSuite Connector for Salesforce

Many businesses struggle with disconnected ERP and CRM systems, forcing teams to manually re-enter data, reconcile spreadsheets, and work with incomplete or outdated information. This slows down sales, finance, and fulfillment processes, while increasing the risk of costly errors.

The NetSuite Connector for Salesforce solves this challenge by automating bidirectional data flows between NetSuite ERP and Salesforce CRM. Customer, order, and financial data stay synchronized in real time, giving teams a single source of truth. By eliminating manual processes, the connector accelerates order-to-cash, improves accuracy, and provides complete visibility across the business.

Supported Use Cases

- Automatically sync new Salesforce accounts and contacts with NetSuite customers.
- Push Salesforce opportunities and quotes into NetSuite for fulfillment and invoicing.

Key Benefits

- **Unify Sales and Finance.** Ensure that sales, finance, and operations teams are working from the same information by automatically syncing opportunities, quotes, orders, invoices, and customer data.
- **Accelerate Order-to-Cash.** Streamline processes from opportunity creation in Salesforce through to order fulfillment and revenue recognition in NetSuite.
- **Improve Forecasting and Reporting.** Sync real-time pipeline and revenue data for improved forecasting and executive visibility. Gain accurate financial reporting while maintaining NetSuite ERP as the system of record.
- **Increase Cross-Team Visibility.** Provide sales and service teams with real-time visibility into order status, fulfillment details, invoices, and payments without leaving Salesforce.

- Provide Salesforce users with NetSuite order history and invoice data.
- Enable finance teams to see revenue recognition tied to Salesforce deals.

Customer and Contact Synchronization

Keep customer and contact records aligned between Salesforce and NetSuite. Ensure updates made in one system are automatically reflected in the other.

Opportunity-to-Order Integration

Convert closed-won opportunities in Salesforce directly into NetSuite sales orders. Maintain product, pricing, discount, and tax information across both systems.

Order and Fulfillment Visibility

Sync NetSuite order status, shipments, and tracking information back into Salesforce. Give sales teams full transparency into order progress without switching systems.

Financial Data Integration

Synchronize invoices, payments, and credit memos from NetSuite into Salesforce. Improve collections and customer account management with real-time data access.

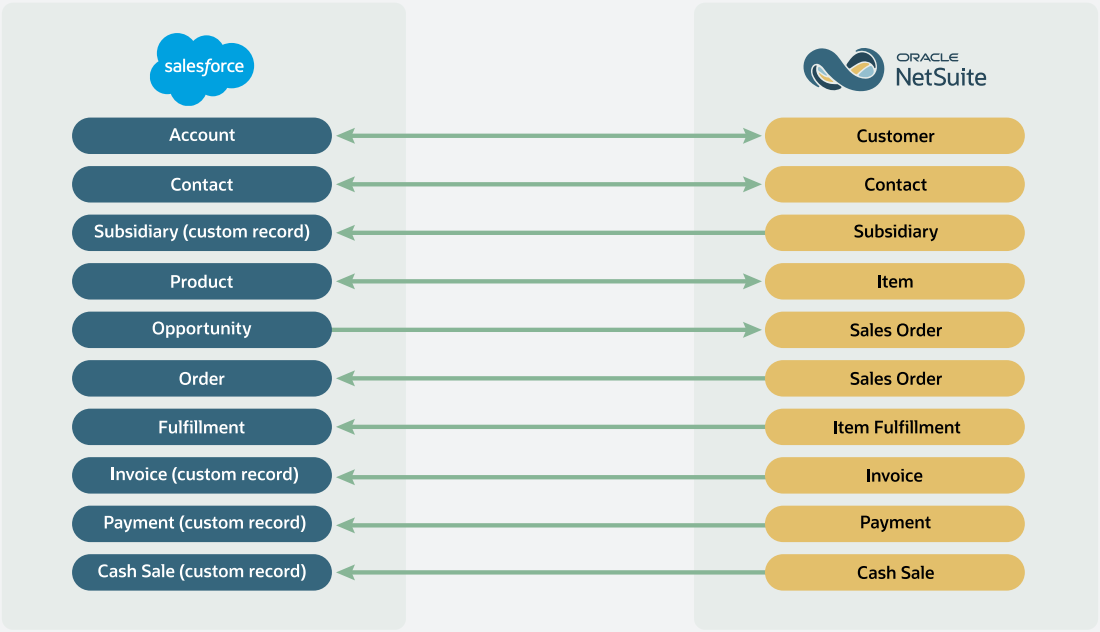
Flexible Field Mapping

Prebuilt integration templates with customizable field mappings. Ability to scale with your business as new fields, objects, or workflows are introduced.

Connector Add-Ons

Optional add-ons to the NetSuite Connector for Salesforce include:

- Saved Search Export. Push NetSuite saved searches into Salesforce or other destinations for advanced reporting.
- Custom Object Support. Extend integration beyond standard Salesforce objects to align with tailored business processes.
- Multi-Currency Support. Sync transactions and customer records across multiple currencies.



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