

“The prerequisite for a robust data integration between Salesforce and Microsoft Dynamics NAV is to have the right setup.”

SUCCESS STORY: HOOVER FERGUSON



Integrated Dynamics AX – CRM, Field Service with Power BI Analytics & BCDR.

Hoover Ferguson partnered with CloudFronts for carrying out data integration between Microsoft Dynamics NAV and Salesforce.

About Hoover Ferguson:

Since 1911, Hoover Ferguson has been providing the highest quality liquid handling solutions and services to the chemical, petrochemical, food and beverage, and other industries.

The Hoover Ferguson legacy is a company that is built to last and manufactures products that are built to last. It is steeped in a tradition of manufacturing a long lasting, durable, and quality product. You can learn more about them here

<https://www.hooverferguson.com/>

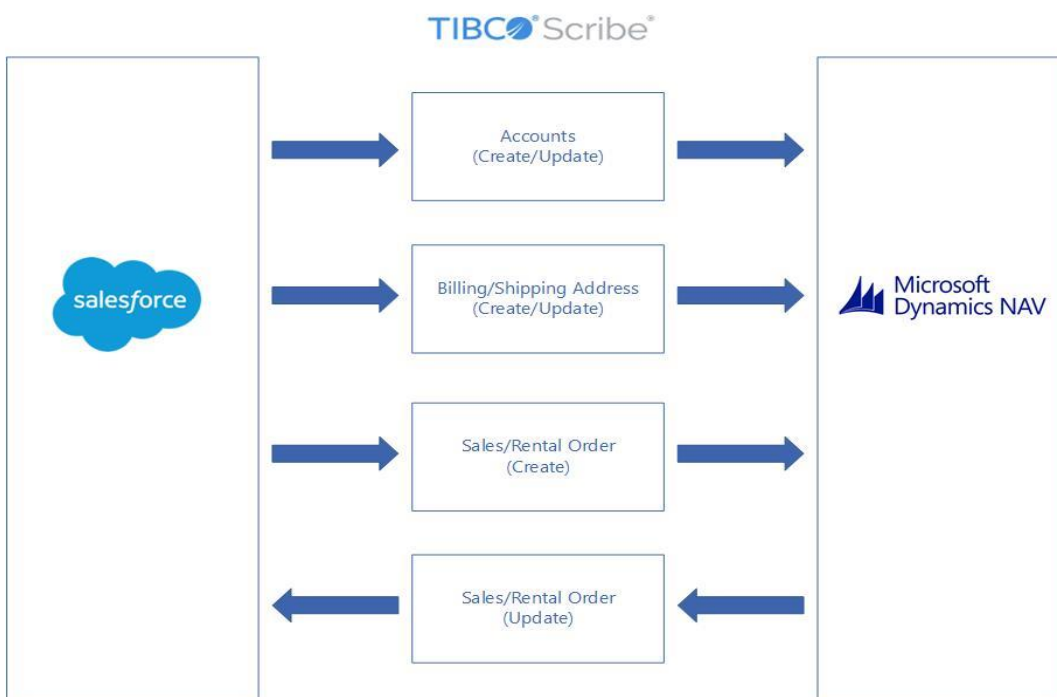
Business Challenges:

Many companies that are using Microsoft Dynamics NAV also benefit from utilizing a CRM system like Salesforce to increase their revenue and provide better customer insight. However, in the presence of Information and data in multiple systems like NAV and Salesforce and lack of synchronization between them made it difficult for the Hoover Ferguson to get better customer insight and thereby take decisions

Solution Delivered:

The prerequisite for a robust data integration between Salesforce and Microsoft Dynamics NAV is to have the right setup. Integrations can be made in many different ways, and not all of them are equally well-suited to provide a robust data integration platform. Here, the best way to carry out data integrations was using Scribe.

The architecture diagram below gives a detailed explanation of workflow:





The expertise of the CloudFronts team ensured fast, smooth and robust data integration between Salesforce and Microsoft Dynamics NAV without putting the data at risk.

Key Technologies:

1. Scribe Online

Post Go Live:

Today, data integration solution successfully deployed connecting Dynamics NAV and Salesforce is enabling client users to access instant, ubiquitous visibility into their CRM data enabling them to make smarter decisions. This is also mainly beneficial for the client's partner companies and subsidiaries, departments as they seek to avoiding double entries and avail the latest synchronized updates on their respective platforms.

Connect with us!

Corporate Office:

CloudFronts Technologies, LLP.
503, T-Square, Saki Vihar Road,
Andheri (East), Mumbai–
400072, India

Visit: www.cloudfronts.com

Mail: info@cloudfronts.com

Call: +1 855 796 4355 (USA)

+91 75 0670 2525 (India)