

INTEGRATING SALESFORCE WITH MYOB



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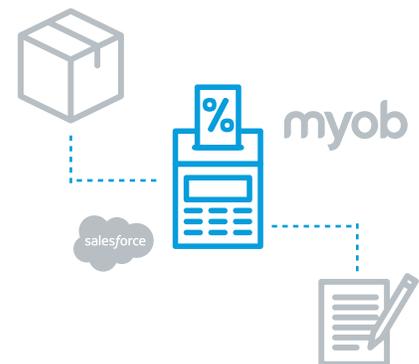
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Integrating any Accounting package with Salesforce can be easily achieved using 3rd Party Apps which offer a variety of methods to achieve a business's goals. However, the key is knowing which one will work for a business which requires an understanding of the businesses internal processes, the data structure that will be in place inside Salesforce and the functionality required of the app to marry these with the accounting package.



Functional Considerations

- 1 When/How in the Sales Process are Invoices Generated
- 2 Are there multiple invoices per Sales/Opportunity
- 3 Are products/inventory stored in MYOB
- 4 Can Sales be made when Inventory is out of stock
- 5 Are Purchase Order numbers required



There are 3 core methods of integrating Salesforce with MYOB Account Right Live which are summarised below

Options 1 & 2

are AppExchange and 3rd Party Integration Apps which can offer a very cost effective method. However, that doesn't mean they will meet a business's functional requirements. Additionally, those that offer flexibility in functionality can incur much higher subscriptions.

Examples of common questions that need to be considered.

- 1 Most Apps offer one workflow solution; what is the business's workflow/functional requirements
- 2 Most Apps treat one opportunity as one invoice in the accounting software.
Does the business have:
 - a) Multiple Invoices per invoice
 - b) Recurring / Subscription invoicing
- 3 Working with MYOB - some configurations won't allow products to be added to an opportunity which isn't in 'stock'.
Does the business
 - a) make products to order
 - b) order in stock/parts after winning business and not hold them in stock

AppExchange and 3rd Party Apps

AppExchange

MYOB Connector
for Salesforce

Jitterbit Harmony Cloud Integration
for Salesforce

3rd Party Apps

ONESAAS
PRICING

\$28 - \$99/Month (AUD)

ZAPIER
PRICING

\$0 - \$125/Month (AUD)

WORKATO
PRICING

\$0 - \$499/month (AUD)

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Option 3

Custom Integration

With Salesforce Enterprise Edition it is possible to create a custom Salesforce to MYOB integration built to meet your business exact workflow / process requirements.

Pricing

Custom integrations for Salesforce and MYOB range from AUD\$3500 - \$10000 +GST depending on the business requirements.

Making the right choice

The above options are not only functionally different; they also offer different pricing considerations. You have a choice between monthly subscriptions with lower implementation costs but ongoing financial commitments or higher implementation costs with no ongoing subscription costs. Both options might incur future maintenance costs.

Deciding on the correct solution takes time; one must consider all factors. It's important to document and understand the business's requirements and then match these against the available options. Invoicing correctly has a huge impact on a business; making the wrong decision could be costly, and needs to be considered properly.

Resonant Cloud Solutions is available for consulting on which would be the best solution for each business to aid in finding and implementing the correct functionality.

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