

Faye Business Systems Group Announces SugarCRM - Authorize.net Integration Version 2

Faye Business Systems Group, Inc. (<http://www.fayebsg.com>) today announced the updated integration between SugarCRM, the world's fastest growing customer relationship management (CRM) company and Authorize.Net, one of the leading providers of online payment gateway services for credit card and electronic check transactions.

Woodland Hills, California (PRWEB) April 04, 2012

Since 1996, Authorize.Net has been a leading provider of payment gateway services, managing the submission of billions of transactions to the processing networks on behalf of merchant customers. Authorize.Net is a solution of CyberSource Corporation, a wholly owned subsidiary of Visa. Authorize.Net enables merchants to authorize, settle and manage credit card and electronic check transactions via Web sites, retail stores, mail order/telephone order (MOTO) call centers and mobile devices. The Authorize.Net platform manages the routing of transactions just like a traditional credit card swipe machine you find in the physical retail world. However, Authorize.Net uses the Internet instead of a phone line. The Authorize.Net Payment Gateway is available 24/7 for processing credit card transactions.

SugarCRM empowers organizations to gain and retain customers by providing greater efficiency and control over the sales pipeline. As an open-platform web-based CRM solution, Sugar is easy to customize to meet an organization's changing needs. It is also affordable, easy-to-use and offers a competitive advantage by providing organizations with a 360-degree view of their customers.

The integration allows users to:

Enter secure credit card information via Authorize.Net while entering quotes or sales orders right into SugarCRM; Add and edit multiple credit cards per account or contact; Authorize a credit card on an account, contact, or for a specific quote; Charge a credit card on an account, contact, or for a specific quote; Access credit card transaction history associated with the related account or contact; Restrict user access to Authorize.Net functions through a permissions editor.

Chris Risch, project manager at AirCycle Corporation, a user of the SugarCRM Authorize.Net integration commented, "Using the integration streamlines our operations

and eliminates manual entry by allowing salespeople to securely record credit card information when taking an order and allowing our accounting team to later authorize the funds against the card when we're ready to ship." He continued, "Without the integration, we'd be forced into a number of manual and redundant tasks, and our team wouldn't be able to process nearly the volume that we do."

"Faye Business Systems Group continues to deliver innovative integrations to the market, and we are glad to see customers like AirCycle reduce time spent on manual tasks," said Clint Oram, chief technology officer and co-founder of SugarCRM. "The SugarCRM and Authorize.Net integration will let users focus on the most important task at hand – which is to close the deals."

FBSG CEO, David Faye, comments, "We've recently seen a large increase in interest from Sugar users who want to bring credit card processing into their CRM, so we're really excited to release this new version which provides even more automation and integration than ever. After months of fine tuning and listening to our users, we were able to assess where we could add more value to the functions and syncing processes and believe we now have an even more powerful and flexible solution." FBSG is a SugarCRM Gold Partner.

About FBSG

Faye Business Systems Group is a Southern California-based technology consulting firm and software company with over 25 years of experience in helping growing companies get "over the wall" and optimize their financial and business systems to become more profitable. FBSG uses SugarCRM, Sage MAS 90 and MAS 200, Intacct and a variety of custom software solutions to meet client needs. Services include software development, project management, packaged software implementations, custom software implementations, integration, consulting, training, and support. For more information, call (818) 227-5130, email [info\(at\)fayebsg\(dot\)com](mailto:info(at)fayebsg(dot)com), or visit <http://www.fayebsg.com>.

About SugarCRM

SugarCRM makes CRM simple. As the world's fastest growing customer relationship management (CRM) company, SugarCRM applications have been downloaded more than ten million times and currently serve over 1,000,000 end users in 192 countries. Over 7,000 organizations have chosen SugarCRM's On-Site and Cloud Computing solutions over proprietary alternatives. SugarCRM has been recognized for its customer success and product innovation by CRM Magazine, InfoWorld and Customer Interaction Solutions.

For more information, call (408) 454-6900 or 1 87 SUGARCRM toll-free in the US, email [contact\(at\)sugarcrm\(dot\)com](mailto:contact(at)sugarcrm(dot)com), or visit <http://www.sugarcrm.com>. You can also connect with SugarCRM on Facebook, Twitter and YouTube.



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Press Contacts:

Chloe Larnach

[Faye Business Systems Group, Inc.](#)

818 227 5130

[Email](#)

Jay Mejia

[SugarCRM](#)

408-213-3748

[Email](#)