

## Faye Business Systems Group Announces SugarCRM QuickBooks Integration Webcast Event

Faye Business Systems Group is pleased to present this SugarCRM QuickBooks integration webcast with two participating Intuit Premier resellers nationwide: ebs Associates and Diversified Business Solutions.

Woodland Hills, CA (PRWEB) October 18, 2012

Join Faye Business Systems Group for this complimentary [SugarCRM QuickBooks integration](#) webcast on Friday, November 2 at 10 AM PT to learn how organizations can save time and money by integrating QuickBooks accounting software with SugarCRM. David Faye of Faye Business Systems Group will lead this presentation. David is the owner of Faye Business Systems Group. Faye Business Systems Group created the [QuickBooks SugarCRM integration](#) to address the growing demand QuickBooks users have for an integrated CRM solution.

The SugarCRM QuickBooks integration allows the user to enter sales orders in SugarCRM and have the orders synced into QuickBooks in real-time, orders can be entered on laptops, ipads, and other mobile devices by salespeople on the road. The QuickBooks SugarCRM integration eliminates the need to email orders into the office or to wait for remote access to QuickBooks. Orders entered in SugarCRM appear in QuickBooks, eliminating the need for redundant data entry and associated errors. Inventory changes and customer name and address changes in one system can be instantly updated in the other as well. The attendees will learn how the QuickBooks SugarCRM integration eliminates the need for expanding QuickBooks user licenses by seeing ERP data in SugarCRM. Attendees will learn how sales representatives using the [SugarCRM QuickBooks integration](#) can see on hand inventory quantities, open sales orders, invoice history, customer credit information, and everything they need to view in QuickBooks from SugarCRM. Companies can now potentially downgrade QuickBooks user licenses because the sales representatives see all necessary information from SugarCRM and no longer need access to QuickBooks.

The QuickBooks SugarCRM integration extends the functionality users have become accustomed to in the back office to the front office. The QuickBooks SugarCRM integration allows for a single view of customer interactions with your company. Learn how sales teams become focused on the company profit objectives using QuickBooks and SugarCRM combined to provide an enterprise-wide, consistent view of customer activity and opportunities. To determine how much time and money a QuickBooks

integrated CRM can offer ask the following questions: How much time it is taking staff to key-in duplicate data from one system to another? How many customers are lost due to improper communications? Can sales people assist in speeding up the collection of outstanding accounts receivable? Has your company experienced miscommunication between your back office accounting teams and your front office customer facing teams? Have your sales people sold to customers on credit hold by mistake? If your back office accounting personnel had access to your sales forecast would it be helpful in budgeting? When a sales quotation turns into an order does someone have to re-key that duplicate information into QuickBooks? Do sales people use a separate system to record notes about customers that could be useful to accounting? Is the sales forecast important when it comes to budgeting? Do sales people miss opportunities to collect on open invoices because they lack visibility to them? Do sales people lack visibility to customer item sales history, potentially handicapping the customer relationship? When a sales prospect becomes a customer does the accounting staff have to re-key the customer information into QuickBooks?

If the answer is yes to any of the foregoing questions please [register](#) for this free one hour [QuickBooks SugarCRM integration](#) webcast to learn more.

#### About Faye Business Systems Group

Faye Business Systems Group is a Southern California-based technology consulting firm and Software Company with over 25 years of experience that helps growing companies become more profitable by working with them to optimize their financial and business systems. FBSG uses SugarCRM, Sage MAS 100 ERP (formerly MAS 90), 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. Faye Business Systems Group has completed hundreds of successful CRM projects, specializes in Sugar Integration and is one of Sugar's leading North American Gold Partners

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