

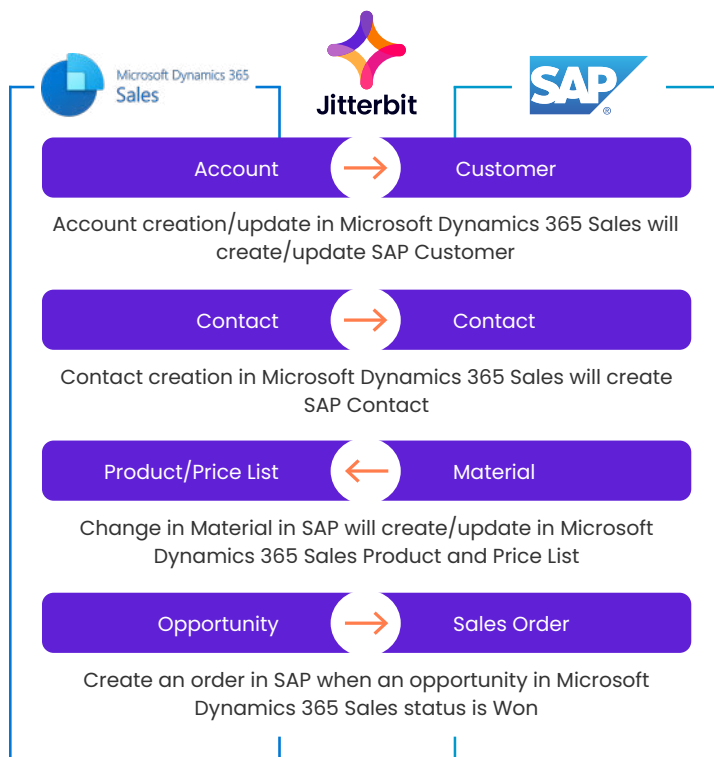
# Microsoft Dynamics 365 Sales – SAP Opportunity-to-Order Process Template



## Introduction

Improve the speed and accuracy of creating your sales orders with Jitterbit's Microsoft Dynamics 365 Sales and SAP Opportunity-to-Order Process Template. A packaged solution of pre-built integrations connects data and processes between applications right out of the box, significantly reducing integration efforts. Synchronize Account, Contact, Material, Product, Price List, and Orders between systems. Automatically create a sales order once an opportunity closes. Connect your CRM and ERP systems quickly and easily with reusable integration that speed implementation and streamline business processes.

This process template includes pre-built integrations that connect the following objects and fields between Microsoft Dynamics 365 Sales and SAP:



### BUSINESS PROBLEMS SOLVED:

- Automate and accelerate your Sales Order creation
- Integrate and synchronize data and processes quickly and easily between systems
- Maintain a single source of truth for your data

### PROCESS TEMPLATE PACKAGE:

- Two endpoints: Microsoft Dynamics 365 Sales, SAP
- Four pre-built integrations
- Implementation and post-implementation delivery services (optional)

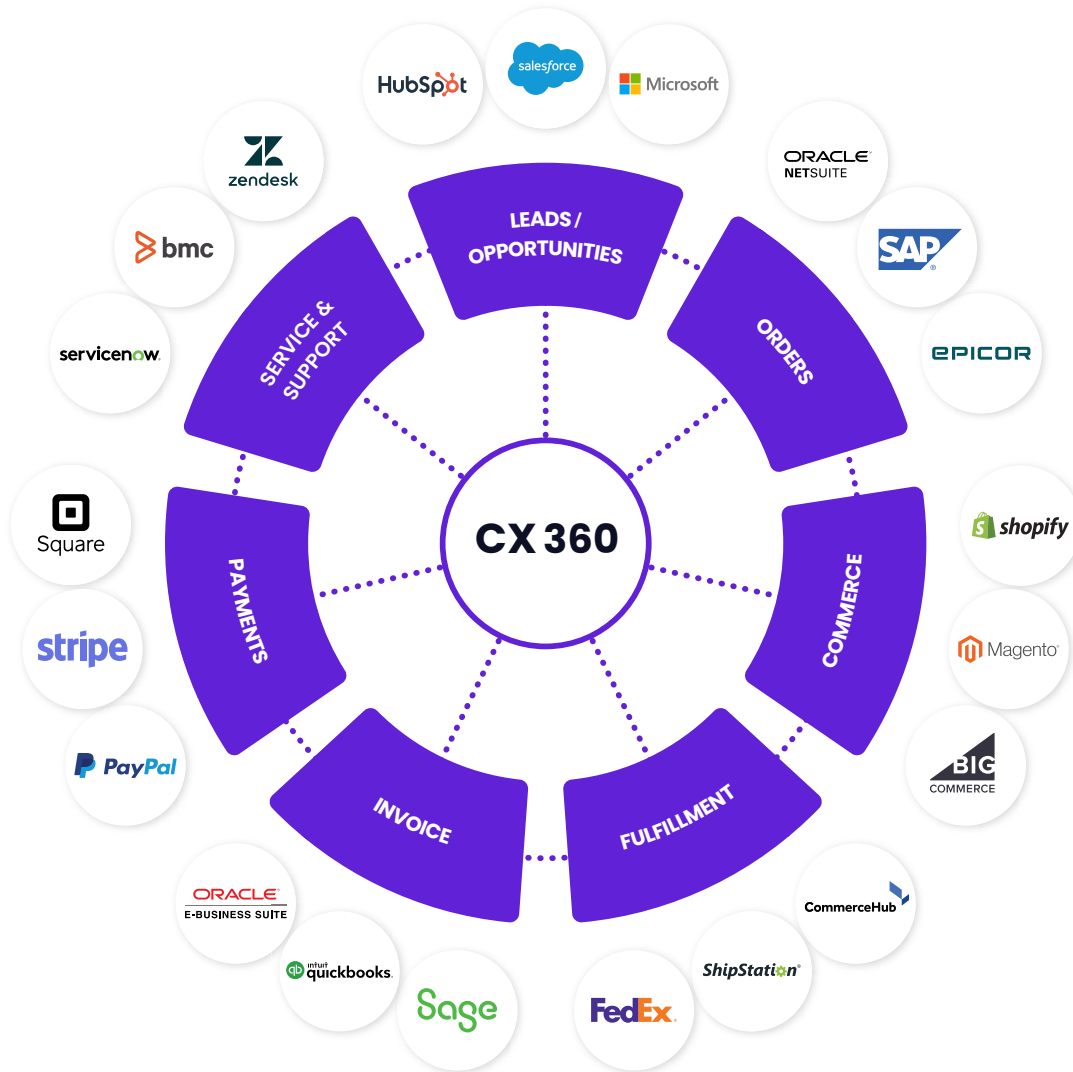
### VALUE TO CUSTOMERS:

1. Easy setup for customer's integration projects (days, not weeks or months)
2. Automate creation of Sales Order in SAP when an Opportunity is closed in Microsoft Dynamics 365 Sales
3. Sync objects such as Account, Contact, Material, Product, and Price List in Microsoft Dynamics 365 Sales with equivalent objects in SAP
4. 50-80% faster time-to-value with a pre-packaged Opportunity-to-Order process template
5. Standard objects are used for this process template to minimize additional customization

### BUSINESS BENEFITS:

- Quickly implement Opportunity-to-Order integration between Microsoft Dynamics 365 Sales and SAP for fast time to value
- Pre-packaged automation between Microsoft Dynamics 365 Sales and SAP
- Establish Microsoft Dynamics 365 Sales as a single source of truth for Accounts, Contacts, Opportunities, and Orders
- Improve accuracy and reduce errors
- Eliminate manual data validation and tracking between systems

# The API Lifecycle of a Customer



## Opportunity-to-Order

When sales opportunities close, orders need to be processed as efficiently and quickly as possible, with 100% accuracy. Providing a seamless customer order experience requires integrating data and processes across multiple systems – when sales opportunities close in your CRM system, sales orders are automatically created in your ERP system. With Jitterbit's Microsoft Dynamics 365 Sales and SAP Opportunity-to-Order Process Template, you can use pre-built integrations to jumpstart integrations in your order lifecycle, reduce the time required to connect and automate your systems, and accelerate your time to market.



Jitterbit empowers businesses to optimize their connectivity and scalability through a single integration and workflow automation platform. Our mission is to turn complexity into simplicity so your entire organization can work faster and more efficiently.

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