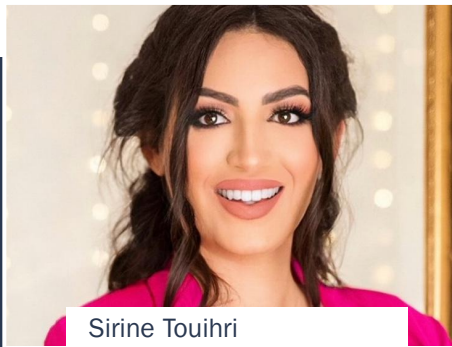
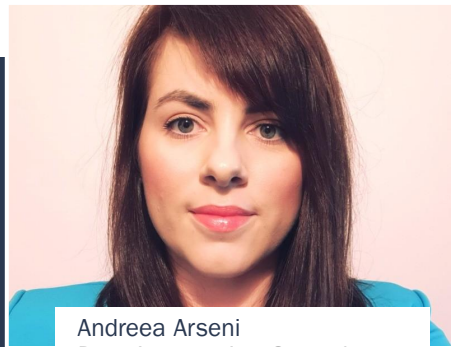


WEBINAR MAXIMIZING BUSINESS SYNERGY:

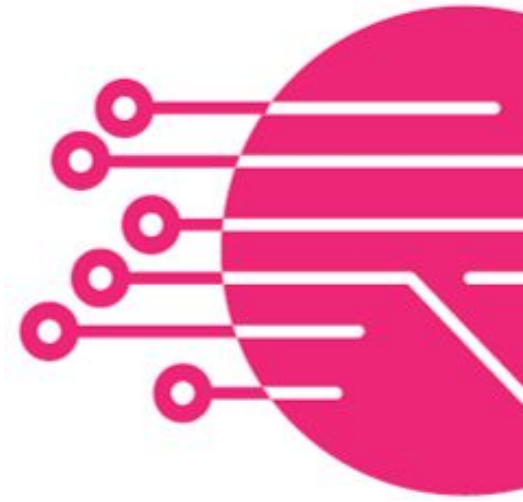
*Microsoft Dynamics 365 Business Central
- Dynamics 365 Sales Integration*



Sirine Touihri
Sales Consultant

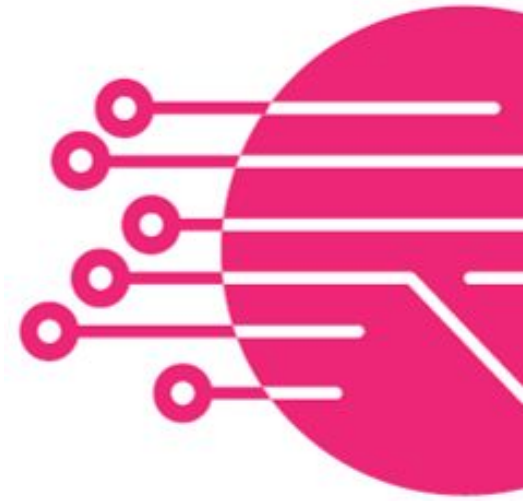


Andreea Arseni
Data Integration Consultant

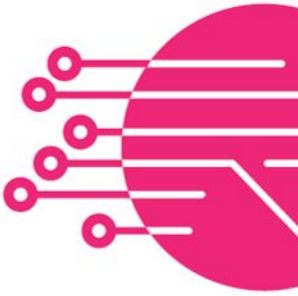


AGENDA

- Introduction to RAPIDI
- Importance of Integration
- RAPIDI Integration Solutions
- Customer Testimonials
- How to get started with us?
- Q&A



RAPIDI COMPANY *Profile*



Data integration *experts*

+ 30 years of data integration

Salesforce and Microsoft

Worldwide coverage

Flexible, simple and robust complete *solution*

Cutting edge cloud
technology

No programming

Five star AppExchange rating

Going the *extra mile* for our customers

Outstanding support

Great customer references

Flexible to match your needs



EMEA



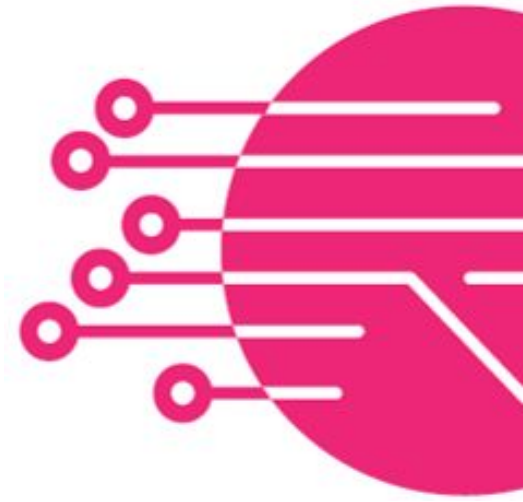
APAC



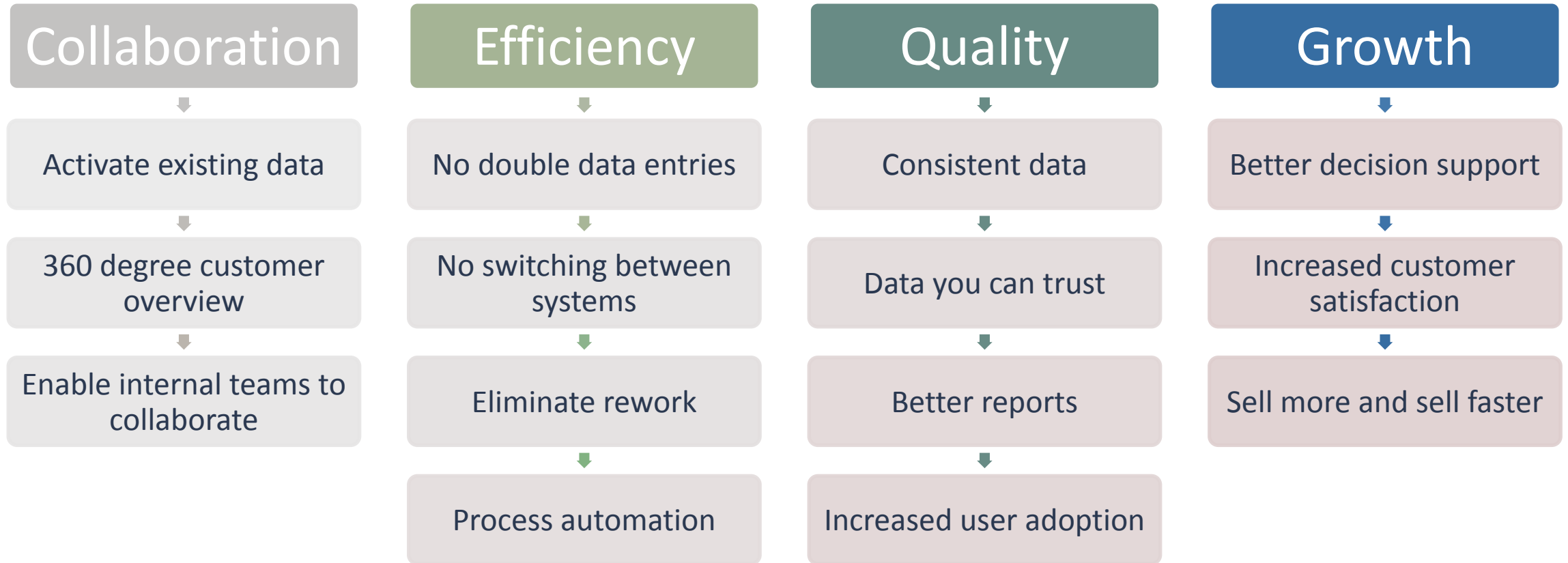
AMERICAS

IMPORTANCE OF INTEGRATION

All about simplifying the integration process

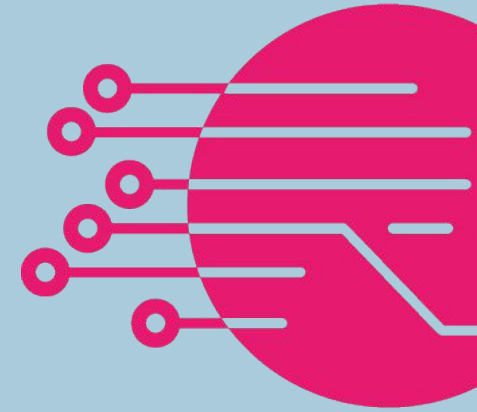


WHY *integrate?*



WHY is integration important?

- It streamlines business processes
- It offers real-time data synchronization
- It improves decision-making and productivity
- It reduces or eliminates data silos, manual processes, and communication gaps



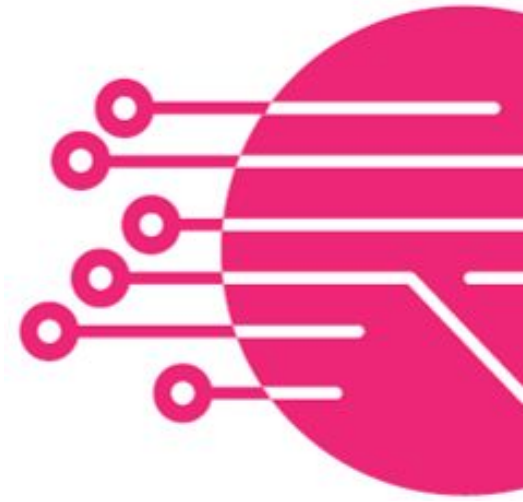
“

**Integrate to elevate: Unify
your systems, amplify your
success.**

”

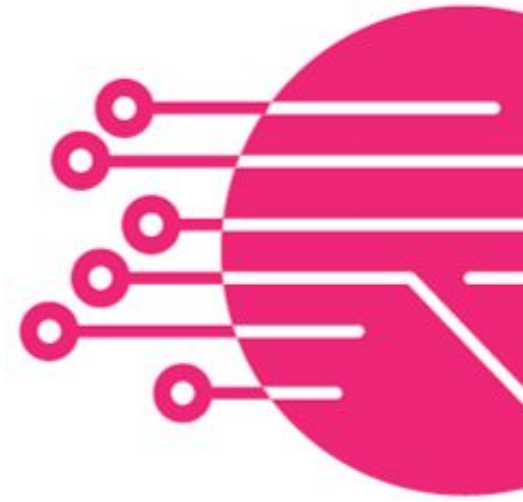
RAPIDI DATA INTEGRATION SOLUTIONS

Data Integration Made Easy

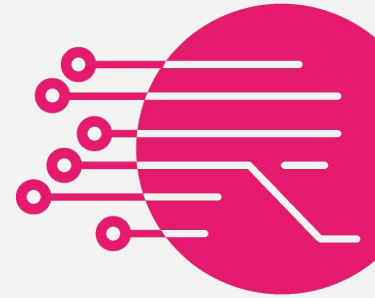






















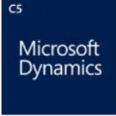






RAPIDI *Data Integration Solutions*

- Rapidi Data Integration Solution is an innovative IPaaS that is three-fold in its simplicity; in design, installation and use.
- It is a cloud integration system that comes out of the box with pre-configured templates allowing you to quickly integrate various systems.
- We have extensive expertise in integrating Microsoft Dynamics ERPs, Salesforce and more!




RAPIDI's *most common end-points*



 Salesforce.com	 Microsoft Dynamics 365	 Hubspot CRM	 Shopify E-commerce						
 Microsoft Dynamics 365 Business Central	 Microsoft Dynamics 365 Finance	 Microsoft Dynamics 365 Sales	 Microsoft Dynamics 365 Supply Chain Management	 REST Web Services	 OData	 Microsoft SQL Server			
 Microsoft Dynamics NAV	 Microsoft Dynamics CRM	 Microsoft Dynamics AX	 Microsoft Dynamics GP	 IBM DB/2 on iSeries	 ODBC	 Sybase SQL Anywhere	 Lotus Notes		
 Microsoft Dynamics 365 for Finance and Operations	 Microsoft Dynamics C5	 MySQL	 Oracle	 Joomla	 NetSuite	 Syspro	 SQLite		



 Dynamics 365

 Dynamics 365

**iPaaS with no
staging of your
data**

**Easy to set up
No programming
required**

**Connect multiple
systems and
companies**

**Any data
Standard,
custom, apps**

**“All inclusive”
subscriptions
and services**

DATA FLOWS *MS Dynamics 365 BC - D365 Sales*

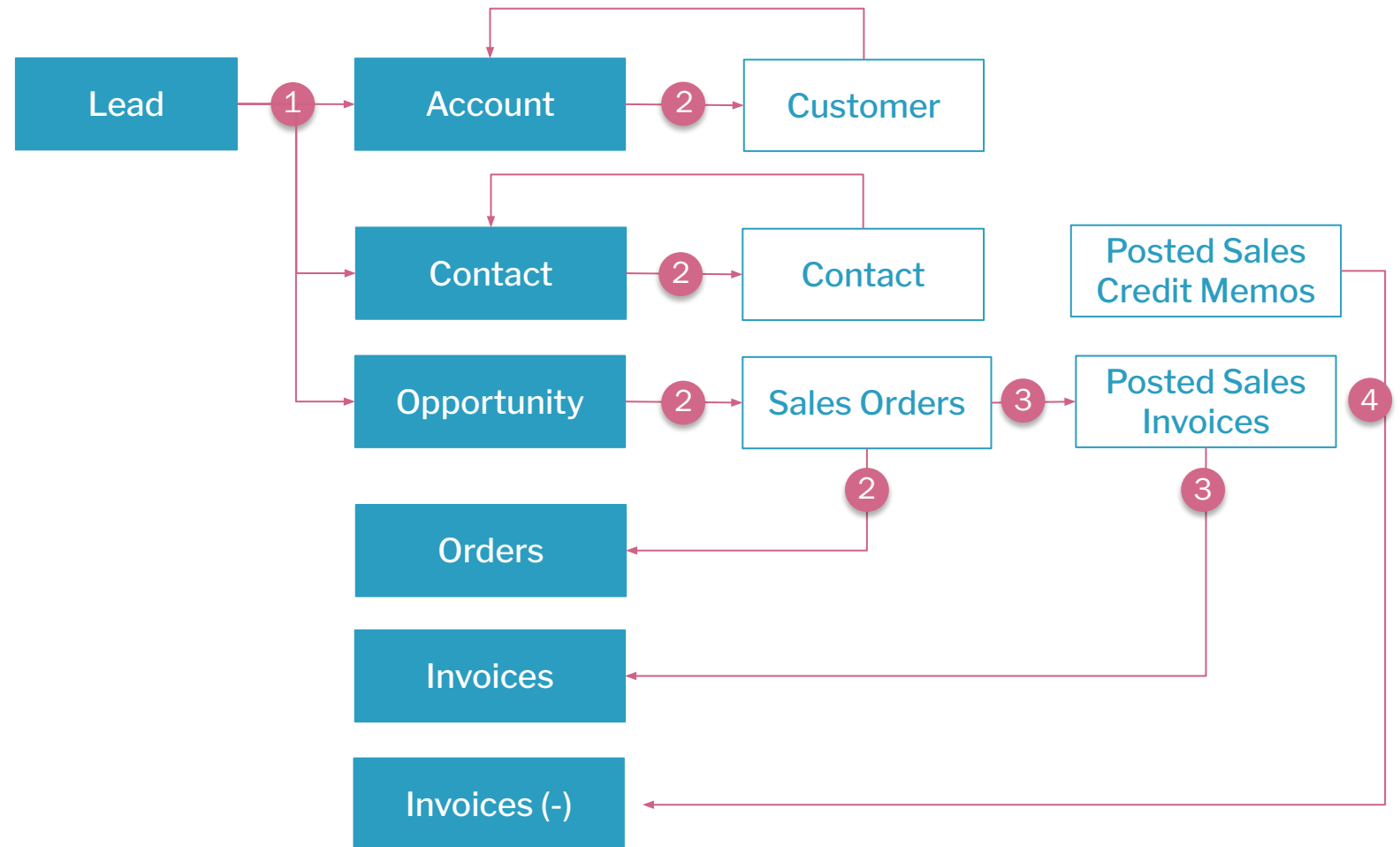
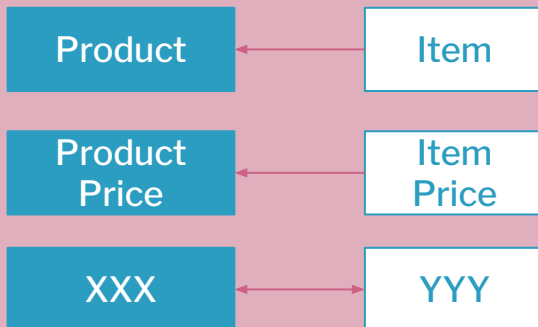
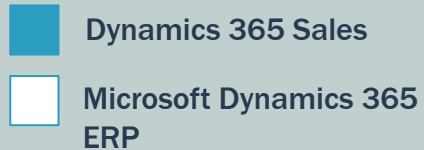


Customers	↔	Accounts
Contacts	↔	Contacts
Items	→	Products
Item Prices	→	Product Prices
Sales Orders	←	Opportunities
Sales Orders	→	Sales Orders
Posted Sales Invoices	→	Sales Invoices
Posted Sales Credit Memos	→	Sales Invoices (-)
All objects (standard & custom)	↔	All objects (standard & custom)

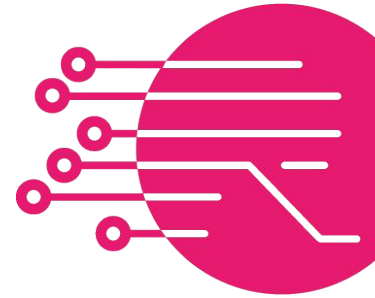
QUOTE TO CASH *Example*

STEPS

1. Lead is qualified
2. Quote is accepted
3. Order is invoiced
4. Invoice is paid



RAPIDI's *Key Functionalities*



Data Mapping and Transformation

Real-Time Synchronization

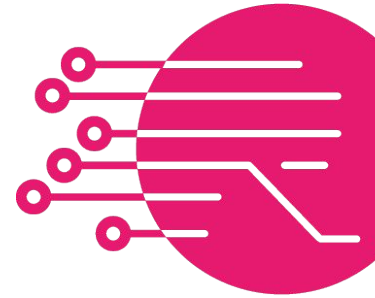
Customization and Scalability

Automated Workflows

Security Measures

Monitoring and Analytics

DATA MAPPING & TRANSFORMATION



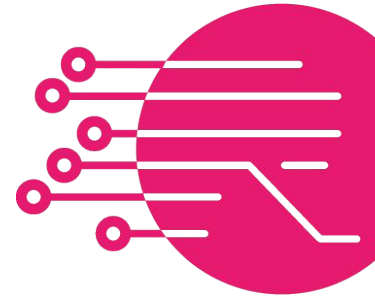
- Ability to map and transform data effortlessly between Microsoft Dynamics ERPs and Dynamics 365 Sales via our pre-built mapping templates;
- Support for custom data fields, ensuring flexibility for various business needs;
- RAPIDI offers an intuitive data mapping interface that allows you to customize your current data flows.





REAL-TIME

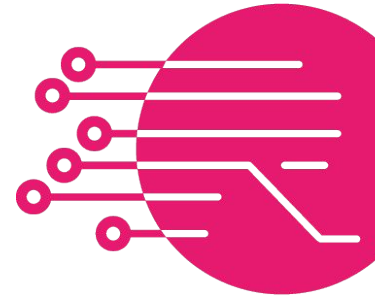
Synchronization



- It ensures that the information is always up-to-date in both Microsoft Dynamics ERPs and Dynamics 365 Sales.
- Immediate updates on leads, opportunities, and customer interactions for sales teams.
- Minimization of data latency and improved decision-making.

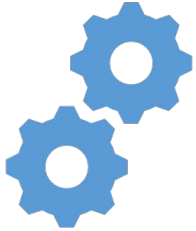
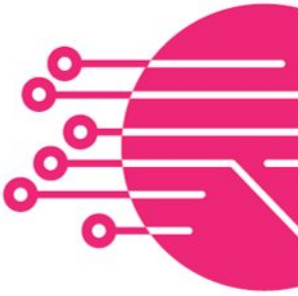


CUSTOMIZATION & SCALABILITY

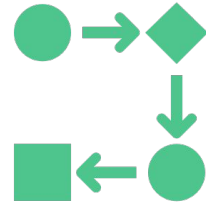


- RAPIDI can adapt to unique business processes and structures;
- It ensures scalability for businesses of all sizes - from small enterprises to large corporations;
- It provides customization based on industry-specific needs.

AUTOMATED WORKFLOW



RAPIDI's automated workflows streamline business processes.



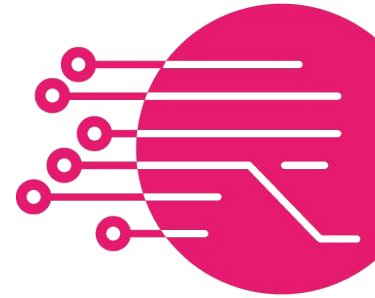
Repetitive tasks are automated, reducing manual effort and minimizing errors;



The flexibility to customize data flows to match specific business requirements.



SECURITY MEASURES

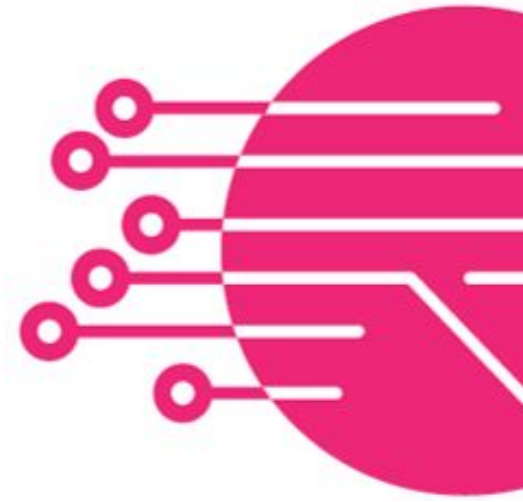


- RAPIDI is committed to data security and compliance (encryption protocols, access controls, and other security features).
- We provide confidence to decision-makers about the safety of sensitive business data.

MONITORING & ANALYTICS

- RAPIDI offers monitoring and analytics tools for tracking integration performance
- Businesses can gain insights into data flows, identify bottlenecks, and optimize processes via our statistics

A sneak peek into other RAPIDI *functionalities*



DATA FLOW ACTIONS

Supported data flow actions that can be enabled and performed within RAPIDI. You can enable one action or a combination of 2 or more.

- Enabled
- Update
- Add
- Delete
- Actions
- Move
- Delete All
- Autogenerate Key
- Disable Dest Lookup
- All Fields
- Continue on Error

CUSTOMER
D365 BC Customer No
CRM Account ID

D365 BC Customer No

+ New

	NAVODATA001	CustomerCard	No	
Connection		NAVODATA001		
Table Name		CustomerCard		
Link Fields		No		

CRM Account ID

+ New

	CRMODATA001	account	accountid	
Connection		CRMODATA001		
Table Name		account		
Link Fields		accountid		

Link Storage Values

<< 1 >>

+ New Link Storage Value
 Delete All
 Browse No file chosen
Import JSON
 Export JSON

D365 BC CUSTOMER NO	CRM ACCOUNT ID	ACTION
10000	000f3fce-6300-ee11-8f6e-0022481dbda2	
20000	020f3fce-6300-ee11-8f6e-0022481dbda2	

LINK STORAGES

Dynamic lookup tables that can store your company data within Rapidi. At runtime, all records are added to the Link Storage tables.

ACTIONS	CONN	COMP	CURR	COMPNAME	LSCUST	LSINV	DESCRIPTION
	NAVODATA001	CRONUS_DK	EUR	BC DK Company	CUST_DK	INVOICE	DK Demo
	NAVODATA002	CRONUS_UK	GBP	BC UK Company	CUST_UK	INVOICE	UK Demo

CUSTOMER -> SF... NAVODAT... SFORCE001

Runs Log Edit Delete Browse Table Layout CUST01_SF_ADD_UPD Copy

Activate Changes

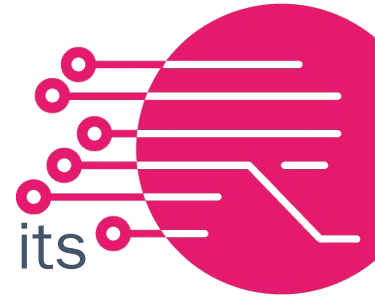
Run Transfer

- ✓ no tags
- COMPANY - NAVODATA001: DK Demo
- COMPANY - NAVODATA002: Uk Demo

TAGS

Parameters or variables that can be set up at the connection or data flow level for different purposes such as: transfer data to several different destinations via a master data flow.

RAPIDI *in a nutshell*



- RAPIDI offers Microsoft ERP – Dynamics 365 Sales integrations but its offering integrations services also include various integrations between Microsoft Dynamics products and Salesforce and others such as Hubspot, Oracle and SQL databases, Netsuite to name a few.
- Cost-effective, scalable business model
- Data Integration via RAPIDI is possible for both cloud and on-premise systems
- Robust development tools
- Prebuilt mapping templates – ready to be used at any time
- Approachable for non-IT users – no development required or technical skills
- Manageable without IT resources post GO-LIVE

ALL INCLUSIVE

1 | Integration platform



- Integration configuration
- Advanced data toolbox
- Log and notifications
- Monitoring
- RapidConnector

2 | Integration templates



- Complete business processes
- Pre-configured
- Best practices
- Customizable
- Documentation

3 | Support



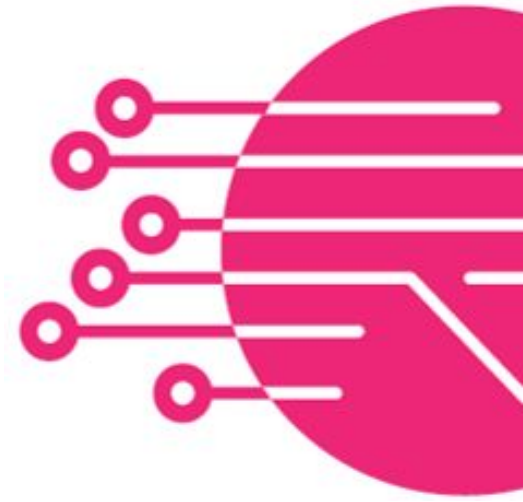
- Maintain integration
- Add fields to existing transfers
- Integration advisory
- Resolve data errors

Investment

One-time implementation fee +
Yearly subscription



CUSTOMER *Testimonials*



HAPPY CUSTOMERS



4,9

Average rating on
Salesforce AppExchange

“Rapidi really provides a wonderful solution and has the best customer service ever. I would definitely recommend this company. Love it!”

Lily Chan,
Diamond Wipes International



4,8

Average Support rating the
past 5 years

Any Industry

Any geography

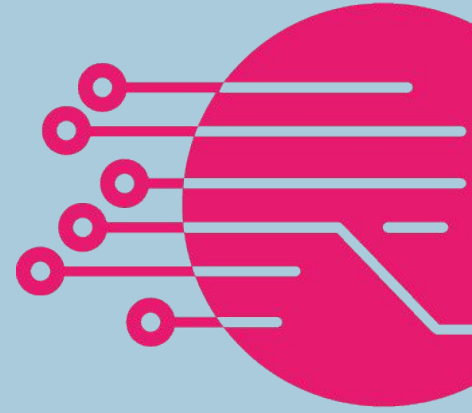


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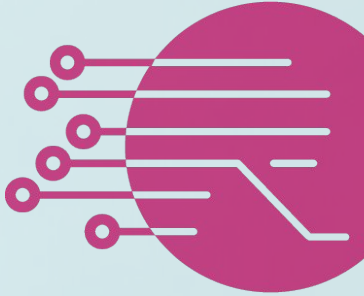
I highly recommend Rapidi to anyone facing integration challenges. Its performance, reliability, and support have been outstanding. Rapidi isn't just a tool; it's a partner in our growth.

Kevin Gilmore, Director of Information Technology at Educate 360

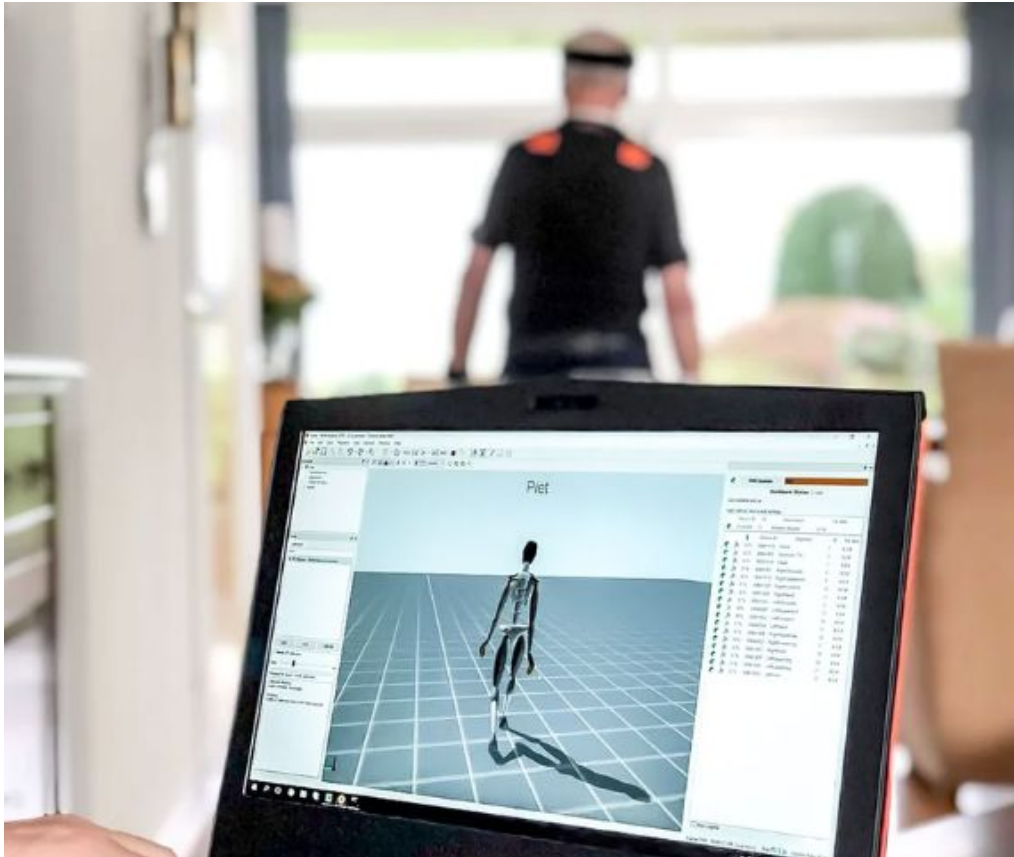
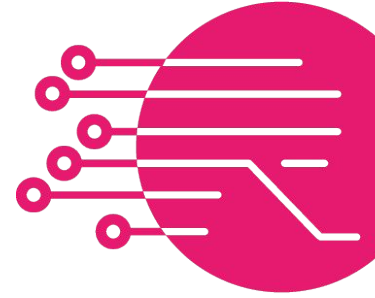
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Educate 360 *Case Story*

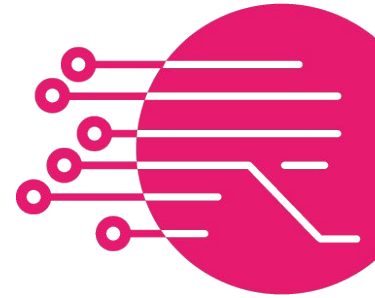


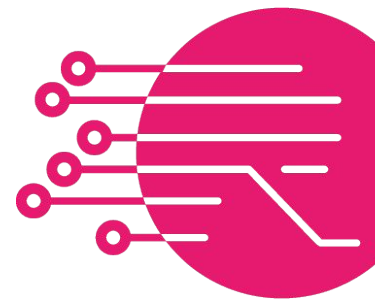
ABOUT *Educate 360*



- Movella is a pioneering company dedicated to digitizing movement to empower individuals and organizations to drive positive change.
- Their mission revolves around providing intelligent solutions for sensing, capturing, and analyzing motion and states of being.
- Movella accelerates innovation and facilitates extraordinary outcomes across diverse sectors such as entertainment, sports, health, and industrial markets.

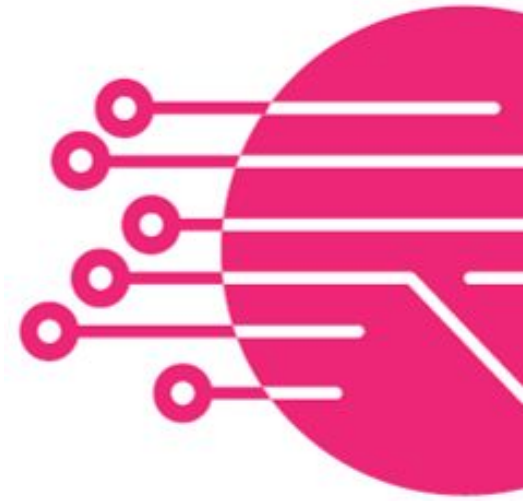
- 
- A person is shown in profile, running towards the right. The image is heavily tinted with a blue color, giving it a futuristic or high-tech feel. The person is wearing a long-sleeved shirt and shorts. The background is dark and blurry, suggesting motion.
- Movella, a seasoned user of Rapidi for ten years, integrates NAV and Salesforce for efficient operations.
 - The integration ensures seamless data flow, providing the sales team with comprehensive customer insights. Upgrading to NAV 2018 prompted changes in the Salesforce implementation, facilitated smoothly by Rapidi's intermediary role.
 - This upgrade also included transitioning to NAV Web Services interface.





Rapidi is intuitive when designing schedules. We also love the visibility that it provides, that assists us when a problem does occur.

Jeroen Weijts, Senior Operations Manager, Movella



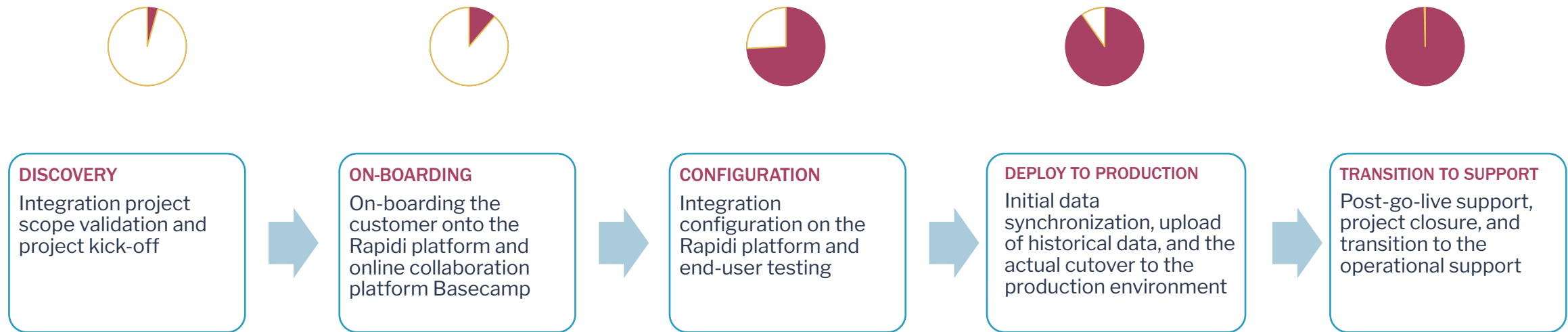
How to get started with us?

Follow &
Connect



info@rapidionline.com
www.rapidionline.com
MyRapidi.com/wiki

RAPIDI *Implementation* PROCESS



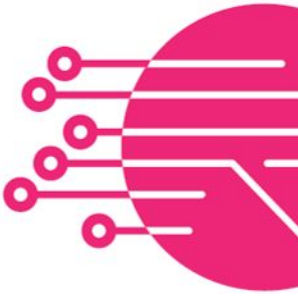


QUESTIONS ?

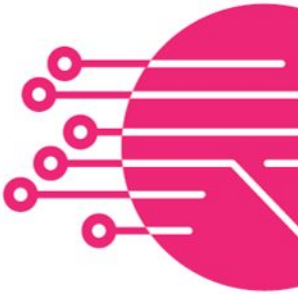
Follow &
Connect



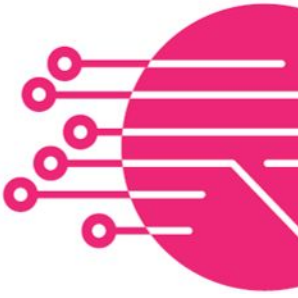
info@rapidionline.com
www.rapidionline.com
MyRapidi.com/wiki



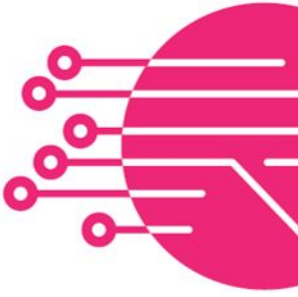
How to set up your data integration project in 3 steps?



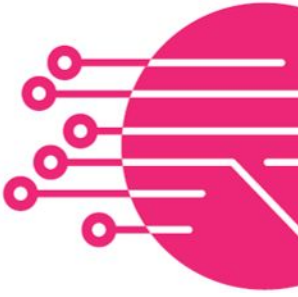
How to ensure the best data mapping?



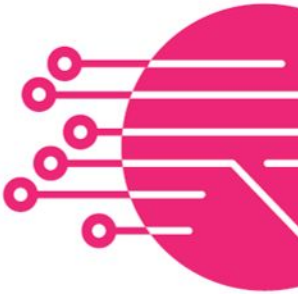
Why it's best to be prepared when handling errors?



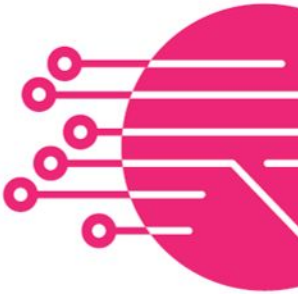
Which systems does Rapidi support?



Do you support custom objects?



Why should we choose Rapidi integration platform instead of building integration by ourselves?

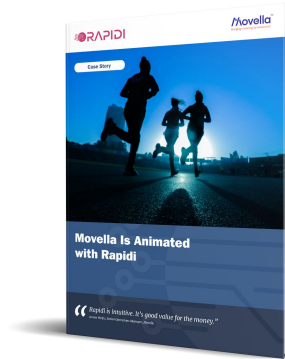


Why should we choose Rapidi integration platform instead of using other standard integration tools?

FOR MORE INFO *visit www.rapidionline.com*
CONTACT US *via www.rapidionline.com/contact-us*



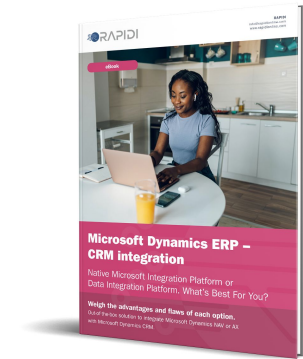
**Solution
overviews**



**Case stories
and fact sheets**



**Documentation on
MyRapid.com/wiki**



SIMPLE

With a standard subscription
you can create new integrations yourself



FAST

Rapidi can be
implemented as standard in just a few
days



ROBUST

No programming and
proven best practice configurations



FLEXIBLE

Any transfer can be in
any direction or bi-directional



Please give us feedback

<https://www.getfeedback.com/r/B18KMiaV>

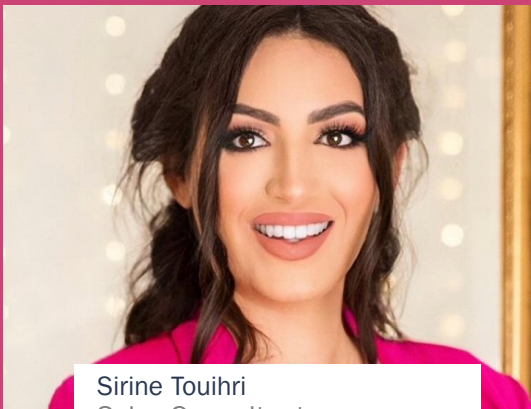
Follow &
Connect



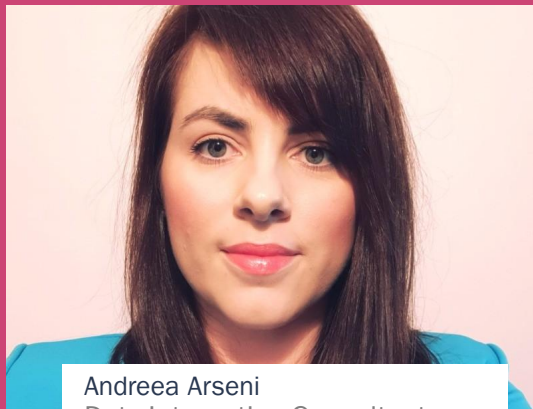
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THANK YOU!

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Andreea Arseni
Data Integration Consultant
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