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Understanding the Possibilities with Integrating with Salesforce

October 29th, 2024



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Session CPE Requirements

- You need to attend 50 minutes to receive the full 1 CPE credit.
- 4 Attendance Markers that read: “I’m Here,” will be launched during this session. You must respond to a minimum of 3 to receive the full 1 CPE credit.

****Both requirements must be met to receive CPE credit****



Learning Objectives

- *At the end of the session, you will be able to:*
 - *Review the integrations paths*
 - *Recognize the benefits of Salesforce and Intacct automation capabilities*
 - *Review ways to streamline your processes*





Integration Paths



Integration Paths

Order Entry

Sales Order, Sales Invoice, Pledge Receivable
Only integrate with opportunity object

Journal Entry

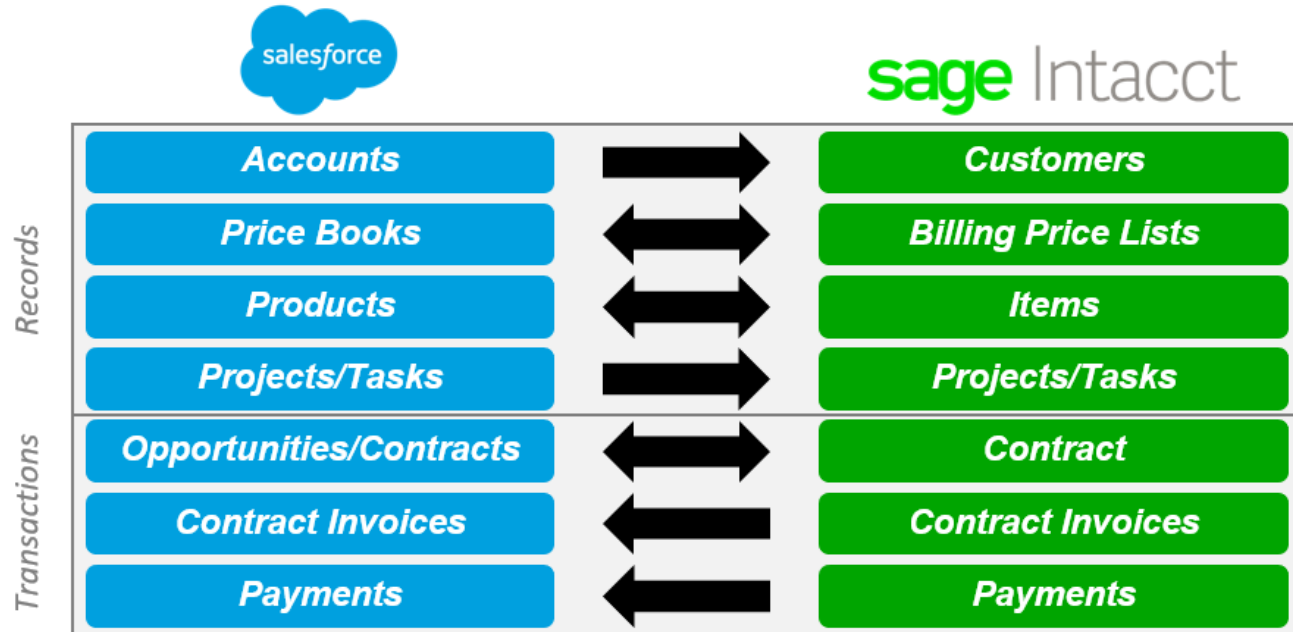
Donations, Pledge, Gift, etc...
Integrate with all objects including custom objects

Contract

Work with Intacct Contract module
Only integrate with opportunity object



Object Synchronization

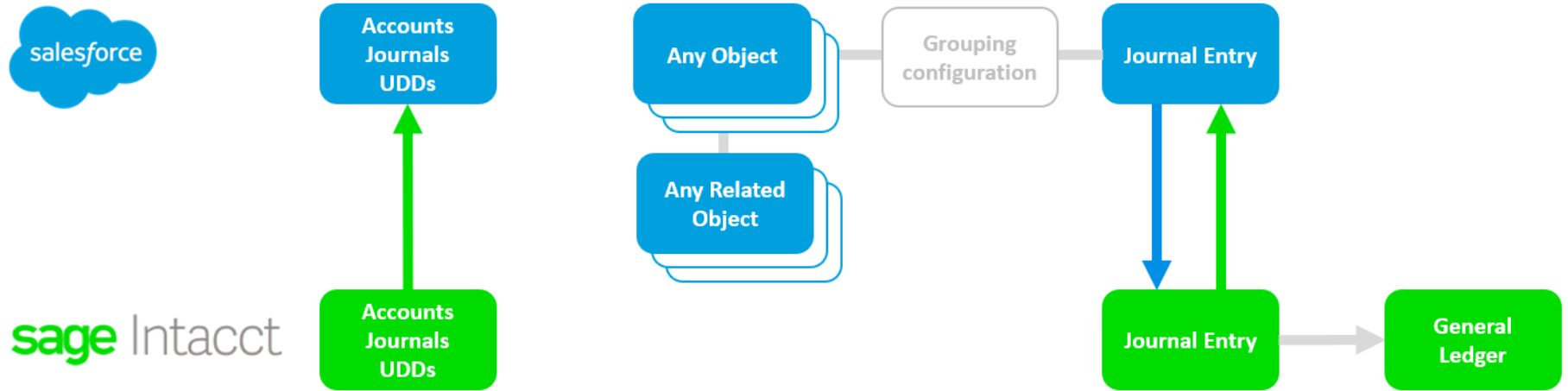


Supported Versions:

- Professional with API Access
- Enterprise
- Unlimited
- Performance



GL Journal Entry Build and Workflow



Build – Intacct Side

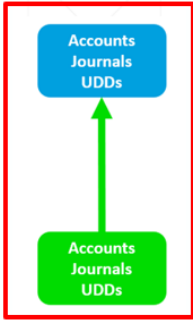
In Intacct navigate to Company > Admin > Subscriptions > Configure Advanced CRM

General Ledger

Enable General Ledger synchronization

Select records to sync

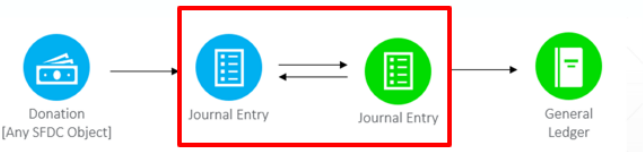
- Accounts
[Select accounts to sync with Salesforce](#)
- Statistical accounts
[Select statistical accounts to sync with Salesforce](#)
- Journals
[Select journals to sync with Salesforce](#)
- Statistical journals
[Select statistical journals to sync with Salesforce](#)



Journal entries

Field mapping

- [Salesforce to Intacct - Journal entry](#)
- [Salesforce to Intacct - Journal entry lines](#)



Build – Salesforce Side

In Salesforce navigate to Intacct Configuration > Intacct Synchronization > Journal Entry > Journal and Journal Entry Mapping

The screenshot shows the Salesforce configuration interface for Intacct Synchronization. The top navigation bar includes 'MAIN SETTINGS', 'INTACCT SYNCHRONIZATION', 'RENEWALS', 'CUSTOM MAPPINGS', and 'RELEASE NOTES'. The 'Journal Entry' sub-tab is selected. The main content area is titled 'Journal And Journal Entry Mapping' and includes a description: 'Use this functionality to map objects from your organization with Journal Entry and Journal Entry Line objects.' Below this are several configuration sections: 'Create Journal Entries Job' (with a 'Manage Job' link), 'Sync Journal Entries Job' (with a 'Manage Job' link), 'Journal Entry Dimension Validations' (with a 'View validations' link), 'Required Intacct Dimensions Validations' (with a toggle switch set to 'Enabled'), and 'Create Field for Udd's' (with a 'Create fields' link).

MAIN SETTINGS | **INTACCT SYNCHRONIZATION** | RENEWALS | CUSTOM MAPPINGS | RELEASE NOTES

General | Order Entry | Contract | **Journal Entry** | Project | Object Field Mappings | Tools | Options

Journal And Journal Entry Mapping

Miscellaneous Receipts (Opportunity)

Use this functionality to map objects from your organization with Journal Entry and Journal Entry Line objects.

[New](#)

Create Journal Entries Job

[Manage Job](#) |

Schedule job for creating Journal Entry and Journal Entry Line records . The **Schedule Name** should be unique.

Sync Journal Entries Job

[Manage Job](#) |

Schedule job for syncing Journal Entry records to Intacct. The **Schedule Name** should be unique.

Journal Entry Dimension Validations

[View validations](#)

Use the validation management tool to select the Journal Entry Dimension validations which you want to use when the Journal Entries are generated.

Required Intacct Dimensions Validations

Enabled

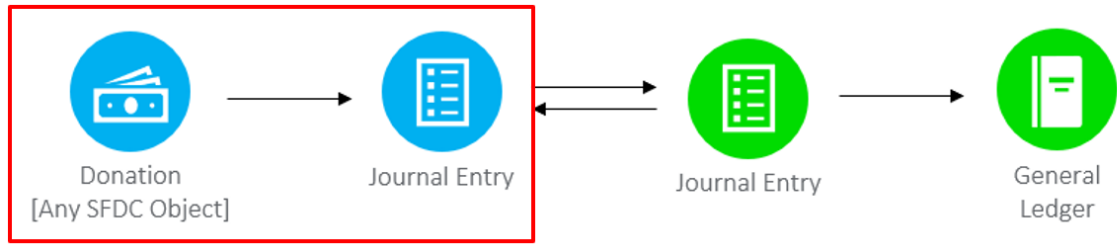
When enabled, validations for Intacct dimension fields based on Intacct Account are turned on.

Create Field for Udd's

[Create fields](#)

Checks and creates the UDD fields automatically.





Journal Entry Mapping

Revenue Entry Mapping	Search...	
Journal Entry Source Object	Lookup field to parent object	
Revenue Transaction (blng_RevenueTransaction_c)	Search...	
Dimension	Child Object Field Reference (Debit Line)	
Opportunity Record Type	Journal Entry Line Debit (ia_crm_journalentrylinedebit_c - REFERENCE)	
Search...	Child Object Field Reference (Credit Line)	
<input type="checkbox"/> Use this mapping in schedule jobs	Journal Entry Line Credit (ia_crm_journalentrylinecredit_c - REFERENCE)	
<input type="checkbox"/> Enable grouping for this mapping	<input type="checkbox"/> Is Statistical	
	<input type="checkbox"/> Do not apply defaults for mapped fields if Source object value is blank	

Journal Entry

Journal Entry Custom Filter

Add filter

Date (ia_crm_date_c-DATE)	Revenue Transaction	System Period Start Date (blng_systemperiodstartdate_c-DATE)
Description (ia_crm_description_c-TEXTAREA(999))	Revenue Transaction	Notes (blng_notes_c-TEXTAREA(32768))
Intacct Journal (ia_crm_intacct_journal_c-REFERENCE)	Custom Value	Salesforce Revenue Journal
Search...	Search...	Search...

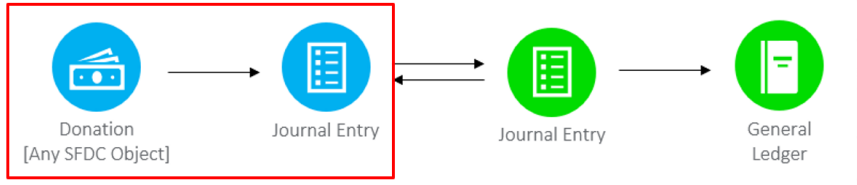
Add Journal Entry Mapping

Journal Entry Line

Credit / Decrease (ia_crm_transactioncredit_c-CURRENCY(10, 8))	Revenue Transaction	Revenue Amount (blng_revenueamount_c-CURRENCY(16, 2))	Credit
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Create Salesforce Journal Entry



Opportunity
Miscellaneous Receipt

Opportunity Information

Intact Entry Id	100	Amount	USD 2,500.00
Opportunity Owner	Drew Moussetis	Stage	Closed Won
Opportunity Name	Miscellaneous Receipt	Probability (%)	100%
Account Name	Drew Moussetis	Close Date	8/31/2023
Corp Currency Amount		Expected Revenue	USD 2,500.00
Opportunity Record Type	Miscellaneous Receipts	Price Book	USD Price Book
Description	Miscellaneous Receipt to Test the GL Entry Sync from Salesforce to Intact	Type	Miscellaneous Receipts
Opportunity Currency	USD - U.S. Dollar		

Intact Validation

Test_Opp_Custom		Validation Errors	
Sync With Intact	<input type="checkbox"/>	Intact Sync Errors	
Intact Sync Status		Intact Transaction ID	
Synced With Intact Date			
Intact Validation			

Intact Fields

Intact Entry	Term	Net 30
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Products (2)

- Additional Module 1 Subscription
Quantity: 1.00
Date: 8/1/2023
Service End Date: 8/31/2023
- Additional Module 2 Subscription
Quantity: 1.00
Date: 8/1/2023
Service End Date: 8/31/2023

Sales Invoices (0)

Sales Orders (0)

Sales Quotes (0)

Other Sales Documents (0)

Projects (0)

Tasks (0)

Intact Journal Entries (0)

1. Go to the Salesforce Object used in the GL entry mapping
2. Ensure fields are completed for required field mappings
3. Click “Create Journal Entry” button

Sync Journal Entry to Intacct



1. Go to the Salesforce Intacct Journal Entry Object
2. Review the Journal Entry Header Information & Journal Entry lines information
3. Click the “Sync to Intacct” button

Intacct Journal Entry
Miscellaneous Receipt

Related **Details**

Intacct Journal Entry Name
Miscellaneous Receipt

Related Record Id
0065f00000NezJmAAJ

Description
Miscellaneous Receipt to Test the GL Entry Sync from Salesforce to Intacct

Intacct Journal
[Salesforce Journal](#)

Intacct Entity
USA 1

State

Source Entity

Currency
USD - U.S. Dollar

Journal Type
Miscellaneous Receipts

Related Details

Intacct Journal Entry Lines (4)

Intacct Journal Entry Line Name	Intacct Account	Location	Department
Miscellaneous Receipt Additional Module 2 Subscrip...	Salesforce Receivables	USA 1	Sales
Miscellaneous Receipt Additional Module 2 Subscrip...	Revenue - Other	USA 1	Sales
Miscellaneous Receipt Additional Module 1 Subscrip...	Salesforce Receivables	USA 1	Sales
Miscellaneous Receipt Additional Module 1 Subscrip...	Revenue - Other	USA 1	Sales

[View All](#)



Sync Success!



Sync Successful

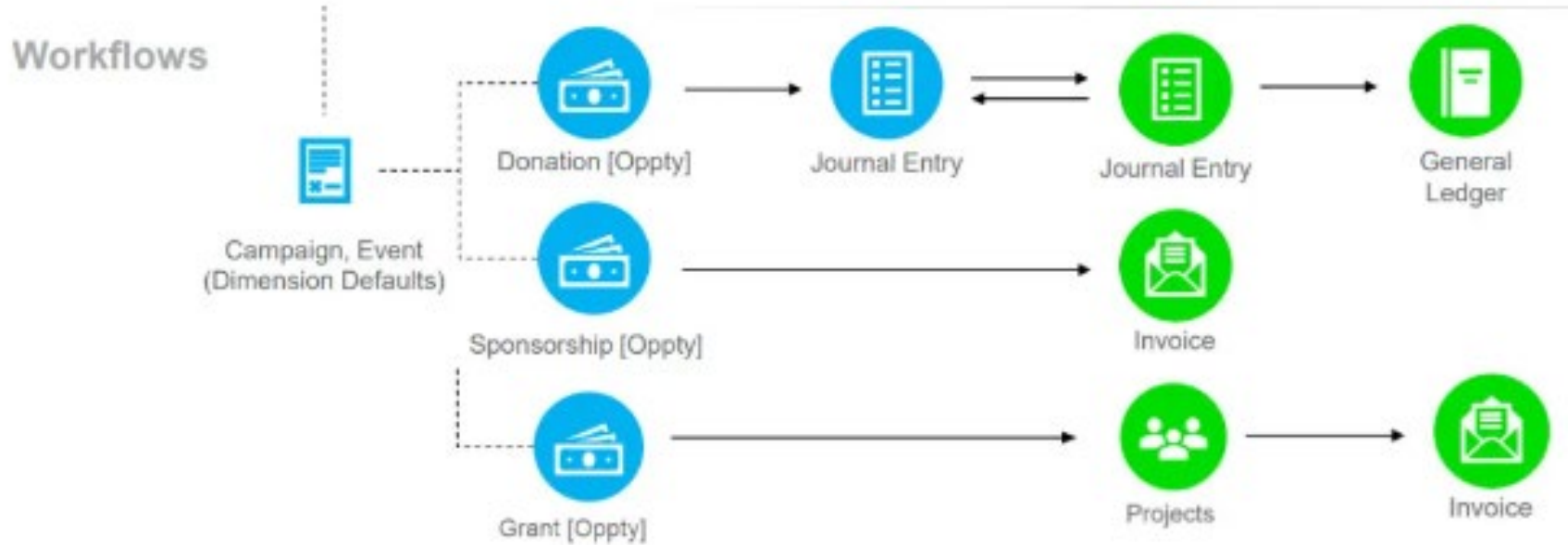
[Back to record](#)

Review the Journal Entry in Intacct!

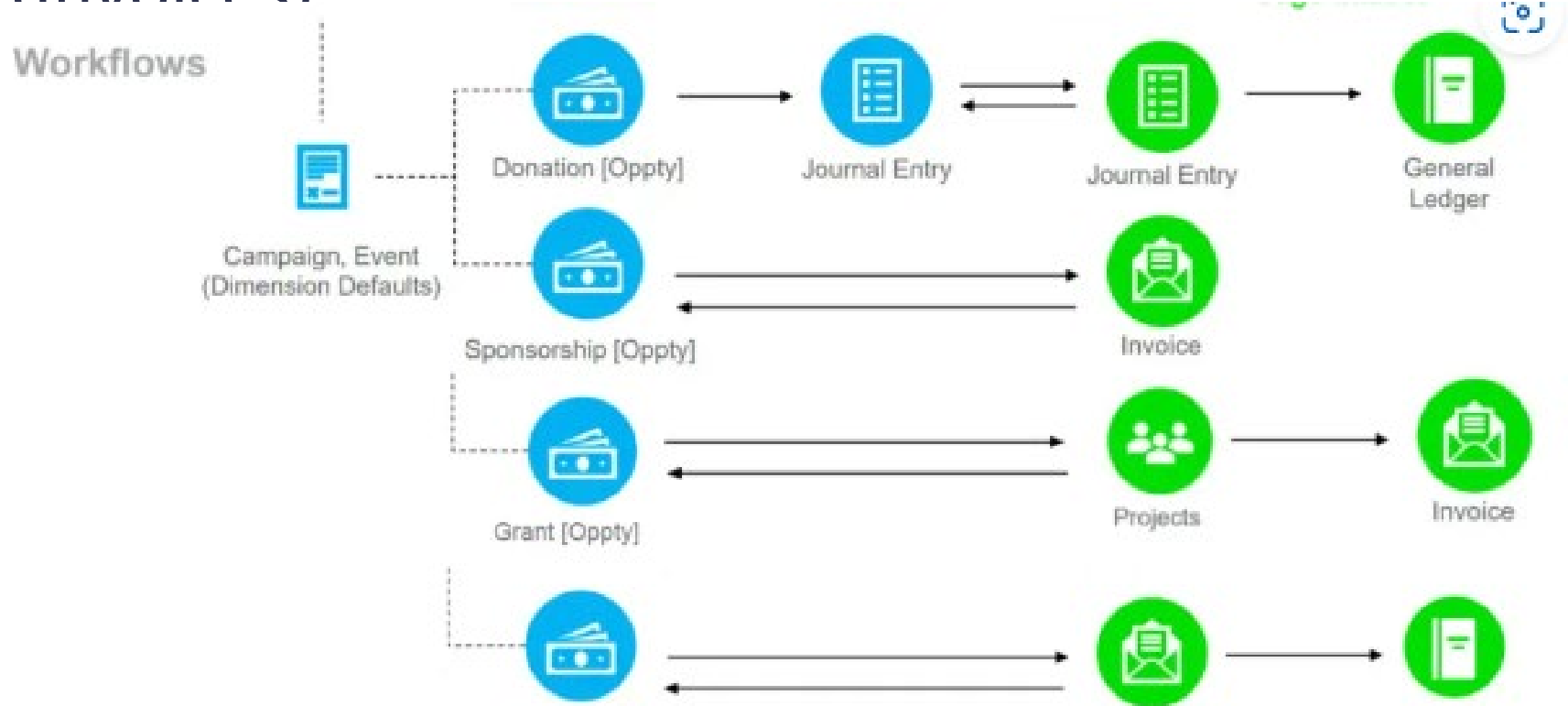
Note: Changes to the Journal Entry in Intacct will sync back to Salesforce in the “Sync Back” (SB) fields.



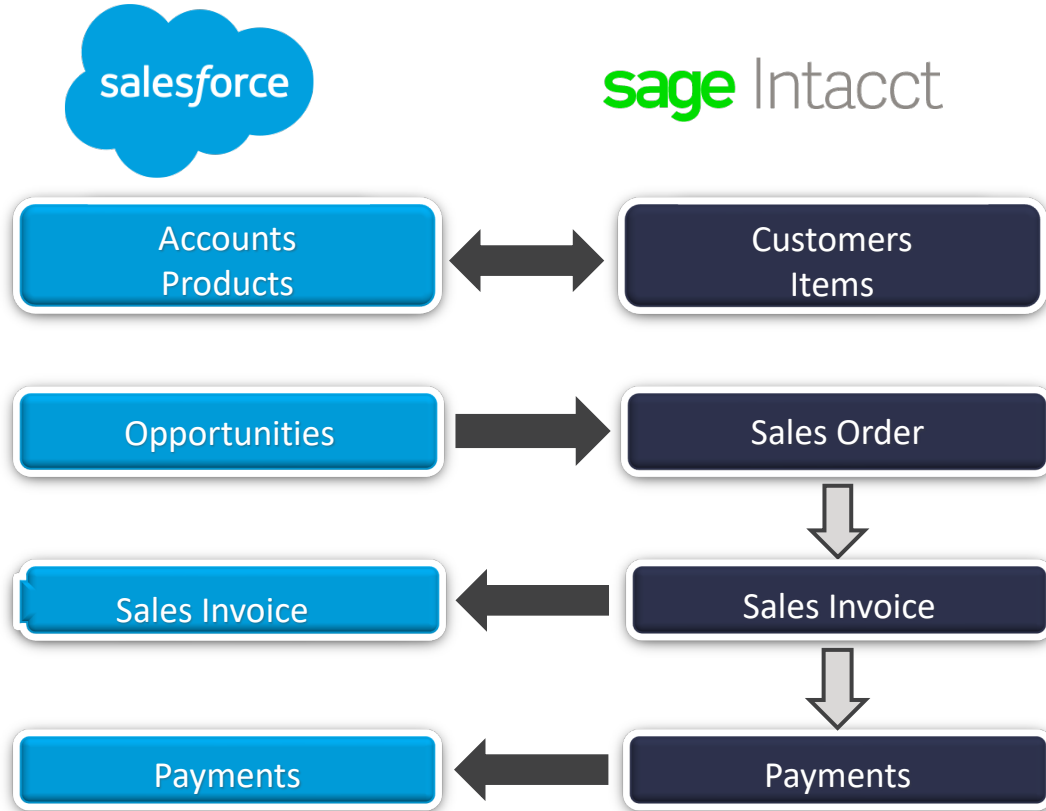
Advanced CRM Workflow for Nonprofits (Donations)



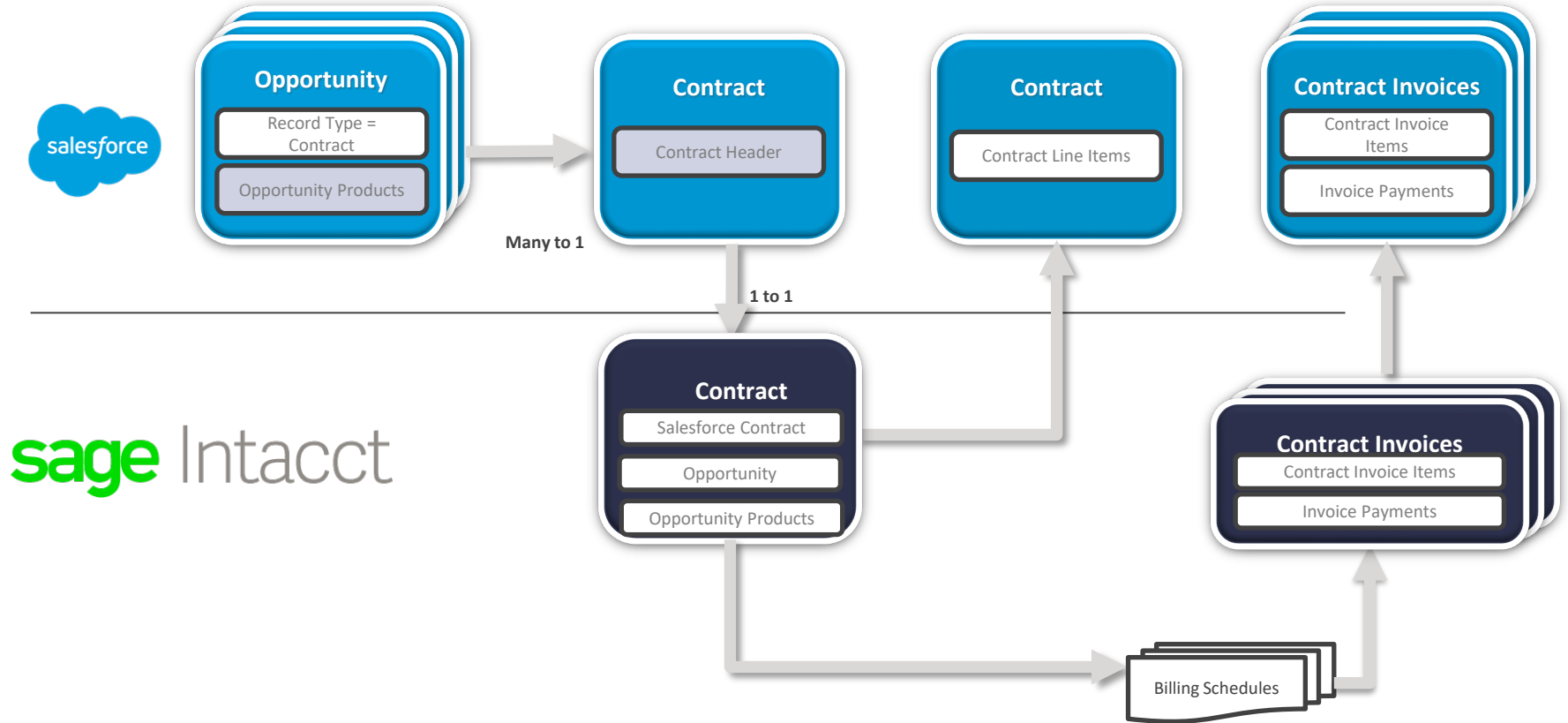
Advanced CRM Workflow for Nonprofits (Invoices)



Order Entry Build and Workflow



Sage Intacct-Salesforce Contract Workflow



sage Intacct





Benefits of Intacct and SalesForce Automation



Create a Project from a Template

Currently Intacct does not support “templates” for Projects

Work-around

- Intacct: Leveraging Project Status or Project Type to restrict any actions
- Salesforce: Add “Is Template” field to the project page layout
 - When the “Is Template” field is checked, the Project appears in the project template ID dropdown on the Opportunity

**** If Tasks are included in the Project template, these will be created in SF after Project is synced to Intacct***



Projects and Tasks in Salesforce

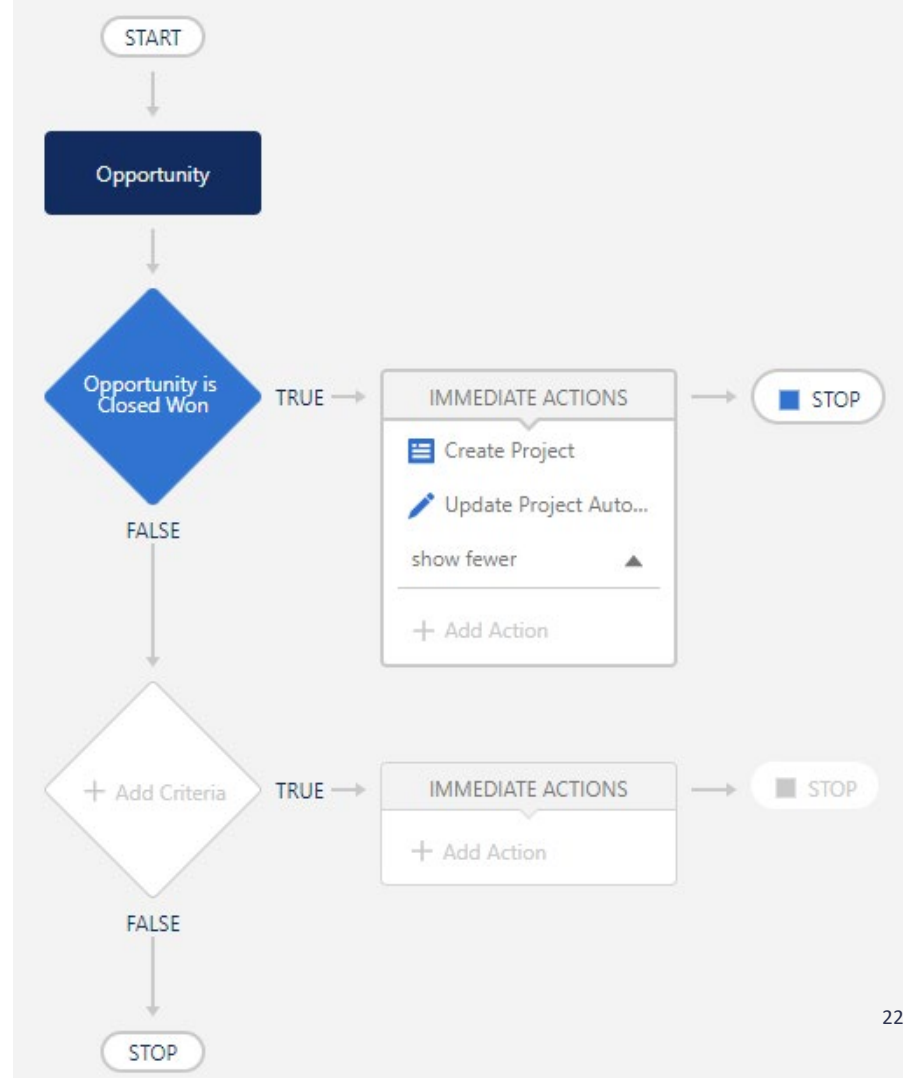
Now you can manage your Projects and Tasks from inside Salesforce

- Project record fields now sync bidirectionally.
- You're now able to create Tasks in Salesforce and sync them with Intacct.

Please note: Formula fields such as Calculated percent complete are still only synced from Intacct to Salesforce because those formulas are derived by Intacct.



Auto Create Projects from Opportunities





Ways to streamline processes



See it in action! Live demo of the integration connections.



Resources

- Sage University Training & Release Notes
- Intacct Customer Office Hours
- View and Subscribe to the CLA Intacct Blog

<https://blogs.claconnect.com/intacct/>

- Continue to join our monthly Sage Intacct Webinars
- 2024 Webinar Series:
<https://www.claconnect.com/en/events/2024/2024-sage-intacct-webinar-series>



Sage Blog

Salesforce



Salesforce Integration for Nonprofits – Invoices

April 28, 2023 | by Kathy Jastrzebski

What can eliminate duplicate data entry, increase data accuracy, save time, and provide added visibility between teams? If you guessed the Salesforce Advanced CRM Integration with Intacct, you'd be right! Read on to learn how the Advanced CRM for Nonprofits managed package handles AR Invoice integration.

[Read More](#)



Salesforce Integration for Nonprofits – Donations

January 30, 2023 | by Kathy Jastrzebski

Integrated systems provide the ultimate outcome: real-time visibility into operations providing the agility

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Microsoft Windows 10 Enterprise 22H2 (64-bit Build 19045)

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Thank you!



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