

WHY QUICKBOOKS INTEGRATIONS MAKE DOLLARS. AND SENSE.

You're smart. It's time to manage EDI and online orders that way.

Integrating EDI and online orders into your QuickBooks system is an investment that will reward you quickly. Not only will you eliminate costly errors, you'll reduce the time you spend processing orders. Minutes saved become hours—and days—valuable time you can use for growing your business instead of just keeping up.

When you integrate, you automate. That means you'll spend less time copying-and-pasting information and shifting from one system to another. Your inventory counts will be current, your accounting will be updated, and your payment reconciliation will be easier.



A QuickBooks integration reduces operating expenses—you'll spend less time processing orders and eliminate costly mistakes. And you'll get paid faster because your reconciliation process will be more efficient.

WHAT SHOULD YOU EXPECT FROM AN INTEGRATION?

If you run QuickBooks Enterprise, you'll be able to merge Sales Orders and Invoices. With QuickBooks Online, you can bring Invoices into your system. No matter which version of QuickBooks you rely on, integration adds efficiency and speed to your supply chain.



Our seamless integrations create a two-way exchange of data. For example, when invoices go into QuickBooks, the invoice number will be automatically shared with the customer and included with their payment. Reconciliation will be more accurate and less time-consuming.

WHAT ABOUT ONLINE ORDERS?

In this omnichannel world, it's the rare brand that doesn't sell products online. In fact, internet sales are driving growth for many. While selling through more outlets usually translates into more business, it is not without challenges.

When you bring all your orders—EDI or online—into your QuickBooks system, you reduce the time you spend managing data. You'll be able to process everything the same way because our integration team will merge order information from online marketplaces and your eCommerce store with your EDI transactions.



Work with a 3PL? We can build a connection from your QuickBooks system directly to them. That means even less friction between a purchase and fulfillment. It's especially important for consumers who buy online—they expect to receive their items very quickly.

WHAT ARE THE OBSTACLES?

Despite all the benefits a QuickBooks integration provides, many companies still resist it.

One obstacle is that for every successful QuickBooks integration, there are scores of others that fail to meet objectives or remain stalled in the launch phase. It's daunting to consider tackling something when you have seen or heard that the process doesn't always produce the seamless merging of data you want to achieve.

What's important to remember is that not all integrations are the same. And you need a provider who understands that.

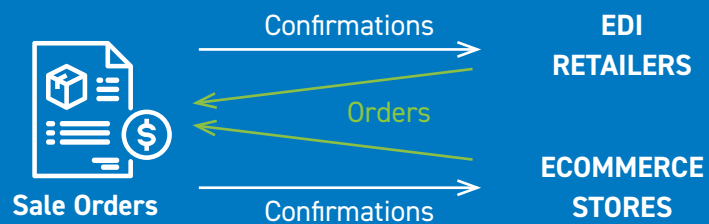
Fact is, your business is like no other. Even with a very straightforward QuickBooks integration, an experienced development team will troubleshoot possible issues and connect everything in a way that matches your work flow and the system you already have in place. They will also continue working with you as your business grows or evolves, ensuring that performance remains optimized.



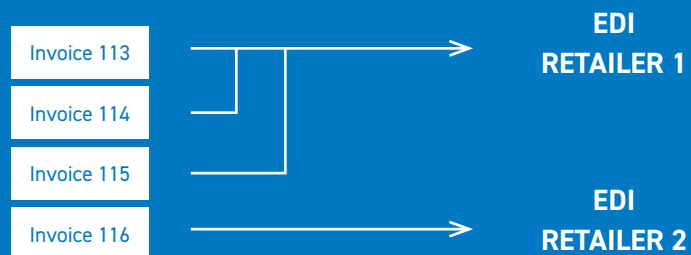
We never outsource the work that goes into a QuickBooks integration. Our in-house, US-based team of developers will take the time to learn your business and build the right solution. Once you're up and running, experts in Customer Support will be available to help you resolve any issues.



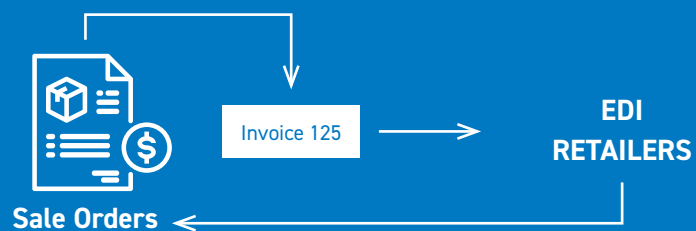
- 1 Create Sales Orders in QuickBooks to track your inventory—Lingo will automatically bring your orders in.



- 2 Use invoices in QuickBooks to track accounting—Lingo will share the QuickBooks invoice number with your customers.



- 3 Use both—Lingo can bring it all together.



QUICKBOOKS INTEGRATION — FIVE COMMON ROADBLOCKS

It's obvious that a QuickBooks integration has the potential to provide real benefits — increased efficiency, fewer errors, hours of time saved. What's important is making sure your integration partner has the knowledge to make it happen and the experience to troubleshoot problems. Here are five reasons why many companies fail to pursue QuickBooks integration or give up before it's completed.

It seems to take forever.

If your EDI and online order management provider is outsourcing the process to third-party developers, don't expect anything to move particularly fast. When you work with an in-house group, you get a true partner and real accountability. Ask your provider how long you should expect to wait for the QuickBooks integration to be completed and if they employ their own development team.

“We've always done it this way.”

Many companies resist a QuickBooks EDI integration for a simple reason: they already have some kind of system in place for entering Invoice or Sales Order information. Anything new prompts fear. But fear not—a QuickBooks integration will deliver valuable time savings and reduce errors.

It's confusing.

Some companies are tempted to build an integration themselves. It's certainly not impossible, but trusting a provider with years of experience will deliver long-term rewards.

There's supposed to be support. But it's not exactly supportive.

Not every EDI provider has the kind of support your business demands. Make sure the company handling your integration can also answer the questions you'll have. Our experts in Customer Support have years of experience and know how to resolve any issue quickly.

“It doesn't really take that much time.”

Maybe you don't think you're wasting valuable hours by entering information manually. But even doing it just a few times per day is costly. Total up the hours or minutes—they translate into days over the course of a year. And all that manual entry increases the chance of costly errors—everyone will make mistakes if they're forced to complete high-touch tasks over and over.

To learn more, reach out to one of our QuickBooks integration specialists. Call 877-765-3564 or send an email to sales@ezcomsoftware.com and tell us about your needs.

