

KingswaySoft Partner Case Study

Superior Consulting Services

Superior Consulting Services helped their client to integrate data between their ERP software and Salesforce as quickly as possible.

OVERVIEW

Superior Consulting Services (SCS) is a Microsoft Gold Certified technology firm providing innovative solutions that enable their clients to solve business problems. They use Microsoft products and tools to provide custom solutions to small- to medium-sized businesses in the Twin Cities, as well as large companies in the area and across the United States.

THE CHALLENGE

Superior Consulting Services' client needed to integrate the data between their ERP software and Salesforce as quickly as possible. The client uses Salesforce as a reporting environment because the reporting from the ERP is very limited. As customers, opportunities, sales orders, and products are created and updated in the ERP software, they needed to be added and updated in Salesforce in as close to real time as possible. The initial connection to the Salesforce API can take 5 seconds. With about a dozen objects to be updated, the initial connections alone would take 1 minute.

THE SOLUTION

Superior Consulting Services had prior experience working with KingswaySoft's SSIS Integration Toolkits, and decided to use the SSIS Integration Toolkit for Salesforce to resolve the client's challenge. Using the KingswaySoft SSIS Integration Toolkit for Salesforce, Superior Consulting Services team created an SSIS package that identifies and retrieves data modifications in the ERP software and sends the data to the corresponding object in Salesforce. The SSIS package is called by a SQL Server Agent job that is scheduled to run every 10 seconds. Depending on the number of changes that are sent through the SSIS package, the data is updated in Salesforce within 1 minute or less after it is entered in the ERP package. The SSIS package first determines if there is any data that needs to be integrated for each object. If there is data, it makes the connection and migrates the data. If not, the package moves on to the next object without making a connection.

THE RESULTS

Using the SSIS Integration Toolkit for Salesforce to integrate with the client's ERP system, Superior Consulting Services saved significant time, meeting their objective in developing an integration with Salesforce that syncs data as quickly as possible. In their experience, KingswaySoft makes it very easy to connect to Salesforce and retrieve or update data. The Toolkit exposes ALL of the Salesforce objects and their attributes, whether standard or custom. The data flows very quickly in and out of Salesforce and the Toolkit makes it very easy to handle errant rows by diverting the bad data to a table or the Integration Errors object in Salesforce. All of the objects — including custom objects — are exposed through the KingswaySoft SSIS Integration Toolkit for Salesforce. All of the objects behave like data tables so building integrations is as easy as importing or exporting data from a database.



"Every KingswaySoft product we have used works exceptionally well. We especially like how we don't need a license to build a solution until we deploy it to a server. It allows us to ensure that the Toolkit will meet our needs and to demonstrate the functionality to our clients in Visual Studio. We also appreciate the reasonable licensing price for the Toolkit."

Paul Purington

Data Analytics Consultant / CEO
Superior Consulting Services

SSIS INTEGRATION TOOLKIT for SALESFORCE

Easy learning curve, consistent application interface, familiar development experience using Visual Studio.

A codeless data integration approach. Specifically designed features that help you achieve the best possible data integration performance, without having to hijack your budget.

ABOUT KINGSWAYSOFT

KingswaySoft is a leading provider of data integration solutions for Microsoft Dynamics software and many other enterprise applications. Organizations from more than 100 countries rely on our solutions to drive their business data efficiency.

Our primary mission is to ensure our customers' success by delivering high-quality software products and innovative integration solutions at a competitive price.