gold-vision

CRM That Makes A Difference

Exchequer Integration Pack
Version 4.2.8
March 2017

7-Mar-17 Page **1** of **28**



Contents

| 1. | Introduction | 3 |
|----|--|----|
| 2. | Functionality Overview | 4 |
| | 2.1. Account Integration | 4 |
| | 2.2. Sales Order Integration | 5 |
| | 2.3. Transaction History Import | 6 |
| | 2.4. Multi-Company Compatibility | 8 |
| 3. | Administration Process | 9 |
| 4. | Implementation Approach and Timings | .1 |
| | Level 1 – Account Synchronisation | 1 |
| | Level 2 – Order and Invoice Processing | .1 |
| | 4.1. Implementation Process | .2 |
| 5. | Technical Considerations | .3 |
| | 5.1. Requirements | .3 |
| 6. | Return Form1 | 4 |
| 7. | Mapping Notes | .5 |
| | 7.1. Gold-Vision Account to Exchequer Customer/Supplier | 5۔ |
| | 7.2. Exchequer Customer/Supplier to Gold-Vision Account (Pushback) | .7 |
| | 7.3. Gold-Vision Quote / Booking to Exchequer Sales Order | .8 |
| | 7.4. Gold-Vision Quote / Booking to Exchequer Sales Order Line | ١9 |
| | 7.5. Exchequer Product to Gold-Vision Product | 20 |
| | 7.6. Transaction History |)) |



1. Introduction

The Exchequer Integration tool allows you to link typical functions with Gold-Vision. The purpose of this document is to:

- Explain the scope of the standard integration package, what it can and can't do.
- Provide an overview of the implementation approach with typical time requirements.
- Provide a list of standard fields available for integration.
- Stipulate technical requirements of the integration.

It is important that if you are unclear about aspects of this integration then speak with your pre-sales or project consultant.

Please ensure you complete and return the information form found at the end of this document.

7-Mar-17 Page **3** of **28**



2. Functionality Overview

The integration between Gold-Vision and Exchequer is achieved via an integration tool. The tool is run by a user, typically once or twice a day, to transfer data between Gold-Vision and Exchequer. If required, the integration tool can be setup to run automatically.

Standard modules available:

- Create new Exchequer customer from Gold-Vision account
- Create new Exchequer supplier from Gold-Vision account
- Push Exchequer customer information to linked Gold-Vision account
- Push Exchequer supplier information to linked Gold-Vision account
- Import Exchequer product list to Gold-Vision
- Create new Exchequer sales quote, order or invoice from Gold-Vision quotes
- Create new Exchequer sales quote, order or invoice from Gold-Vision bookings
- Import Exchequer transaction history to Gold-Vision

2.1. Account Integration

The minimum level of integration is to integrate Gold-Vision accounts with Exchequer customers. This involves creating a new customer in Exchequer when an account reaches a specific state in Gold-Vision (e.g. their type becomes "Customer") and regularly updating Gold-Vision with Exchequer data (e.g. credit limit, balance etc.)



It is also possible to integrate suppliers in much the same way.

On initial setup, existing Exchequer customers / suppliers may be imported to Gold-Vision. We will establish a link between these Gold-Vision accounts and their Exchequer customer / supplier counterparts when implementing the integration.

7-Mar-17 Page **4** of **28**



Once the integration is live, accounts should be created in Gold-Vision and pushed to Exchequer using the integration tool. The trigger for flagging when an account is ready to be pushed to Exchequer is customizable via standard Gold-Vision alerts.

Once a link exists between a Gold-Vision account and Exchequer customer / supplier, Exchequer specific data can be pulled into Gold-Vision using the integration tool.

For fields which are common between the two systems, such as Billing Address, Exchequer becomes the master for that data. Updates made to these fields in Exchequer can update corresponding Gold-Vision details when the integration tool is run.

2.2. Sales Order Integration

The next level of integration is to integrate Gold-Vision quotes with Exchequer sales orders. This involves creating a new sales order in Exchequer when a Gold-Vision quote is closed "Won".



Products are created and maintained in Exchequer. The integration tool is used to import those products to Gold-Vision. Once in Gold-Vision, additional detail can be added (such as product images) and price lists can be created.

When a user creates a quote in Gold-Vision, the products they see will be those sourced from Exchequer. Prices will be in line with the Exchequer base price or based on a selected Gold-Vision price list.

A key benefit of using Gold-Vision for quoting is the ability to create more flexible proposal or quote formats using Microsoft Word.

When the Opportunity or Quote is "closed-won", associated quotes are exported to Exchequer's Sales Order Processing functionality, allowing final review by the accounts team and easy conversion to an invoice without re-keying.

7-Mar-17 Page **5** of **28**



Sales team users do not require Exchequer licences for this process.

2.3. Transaction History Import

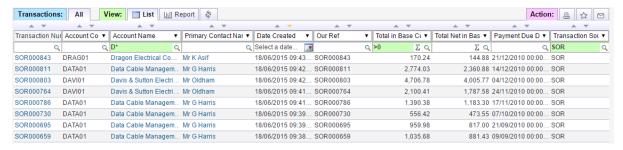
The transaction history import is a standard solution we can enable for integrations if required. Transaction history is imported to purposed built extension tables within Gold-Vision.

Importing transaction history into Gold-Vision allows users to:

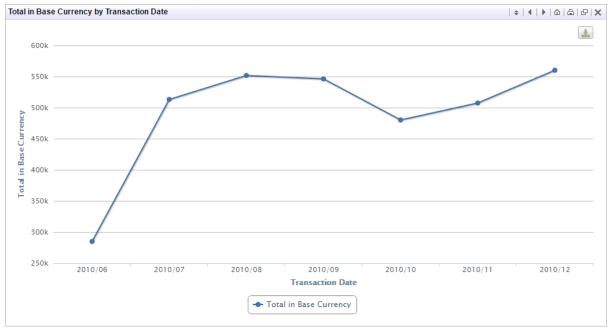
- Utilise Gold-Vision dashboards for the purpose of generating sales reports sourced from Exchequer data.
- Review purchase history for a customer when they make an enquiry.
- Create a new campaign based on transaction history.

The transaction history import does not indicate when an order has been despatched, invoiced or paid.

Once in Gold-Vision, Transaction Headers and Lines can be queried using standard Gold-Vision functionality.



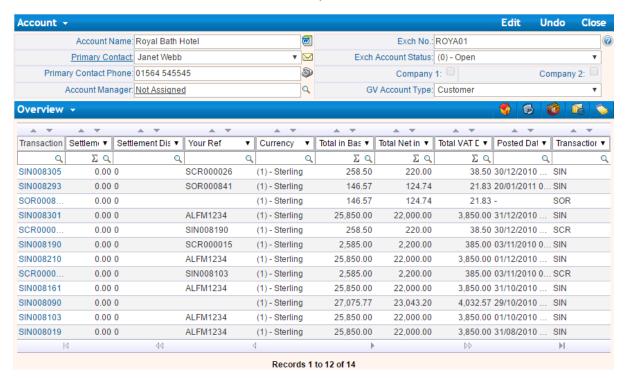
Complete dashboard functionality can be utilised.



7-Mar-17 Page **6** of **28**



Transactions are also available as a sub list within the parent account.



Transaction items can be drilled into to view more detail and see transaction lines.



7-Mar-17 Page **7** of **28**



2.4. Multi-Company Compatibility

With the exception of the Bookings to Sales Order module, all of the standard modules described previously are multi-company compatible. This means a single instance of Gold-Vision can integrate with multiple Exchequer companies / datasets.

For example, a single Gold-Vision account can exists in multiple Exchequer companies. Exchequer details for that customer can be pushed back and collated against the single Gold-Vision account.

Exchequer Transaction History is imported against the single Gold-Vision account giving users the ability to view a complete sales history for the account or choose to filter the sales history by Exchequer Company.

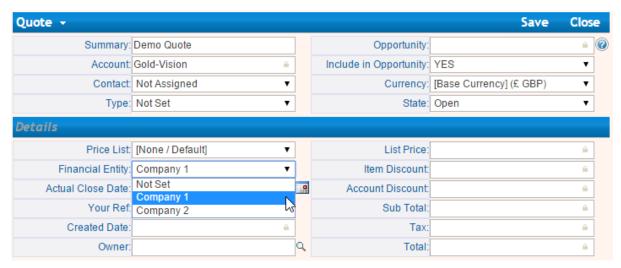
Products can be imported from all Exchequer Companies into Gold-Vision's single product catalogue but they remain associated with the Exchequer Company from which they were imported.

When quoting, the user will select the Exchequer Company to which the quote will eventually be pushed. This also restricts the products available when building the quote to those sourced from the corresponding Exchequer Company.

The account below exists in two Exchequer Companies:



When building a quote, it is associated with one of the Exchequer Companies:



When selecting products, only those imported from the company dataset targeted above will be available for selection.

7-Mar-17 Page **8** of **28**

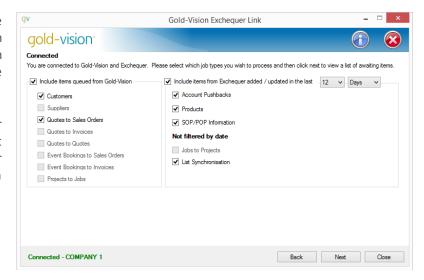


3. Administration Process

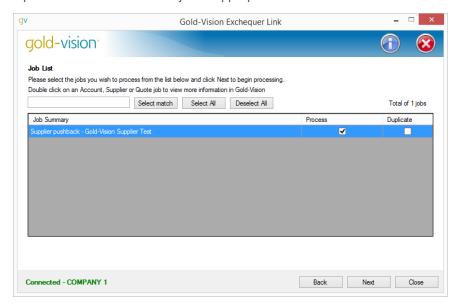
The manual Gold-Vision to Exchequer integration process is managed through an application normally loaded on your Exchequer administrators' computer.

To the right is the control page where the administrator can choose which integration aspects for process, or update all areas.

Your bookkeeper or accountant can ensure that uncontrolled Accounts or invoices do not simply arrive in their system.



Using the integration tool, there is a control process where the Sage administrator can review the jobs to be processed and amend or reject if appropriate.

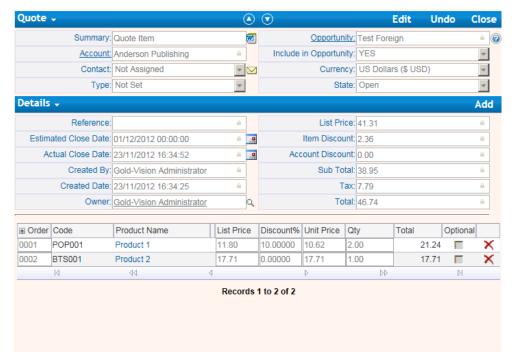


The integration tool displays individual jobs: transactions may be quickly processed, or specific items held back for query.

7-Mar-17 Page **9** of **28**



Below, an example Gold-Vision quote, with products.



Please note that the management of credit notes (plus associated potential stock returns etc.) are beyond the scope of the Gold-Vision integration. The adjustments would therefore be made in Exchequer.

7-Mar-17 Page **10** of **28**



4. Implementation Approach and Timings

Gold-Vision to Exchequer integration requires installing and configuring. During this process, key users are trained. This is typically an accounts user and a Gold-Vision Administrator. The configuration process essentially involves the mapping of fields between the systems, and configuring how these are viewed in Gold-Vision.

Typically, accurate customer details are available from your Exchequer and so represent a useful source of data for initial load into Gold-Vision, especially since this load also includes the Exchequer Customer ID which is then used for on-going synchronisation.

For new prospects or customers, we work with you to agree the right process and triggers for new customers to be initiated from Gold-Vision, as described in section 2. These are defined using standard Gold-Vision alerts.

There are 2 main levels of integration as follows:

Level 1 – Account Synchronisation

- On initial setup, existing Exchequer accounts may be imported to Gold-Vision. These may be customer or supplier (or both) types.
- The Gold-Vision account may be updated with Exchequer information fields (e.g. Account Balance).
- Transaction History is pulled into Gold-Vision and associated with the relevant parent Accounts.

Level 2 – Order and Invoice Processing

- Level One items above, plus...
- The Exchequer product list may be simply imported into Gold-Vision. Where additional Gold-Vision descriptions, images etc. have been added, these are not overridden.
- Gold-Vision "won" quotes may be exported to sales order processing for easy invoicing.

The integration tool is a standard solution, with configuration options. If your Exchequer integration requirement is not covered by the functionality described in this document, then please feel free to discuss your requirement with us.

7-Mar-17 Page **11** of **28**



4.1. Implementation Process

Typically, the following steps are taken when implementing a new integration:

- 1. Customer returns the Return Form found in this integration pack and grants appropriate access to various servers as applicable (please see section 5).
- 2. Customer / Project consultant imports Exchequer customer codes to Gold-Vision ready for linking with Exchequer.
- 3. Technical consultant installs a basic integration with a Exchequer test company (ideally the test company will be a copy of your live company). Links are created between Gold-Vision accounts and Exchequer customers.
- 4. Technical and project consultant will walk the customer through the integration process.
- 5. Customer takes some time to test the integration and determine any required adjustments. Adjustments are fed back to the technical consultant.
- 6. Technical consultant completes implementation of the integration and connects to the live Exchequer company.

7-Mar-17 Page **12** of **28**



5. Technical Considerations

We integrate with both the Pervasive and SQL versions of Exchequer. To run the latest integration tool (recommended), the .Net 4.0 framework will need to be installed on the users' computers. This will also need installing on the server if the tool is being run automatically.

Running the integration tool automatically means the integration tool is run as a Windows service. While this can be used to simulate a "live" integration between the two systems, the passage of data is not immediate; the service runs on a poll and the frequency of polls within a given timeframe is dependent on server performance.

Typically, the automated service is utilised to schedule heavy data transfers such as transactions updates between Exchequer and Gold-Vision outside of working hours. Any requirements for automation need to be discussed with your pre-sales or project consultant prior to the integration being implemented.

5.1. Requirements

- .NET 4.0 (Windows XP Service Pack 3 or Higher, Windows Server 2003 Service Pack 2 or Higher).
- User access to Gold-Vision.
- User access to Exchequer mapped drive.
- Exchequer toolkit installed and working (mapped drive etc. set up correctly).
- Ideally, access to the Exchequer client.
- RDP access to the Gold-Vision server.
- If automating the integration, RDP access to the Exchequer server is required.

We require RDP access to the Gold-Vision and Exchequer servers to complete implementation. We cannot implement the integration via applications such as Go-To-Assist and Team Viewer.

7-Mar-17 Page **13** of **28**



| 6. Return Form | | | |
|---|---|--|--|
| Exchequer version: | | | |
| Is Exchequer hosted: | | | |
| Hosted Details (if applicable): | | | |
| | | | |
| Primary Exchequer / Accounts User: (Primary Integration Tool User) | | | |
| Primary Gold-Vision User: (Secondary Integration Tool User) | | | |
| Run automated | | | |
| Modules to implement: Customer Synchronisation (including Pushback): | | | |
| Supplier Synchronisation (including Pushback): | | | |
| Sales Order Creation from Gold-Vision Quote: | | | |
| Sales Order Creation from Gold-Vision Booking: | (Not Multi-Company Compatible) | | |
| Product import: | | | |
| Transaction History Import: | + Transaction Lines: (Resource Intensive) | | |
| Exchequer companies to integrate: | | | |

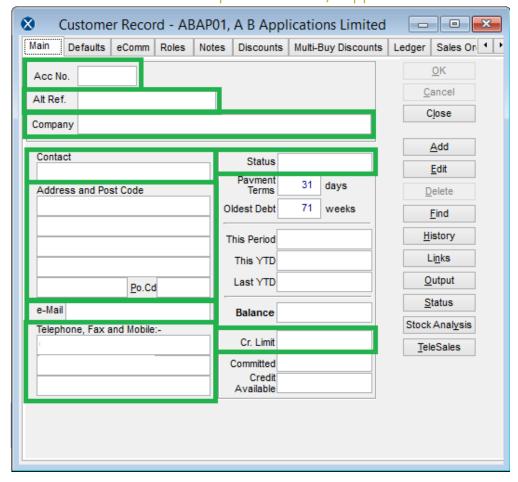
7-Mar-17 Page **14** of **28**



7. Mapping Notes

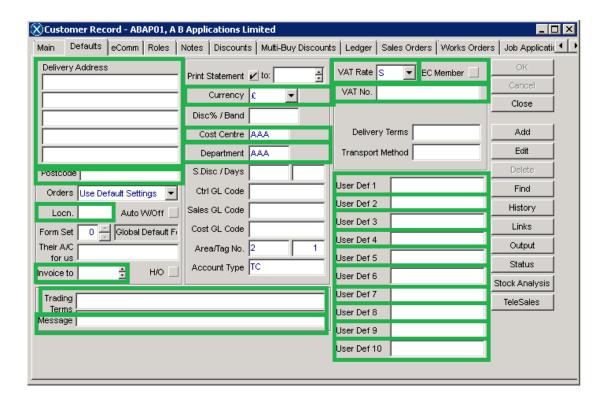
Green fields can be mapped between systems.

7.1. Gold-Vision Account to Exchequer Customer/Supplier



7-Mar-17 Page **15** of **28**

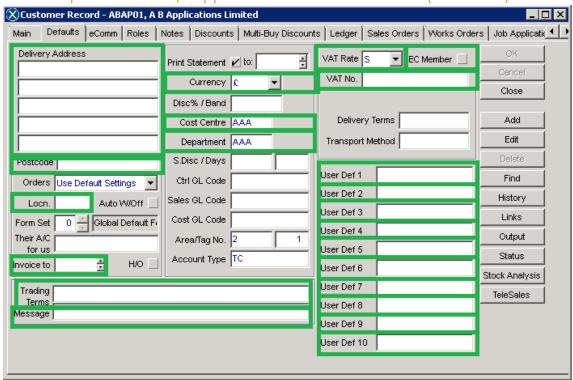


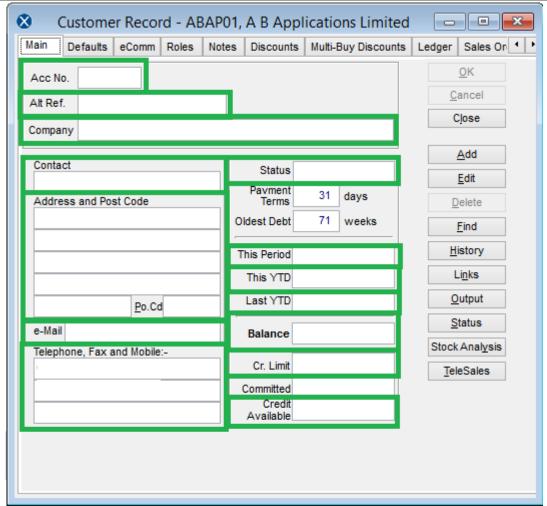


7-Mar-17 Page **16** of **28**



7.2. Exchequer Customer/Supplier to Gold-Vision Account (Pushback)

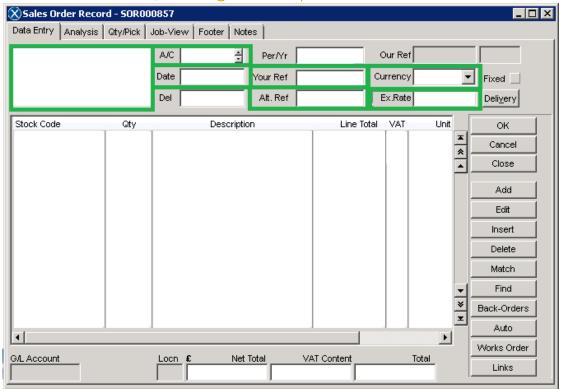


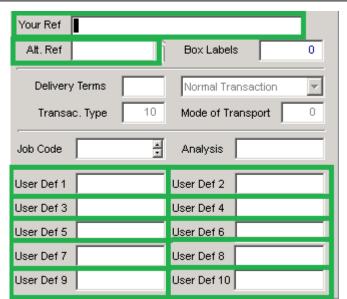


7-Mar-17 Page **17** of **28**



7.3. Gold-Vision Quote / Booking to Exchequer Sales Order



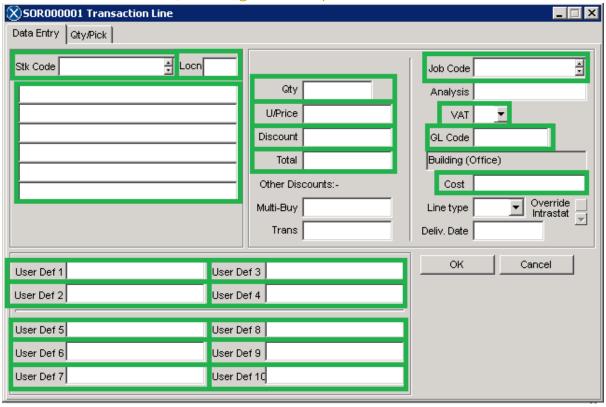




7-Mar-17 Page **18** of **28**



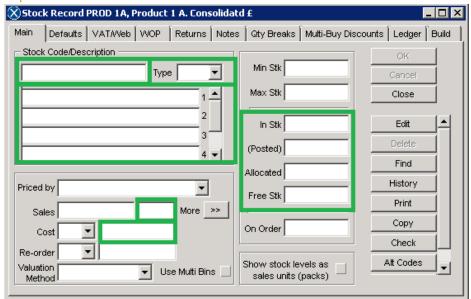
7.4. Gold-Vision Quote / Booking to Exchequer Sales Order Line

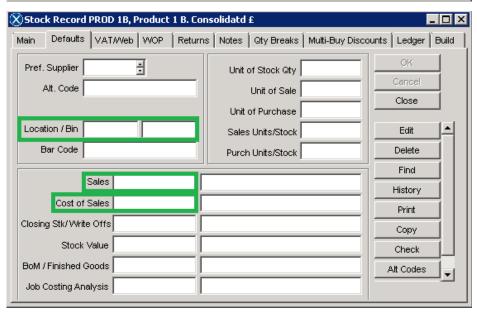


7-Mar-17 Page **19** of **28**



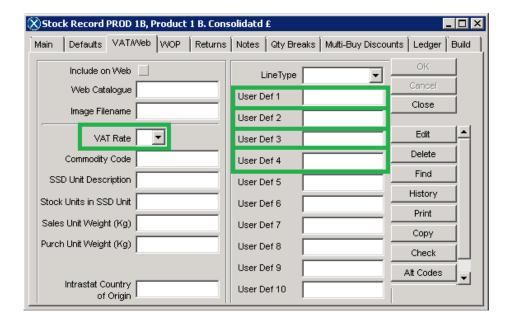
7.5. Exchequer Product to Gold-Vision Product





7-Mar-17 Page **20** of **28**





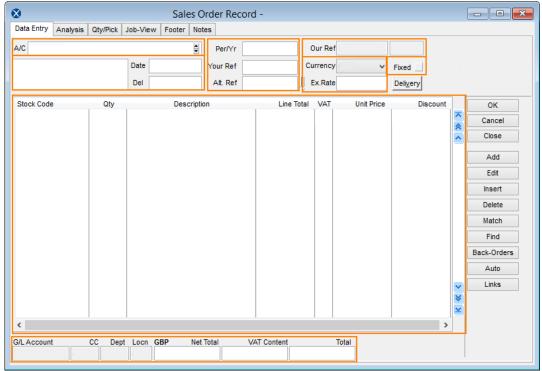
7-Mar-17 Page **21** of **28**

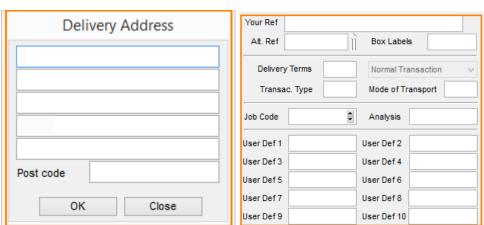


7.6. Transaction History

The following values are extracted from Exchequer and inserted into purpose build Gold-Vision Transaction History tables. Transaction history is imported for all integrated customers and includes Sales Invoices, Credit Notes, Journal Invoices, Journal Credits, Sales Quotes and Sales Orders. The fields imported as standard can be found highlighted in orange below.

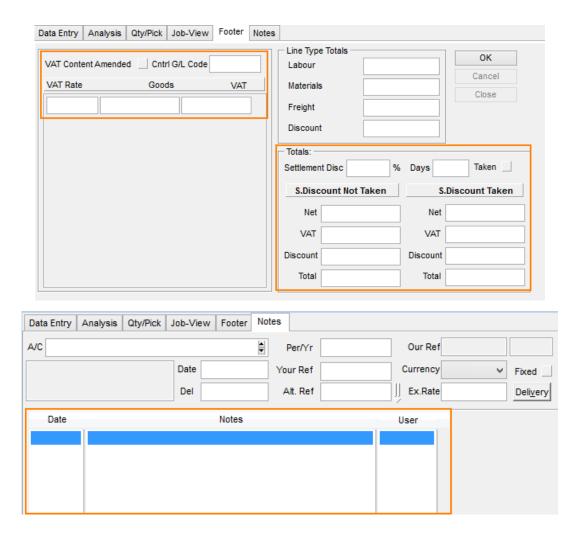
Transaction Header:





7-Mar-17 Page **22** of **28**

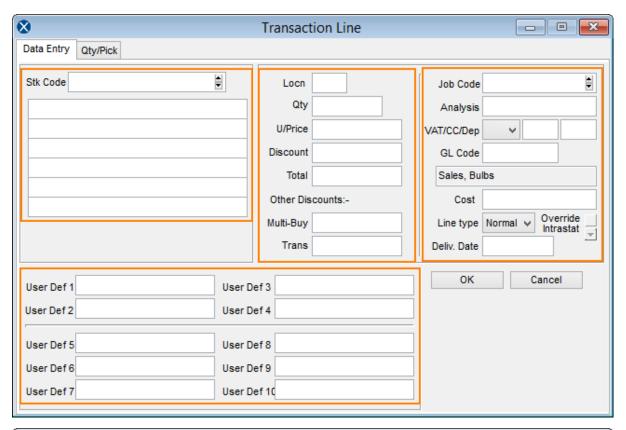


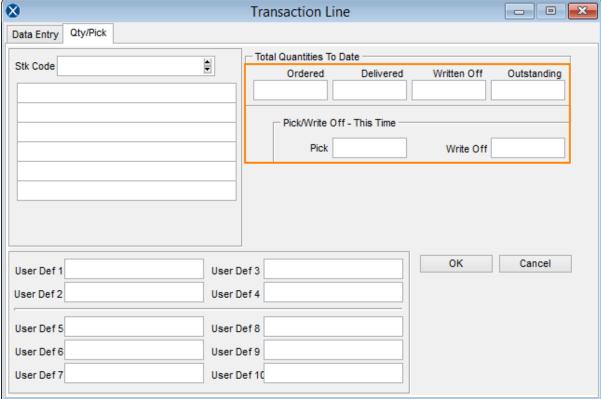


7-Mar-17 Page **23** of **28**



Transaction Lines:





Once in Gold-Vision, Transaction Headers can be queried using standard Gold-Vision functionality such as reporting or sourcing campaigns.

7-Mar-17 Page **24** of **28**



Overall Transaction History view:



Overall Transaction History Lines View:



7-Mar-17 Page **25** of **28**



250

Sample reporting from imported Transaction History Headers:



SII

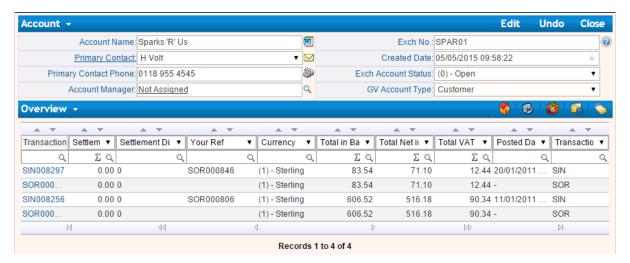
Transaction Source

Number of Records

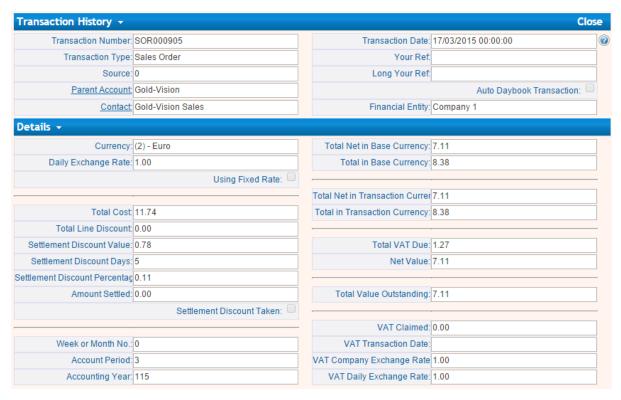
7-Mar-17 Page **26** of **28**



Per Account Transaction History Header View:



Detailed Transaction History View:



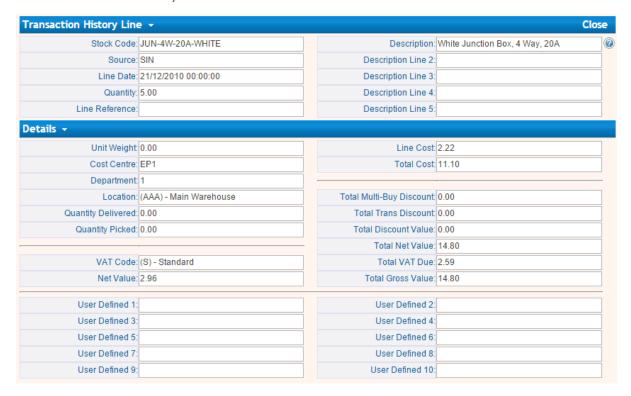
7-Mar-17 Page **27** of **28**



Per Transaction, Transaction Lines view:



Detailed Transaction History line view:



7-Mar-17 Page **28** of **28**