



CNET ChannelOnline Connector for NetSuite IT Resellers

Streamline your Lead to Cash cycle using CNET ChannelOnline's best of breed IT Reseller software and NetSuite's first class CRM and Financials using Explore Consulting's CNET Connector for NetSuite.

CNET ChannelOnline offers IT Resellers a fast and easy to use quoting tool, providing instant access to integrated part catalogs and pricing information from the major industry hardware suppliers such as Ingram Micro, SYNEX, Tech Data, Arrow, and others. Explore Consulting's CNET Connector for NetSuite integrates your NetSuite CRM, Order Processing, and Accounting operations with ChannelOnline's quote and order management tools, eliminating rekeying of data and significantly speeding up your Lead to Cash cycle.



Key Features & Benefits

- Eliminates manual and duplicate data entry by automatically moving data between systems, allowing your business to increase volume and grow without adding headcount.
- Automatically push leads and contacts from your NetSuite CRM up to ChannelOnline.
- Quotes from ChannelOnline are integrated into NetSuite for forecasting, including version management.
- Booked orders in ChannelOnline are integrated into NetSuite to show closed business for order processing and invoicing.
- SKUS included on Quotes and Orders are automatically created in NetSuite if they do not already exist, eliminating manual keying of data, and only storing in NetSuite those SKUS you actually use.
- Built-in failover handling for missing vendor, item, or customer data.
- Monitor profitability with gross margin reporting through integrated item cost data.
- Manage the fulfillment process and notifications, automatically communicating status updates from ChannelOnline to NetSuite.
- Real-Time alerts and notifications to sales reps, managers, and administrators for status changes, required actions, and exception handling.
- CloudConnect Dashboard for integration monitoring.