

Commercient SYNC for Lawson and Microsoft Dynamics 365

Commercient SYNC, the #1 data integration platform that integrates your data between Lawson and Microsoft Dynamics 365. The Commercient SYNC Agent is rapidly deployable and gives you access to your Lawson customer and order information in Microsoft Dynamics 365. We work with the following: Lawson M3, Lawson S3, LN, Infor Visual, Infor 10 Distribution Business, BAAN, Infor Adage, Infor Syteline (Frontstep) aka (Symix), Infor Distribution FACTS, Infor Distribution SX.e, Infor Distribution A+, Infor Fourth Shift, Baan IV, Baan V, Infor Baan, Infor LN 6.1, Infor LN 10.3, Infor M3, BPCS, Mapics, Lilly, VISUAL Mfg, NxTrend, JBA, Minxware, Infor ERP LX, GrowthPower, PointMan ERP, Infor XA, Infor visual 7.1.2, and INFOR SYTELINE V705.

About SYNC:

Commercient SYNC is created by ERP and CRM data integration experts. By having that, SYNC creates a simple data integration pathway between your Lawson and Microsoft Dynamics 365. Once the data integration takes place, your Lawson data is automatically loaded into your Microsoft Dynamics 365 without programming, coding, mapping or servers required. SYNCing data is a cloud-based experience that ensures your data is protected. SYNC has the following benefits:

- Data integrated from Lawson to Microsoft Dynamics 365 becomes native data inside Microsoft Dynamics 365 CRM. Being native data inside the CRM means bringing data from your Lawson over to Microsoft Dynamics 365 in which you can perform any function from that data and manipulate it to the way you need it, for example, connecting to third-party apps and creating dashboards
- Inside Microsoft Dynamics 365, the system provides the function of a user-friendly search engine to look up data that is SYNCed from Lawson because the data is native, it is searchable. For instance, looking for a serial number that relates to a Sales Order record or Invoice Record
- Commercient can significantly reduce the likelihood of exceeding the Microsoft Dynamics 365 API Lawson limits, as Lawson has a limit of 100 requests per minute per company. In the event that a daily limit is reached (which can occur during the initial SYNC of a large Lawson system) Commercient will continue to SYNC where it left off on the following day
- The Commercient SYNC app developed for Lawson and Microsoft Dynamics 365 detects changes in either database whether it is Lawson or Microsoft Dynamics 365 and SYNC only those changes in the data within either system

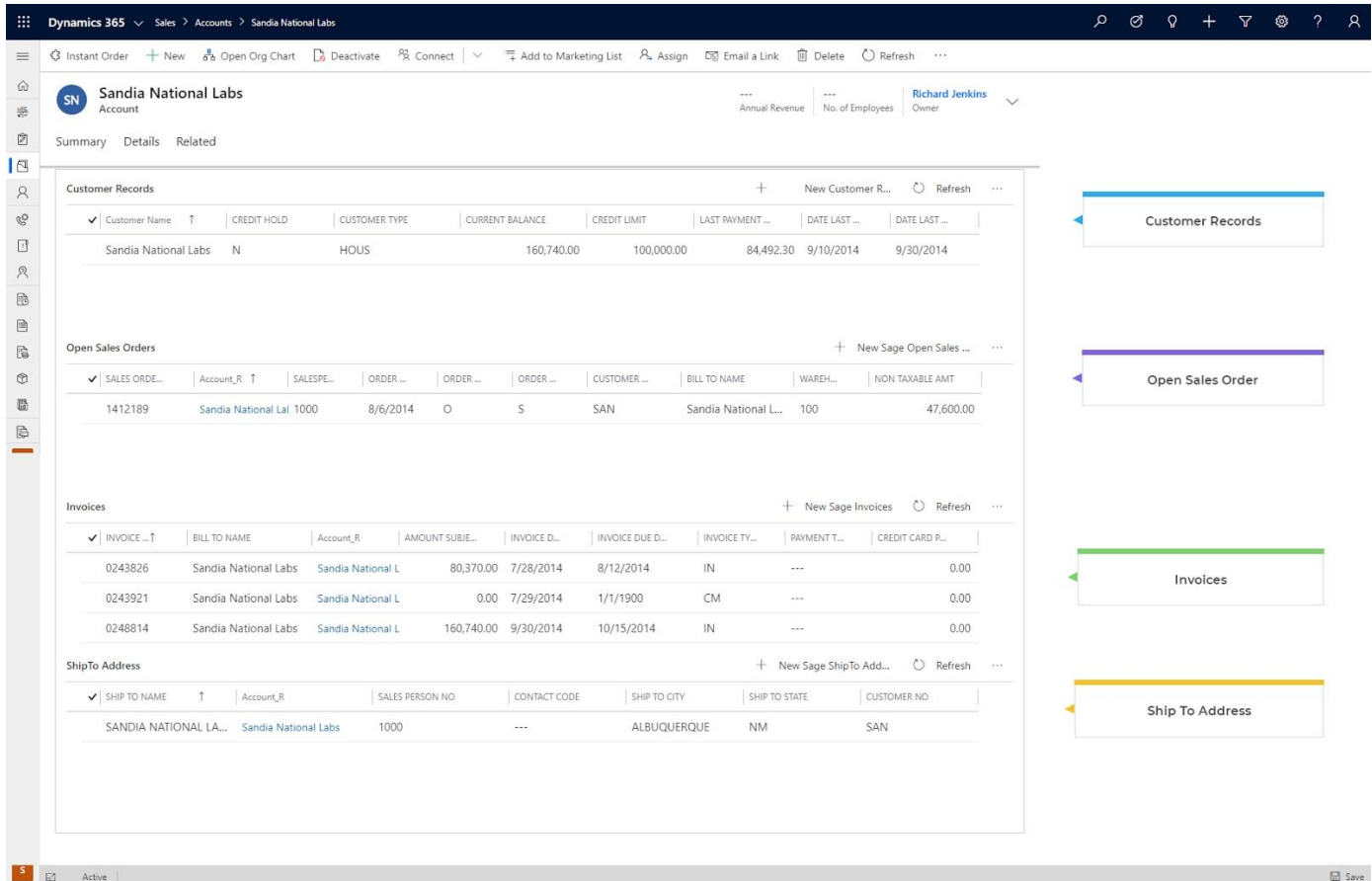
What if I have an existing Microsoft Dynamics 365 database?

When you have existing data in both systems (Lawson and Microsoft Dynamics 365) the following steps will take place, first, the data will need to be backed up, second, you will come to a point when integrating the data and you will have to do deduplication on 3 items that we have a native function inside our Commerciant SYNC app that also leverages artificial intelligence (AI) for following items listed below:

- Accounts: Deduplication happens here when customer names are spelled incorrectly and deduplication for child-parent relationships, form part of the standard purchase of Commerciant SYNC at no additional costs.
- Customers: They need deduplication as there are customers with no accounts that are contacts and there is an AI for this.
- Products/Items: Deduplication happens for this when there is a different item description over the same product.

What does SYNC offer?

Customers in Lawson are integrated into Microsoft Dynamics 365. The first item to be SYNCed is your **AR Customer Record** and once this is completed, all the fields can be shown. Customers Ship To and Bill To address in Lawson are merged into Microsoft Dynamics 365, which can be displayed according to their needs. By clicking on the Lawson Customer Record, you can see all the fields that are synchronized.



Customer Records

Customer Name	CREDIT HOLD	CUSTOMER TYPE	CURRENT BALANCE	CREDIT LIMIT	LAST PAYMENT ...	DATE LAST ...	DATE LAST ...
Sandia National Labs	N	HOUS	160,740.00	100,000.00	84,492.30	9/10/2014	9/30/2014

Open Sales Orders

SALES ORDE...	Account_R	SALESPE...	ORDER ...	ORDER ...	ORDER ...	CUSTOMER ...	BILL TO NAME	WAREH...	NON TAXABLE AMT
1412189	Sandia National Labs	1000	8/6/2014	O	S	SAN	Sandia National L...	100	47,600.00

Invoices

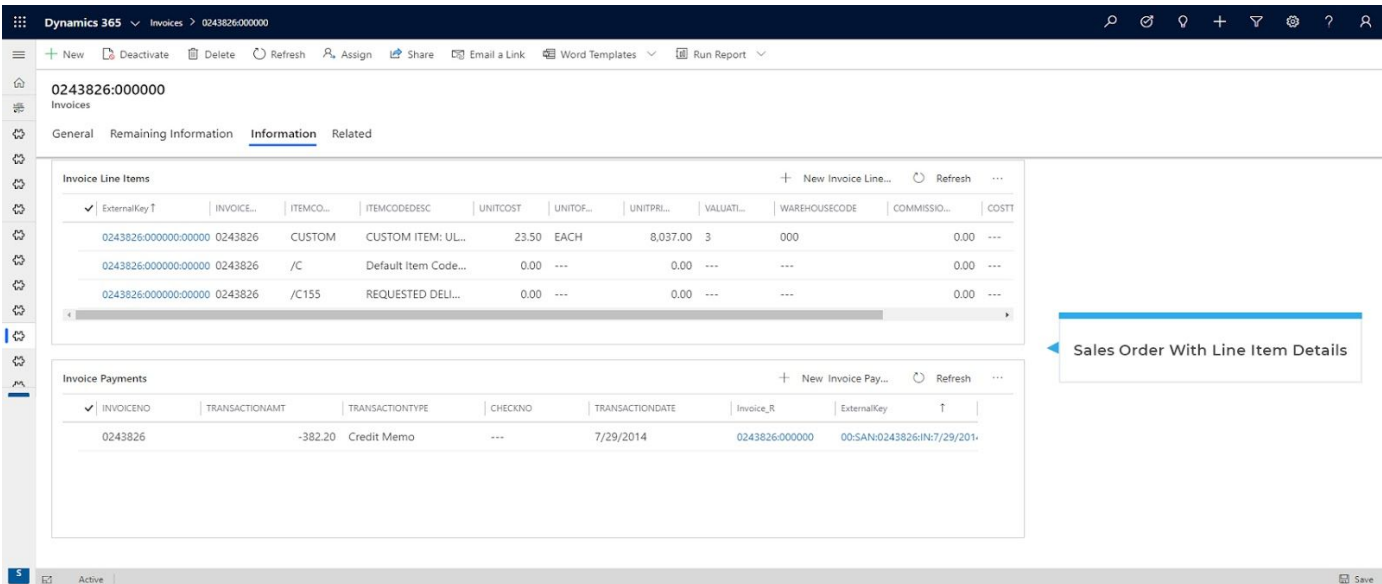
INVOICE ...	BILL TO NAME	Account_R	AMOUNT SUBJE...	INVOICE D...	INVOICE DUE D...	INVOICE TY...	PAYMENT T...	CREDIT CARD P...
0243826	Sandia National Labs	Sandia National L	80,370.00	7/28/2014	8/12/2014	IN	---	0.00
0243921	Sandia National Labs	Sandia National L	0.00	7/29/2014	1/1/1900	CM	---	0.00
0248814	Sandia National Labs	Sandia National L	160,740.00	9/30/2014	10/15/2014	IN	---	0.00

Ship To Address

SHIP TO NAME	Account_R	SALES PERSON NO	CONTACT CODE	SHIP TO CITY	SHIP TO STATE	CUSTOMER NO
SANDIA NATIONAL LA...	Sandia National Labs	1000	---	ALBUQUERQUE	NM	SAN

Sales Order With Line Item Details

Once the Customer Record is in Microsoft Dynamics 365, Commerciant then SYNCs the **Sales Orders and their Detail Lines** which relates them to the corresponding Microsoft Dynamics 365 Account record. A customer object is then created in Microsoft Dynamics 365 as the Sales Order data and Invoice Sales Order data is combined into one, since each customer's needs are unique. This allows customers to see their invoices that have their orders and details as well as, viewing the different statuses of their sales orders as they change in Lawson. When removing Lawson Sales Order data that has been canceled from Microsoft Dynamics 365, it performs automatically.



The screenshot displays the Microsoft Dynamics 365 interface for an invoice. The top navigation bar shows 'Dynamics 365' and 'Invoices' with the invoice number '0243826:000000'. The left sidebar contains navigation icons. The main content area is divided into two tabs: 'General' and 'Information'. The 'Information' tab is active, showing 'Invoice Line Items' and 'Invoice Payments'.

Invoice Line Items

ExternalKey	INVOICE	ITEMCO	ITEMCODEDESC	UNITCOST	UNITOF	UNITPRI	VALUATI	WAREHOUSECODE	COMMISSIO	COST
0243826:000000:000000	0243826	CUSTOM	CUSTOM ITEM: UL...	23.50	EACH	8,037.00	3	000	0.00	---
0243826:000000:000000	0243826	/C	Default Item Code...	0.00	---	0.00	---	---	0.00	---
0243826:000000:000000	0243826	/C155	REQUESTED DELI...	0.00	---	0.00	---	---	0.00	---

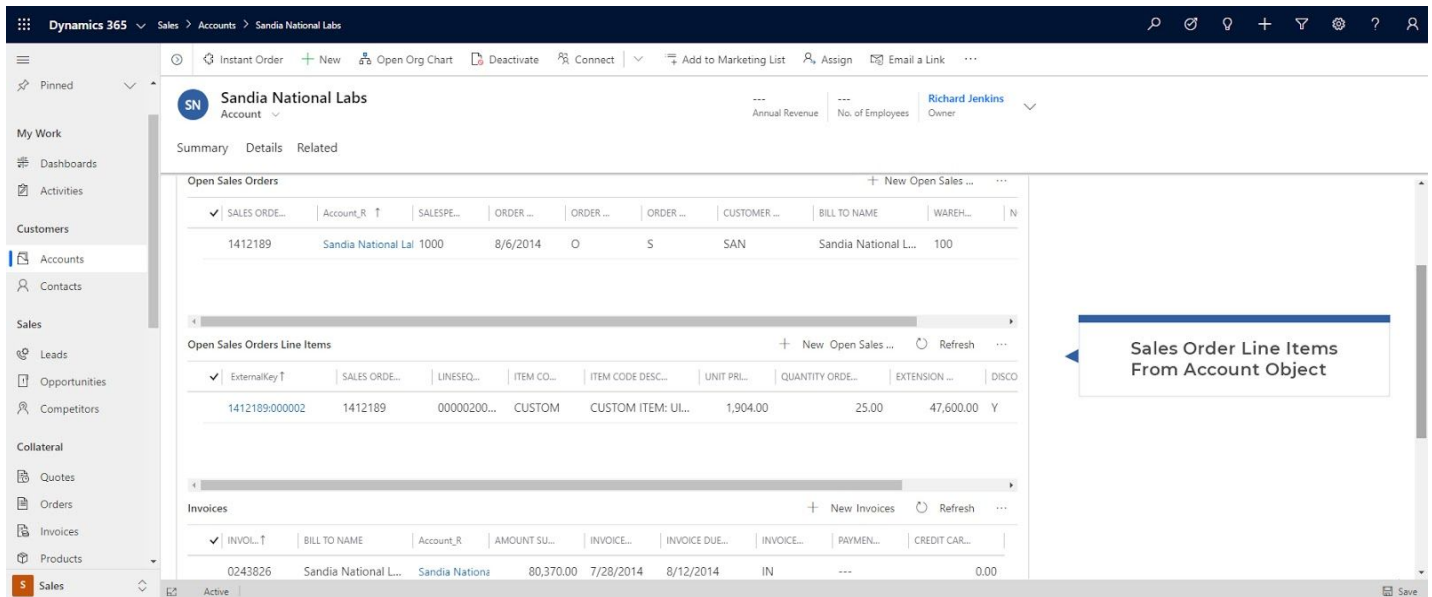
Invoice Payments

INVOICE	TRANSACTIONAMT	TRANSACTIONTYPE	CHECKNO	TRANSACTIONDATE	Invoice_R	ExternalKey
0243826	-382.20	Credit Memo	---	7/29/2014	0243826:000000	00:SAN:0243826:IN:7/29/2014

A callout box on the right side of the screenshot points to the 'Invoice Line Items' table with the text 'Sales Order With Line Item Details'.

Sales Order Screen Showing Account Object

Commerciant has designed the relationships with the data objects in Microsoft Dynamics 365 that can give you the freedom to decide which objects you would like to display on the screen. You are always able to click to other **parents- or child-related objects**. For instance, an Admin user can remove the Sales Orders from the Account screen but leave their **Detail Lines**. This allows our customers to see what was sold and shipped from the main account screen. By clicking on the Sales Order link on the detail line, they can view the full Sales Order.



The screenshot displays the Microsoft Dynamics 365 interface for the 'Sandia National Labs' account. The left sidebar shows navigation options like 'My Work', 'Customers', 'Sales', and 'Collateral'. The main content area is divided into sections: 'Open Sales Orders' and 'Open Sales Orders Line Items'. A callout box points to the 'Open Sales Orders Line Items' section with the text 'Sales Order Line Items From Account Object'.

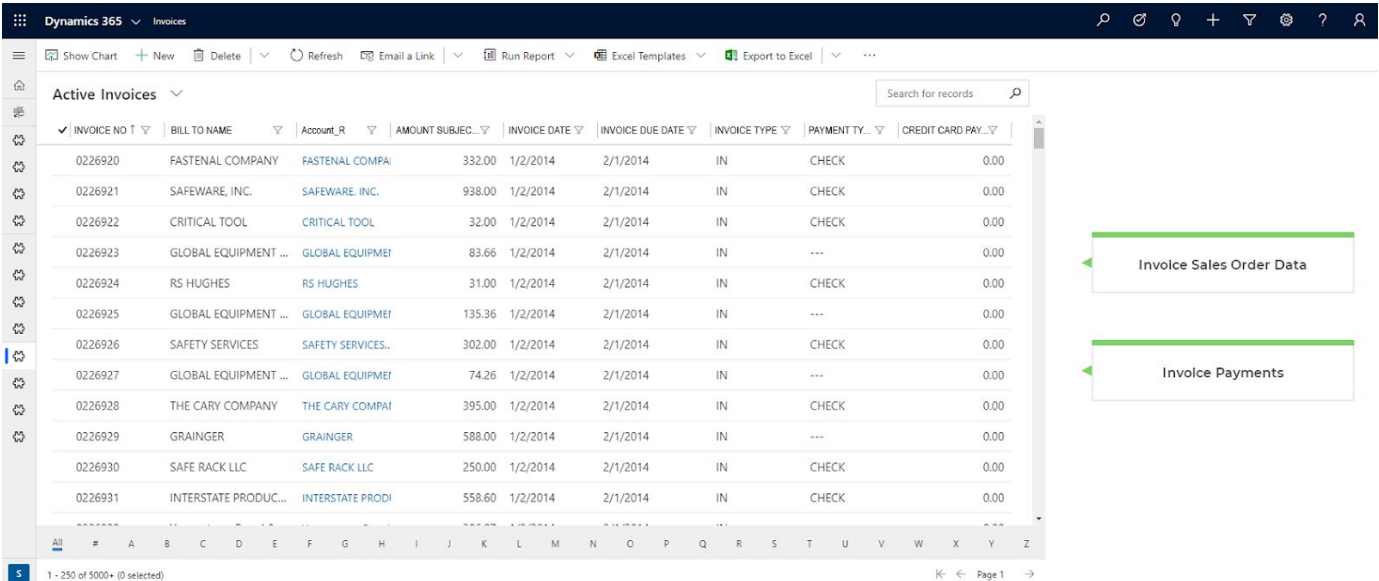
SALES ORDE...	Account_R ↑	SALESPE...	ORDER ...	ORDER ...	ORDER ...	CUSTOMER ...	BILL TO NAME	WAREH...	N
1412189	Sandia National Lab	1000	8/6/2014	O	S	SAN	Sandia National L...	100	

ExternalKey↑	SALES ORDE...	LINESEQ...	ITEM CO...	ITEM CODE DESC...	UNIT PRI...	QUANTITY ORDE...	EXTENSION ...	DISCO
1412189:000002	1412189	00000200...	CUSTOM	CUSTOM ITEM: UI...	1,904.00	25.00	47,600.00	Y

INVOI...	BILL TO NAME	Account_R	AMOUNT SU...	INVOICE...	INVOICE DUE...	INVOICE...	PAYMEN...	CREDIT CAR...
0243826	Sandia National L...	Sandia Nationa	80,370.00	7/28/2014	8/12/2014	IN	---	0.00

The AR Invoice

- The AR Invoice is a record that is synced and related to the **Invoiced Sales Order Data**, and **Invoice Payments**.
- The AR Invoice data is useful for identifying unpaid invoices and locating the data, in which the customer needs to pay for the services used.
- The other records which are used in SYNC include the **AR Customer Ship to Tax Exemptions**, **Item Master**, and **Item Warehouse**.
- The **Item Master** is used to create **Microsoft Dynamics 365 Products** by Commerciant and links the entire **Item** and **Warehouse** records to the **Product**.
- This gives you the ability to have accurate product data and Inventory availability. In addition, you can **SYNC any Database, table, or view**.



The screenshot shows the 'Active Invoices' table in Microsoft Dynamics 365. The table has columns for INVOICE NO, BILL TO NAME, Account_R, AMOUNT SUBJECT, INVOICE DATE, INVOICE DUE DATE, INVOICE TYPE, PAYMENT TY, and CREDIT CARD PAY. Annotations on the right side of the table point to specific data points: 'Invoice Sales Order Data' points to the 'INVOICE NO' column, and 'Invoice Payments' points to the 'PAYMENT TY' column.

INVOICE NO	BILL TO NAME	Account_R	AMOUNT SUBJECT	INVOICE DATE	INVOICE DUE DATE	INVOICE TYPE	PAYMENT TY	CREDIT CARD PAY
0226920	FASTENAL COMPANY	FASTENAL COMPA	332.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226921	SAFEWARE, INC.	SAFEWARE, INC.	938.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226922	CRITICAL TOOL	CRITICAL TOOL	32.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226923	GLOBAL EQUIPMENT ...	GLOBAL EQUIPMEI	83.66	1/2/2014	2/1/2014	IN	---	0.00
0226924	RS HUGHES	RS HUGHES	31.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226925	GLOBAL EQUIPMENT ...	GLOBAL EQUIPMEI	135.36	1/2/2014	2/1/2014	IN	---	0.00
0226926	SAFETY SERVICES	SAFETY SERVICES..	302.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226927	GLOBAL EQUIPMENT ...	GLOBAL EQUIPMEI	74.26	1/2/2014	2/1/2014	IN	---	0.00
0226928	THE CARY COMPANY	THE CARY COMPAI	395.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226929	GRAINGER	GRAINGER	588.00	1/2/2014	2/1/2014	IN	---	0.00
0226930	SAFE RACK LLC	SAFE RACK LLC	250.00	1/2/2014	2/1/2014	IN	CHECK	0.00
0226931	INTERSTATE PRODUC...	INTERSTATE PRODI	558.60	1/2/2014	2/1/2014	IN	CHECK	0.00

Can I limit or control the data that I SYNC?

Yes. Commerciant has created an open methodology of allowing you to control the filtering of data in the SQL WHERE statement while maintaining the integrity of relationship mapping and efficient syncing methodologies. Within the WHERE you can perform sub-queries, filters, and cross-table and cross-database sub-queries to affect the rules. In addition, you can also map custom tables or views. (Charges may apply).

What else does Commerciant do with Microsoft Dynamics 365?

Data synchronization is the first step towards a total solution. Ask about these additional modules for Lawson:

- Quote Processing
- Web-based Product Configurator
- Opportunity and Quote -> Sales Order Conversion
- Products and Price Book SYNC
- Product Record Types
- Cases with Serial Numbers Invoiced and Service Orders
- Opportunity Commissions Calculations based on Lawson Invoices
- Automatic Lawson Sales Order Email Engine
- Automatic Invoice Email Engine
- Dealer/ Wholesaler Self-Service Portal
- Custom Data Synchronization
- Account Conversion to Lawson AR Customer

Company Information:

Commerciant is a cloud-based company that connects Microsoft Dynamics 365 directly to your Lawson system. Our open SYNC Agent works with software such as Sage, SYSPRO, Traverse, and other ERP accounting systems. Commerciant improves the efficiency of getting CRM, B2B, and B2C eCommerce orders directly into your accounting system in real-time, with all of the associated business rules.

For more information, please use the Contact Us link on <http://www.commerciant.com>