



MARITIME
PARTNERS

SYNC Helps Maritime Partners Create Reports in Minutes Instead of Days

Commercient Integrates Sage Intacct
& Salesforce Enterprise





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Maritime Partners, LLC is a privately held company that provides financing solutions to the United States maritime industry. Their assets transport the commodities that comprise the building blocks of the domestic economy, including agricultural products, chemicals, aggregates, crude oil and refined petroleum products. As a privately held firm, they enjoy the freedom to offer tailored leasing services to operators across the full spectrum of credit quality. Their management team has a combined 38 years of industry experience in chartering, financing, asset management and shipbuilding across all marine asset classes.

LOCATION	<i>Metairie, Louisiana</i>
EMPLOYEES	<i>10+</i>
INDUSTRY	<i>Finance, Maritime Industry</i>
ERP & CRM	<i>Sage Intacct & Salesforce Enterprise</i>
CUSTOMER BUSINESS MODEL (B2B, B2C, or Both)	<i>B2B</i>
SOLUTION(S)	<i>Commerciant SYNC</i>
GO LIVE DATE	<i>Fall 2020</i>

CHALLENGE	SOLUTIONS	RESULTS
<p>Replace a previous ERP with a powerful solution</p>	<p>Sage Intacct, a leading accounting and financial management software</p>	<p>Maritime Partners enhanced their finances and operations, and is flexible as the company grows</p>
<p>Implement a cloud-based CRM to modernize and update their overall sales processes</p>	<p>Salesforce Enterprise, the top CRM in the world</p>	<p>The company improved and streamlined their invoicing, sales, and inventory management</p>
<p>Important data needs to be connected from Salesforce Enterprise to Sage Intacct</p>	<p>Commercient SYNC, the #1 data integration platform for sales</p>	<p>Maritime Partners avoids double data entry, saving time</p>

NOTES

- **Maritime Partners is a privately held company that provides financing solutions to the United States maritime industry.** The business replaced a previous ERP with **Sage Intacct** to manage their operations and finance.
- To help streamline and modernize their sales processes, the company leveraged **Salesforce Enterprise, the top CRM in the world.**
- **“We use Salesforce as an inventory and monitoring tool, as opposed to a sales tool,”** explained Roy Bronson, CFO at Maritime Partners. **“We aren’t a traditional business, we’re a maritime leasing business. So we’re tracking various vessels and clients, plus potential clients, in Salesforce.** Overall, I'd say we're happy with it.”
- The company turned to **Commercient SYNC, the #1 data integration platform for sales** for a **Salesforce to Sage Intacct connection.**

RESULTS

- Thanks to Commerciant SYNC, the **team at Maritime Partners can access Salesforce Enterprise data directly in Sage Intacct**. This includes **new accounts, product custom object, billing custom object, and billing lines custom object**. This helps the company with **streamlining their processes and reporting**.
- **“We need to create reports out of one location**, instead of running a report out of Salesforce, and a separate report out of Sage Intacct,” explained Roy Bronson, CFO at Maritime Partners. **“We can run a single report out of Sage combining the two data sources.”**
- **“There’s a report that would have taken Roy and I two full days, and it’s now taking us 10 minutes with SYNC,”** said Kevin Vides, Accounting Manager at Maritime Partners. **“We can make sure everything looks good, and move on to the next report or the next project.”**
- In the near future, the company will work with Commerciant to SYNC additional items from Salesforce to Sage Intacct, to get a **full view of their customers, sales, and marketing**.

ABOUT COMMERCIENT



Commercient SYNC makes ERP and CRM data integration simple, quick, and efficient. Over the years we've helped companies of all sizes integrate their ERP data with their CRM system, helping businesses become more efficient.

Our SYNC integration has grown to over 65 systems, including Sage, QuickBooks, Acumatica, Epicor, SAP, SYSPRO and many others. With our ERP and CRM integrations, your data is synced to both systems in real time without the need for manual data entry, or the risk of human errors.

Phone No:

US: +1 (844) 282-0401

UK: +44 20 3870-2803

SA: +27 87 550-5997

Email:

support@commercient.com

sales@commercient.com

