



VIVEVE



SYNC Eliminates Double Data Entry
and Centralizes Data

Commercient Integrates QuickBooks Desktop Enterprise &
HubSpot CRM

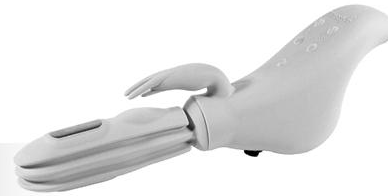
Viveve System _____

InControl _____

Product Manuals _____

VIVEVE

COMPANY PROFILE



Viveve provides women low risk, high reward medical procedures that promote personal health and wellness. The company is committed to innovative technological advances and to broad and elucidating education for medical and audiences worldwide. Viveve Medical is a medical technology company focused on women's intimate health. Our mission is to enhance women's lives by providing clinically proven, non-invasive, high quality products that improve their quality of life.

LOCATION	<i>Englewood, Colorado</i>
EMPLOYEES	<i>60+</i>
INDUSTRY	<i>Medical</i>
ERP & CRM	<i>QuickBooks Desktop Enterprise & HubSpot CRM</i>
CUSTOMER BUSINESS MODEL (B2B, B2C, or Both)	<i>B2B</i>
SOLUTION(S)	<i>Commercient SYNC</i>
GO LIVE DATE	<i>Summer 2021</i>

CHALLENGE	SOLUTIONS	RESULTS
Replace a previous CRM	HubSpot CRM, a leading cloud-based CRM solution	Viveve has improved their sales processes
Data between QuickBooks Desktop Enterprise and HubSpot CRM remained siloed	Commercient SYNC, the #1 data integration platform for sales	The sales and marketing teams can access important ERP information directly in HubSpot CRM
Create a data integration from CRM to ERP	Commercient's Phase 2 SYNC	New Deals and Companies created in HubSpot CRM are SYNC'd to QuickBooks, saving time

NOTES

- **Viveve provides women low risk, high reward medical procedures that promote personal health and wellness.** They utilize **QuickBooks Desktop Enterprise** to manage operations and finance.
- The business replaced a previous CRM with **HubSpot CRM** to help improve and streamline the management of their sales processes.
- **“HubSpot CRM is laid out and flows very logically, and it's easy to add integration,”** said Tim Hagan, Director of IT at Viveve. **“Our entire organization has really enjoyed the offerings, the price point, and the total functionality of what it can do.”**
- Viveve worked with **Commerciant SYNC, the #1 data integration for sales, to connect their QuickBooks and HubSpot CRM data,** giving them a 360-degree view of sales, customers, and marketing.

RESULTS

- With Commerciant SYNC, the sales and customer care teams at Viveve can access important **QuickBooks Desktop Enterprise data directly in HubSpot CRM, including Products, Orders, and Invoices.**
- **“SYNC helps us to cut down on the duplication of effort and it also eliminates errors,”** said Tim Hagan. **“Our data is centralized, so our sales team can just work in HubSpot, and it becomes the ‘system of truth’.”**
- **New HubSpot Deals and Companies are SYNC’d to QuickBooks as Orders and Customers,** helping the team at Viveve to save time.
- **“Our goal is to minimize the double data entry effort as much as we possibly can, and SYNC definitely does that for us,”** concluded Hagan.

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.

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