

Rapid Recovery

Franchise Integrating 1 Salesforce to 34 QuickBooks



Industry:
Maintenance & Repair

Website:
www.raprec.com

DBSync Products:
Salesforce & QuickBooks

Rapid Recovery, a refrigerant maintenance company for air conditioning units, approached DBSync after trying several different solutions that couldn't handle the scale of integration they needed. Using DBSync they successfully built a system to integrate the accounting systems of their 34+ franchise sites into a single Salesforce account.

Challenges

- Tapping into the QuickBooks files of all franchisees
- Tedious management of data when other solutions had failed
- Needed a one to many integration that actually worked at scale

Solution

- DBSync for Salesforce to QuickBooks
- Customized solution custom objects to new platform
- Salesforce synchronization of almost three dozen Quickbooks

Results

- Provided implementation of our solution for several franchises
- Provided coaching, so they were able to self-implement remaining integrations
- Removed previous issues with system crashing

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