VENDEMUS

INTEGRATION SUCCESS STORY

How Vendemus used Pipedrive with e-conomic to manage accounting, sales process, increase leads and scale up

Vendemus

THE CHALLENGE

Starting on the path of automation

Vendemus deals with bulk orders on a daily basis. Thus, invoice creation, being done manually, took a toll on the employees. Most of the time the accounting department was dedicated to creating invoices manually and adding customers to the accounting app.

What did Vendemus needed help with?

Vendemus needed help with automating the process of draft invoice creation in e-conomic.

THE SOLUTIONS

How did we approach it?

Our SaaS experts deeply analysed their business requirements before making the integration. The approach involved integration of Pipedrive and e-conomic.

Here, Pipedrive was the trigger app. When the customer field was put to yes, the draft invoice was created. The automation retrieved the customer details from Pipedrive and creates the draft invoice in the e-conomic app.

The CVR number was used to search for customers in e-conomic. If the customer was missing, then a new customer was created in e-conomic using the organisation data.
If the CVR number was missing, an automated email was sent to the client for further updates.

Pipeline name was used to find the product in e-conomic. If the product was missing, then a product was created using the pipeline name as the product name.

The client was also able to find or update the record in Google sheets by using the custom fields in the deal.

Automations delivered - SaaS apps that helped Vendemus grow:

- **Pipedrive -** Pipedrive was used to create deals and based on the deal stage further action was performed.
- **e-conomic –** The accounting app was integrated to generate invoices and automate invoicing.

Pipedrive + Visma e-conomic integration

About Dinesen

Vendemus offers advertising sales and was established in 2012

Headquarters:
Copenhagen, Denmark

Industry:
Advertising

Complexity:
Medium

Products and services:
Online and print media advertising

Website: https://vendemus.dk/

THE RESULT

Why Cloudify became the best fit for Vendemus?

- **Partnerships:** Official e-conomic partner + Elite partner Pipedrive
- **Automation experts:** Unique team of automation experts who not only help implement apps but also integrate and make the related automation.
- **Your ultimate process consultants -** Cloudify helps businesses grow as a whole, manage their processes better, boost sales and increase revenue with smarter workflows and intelligent processes.
- Our offerings: Digital analysis, SaaS implementation, and Automation
- **Marketplace by Cloudify:** We have our own Marketplace with listed apps with predefined workflows.
- **Customisations:** We offer customised solutions for simple and complex business automation that best fits your business needs.
- **Lighthouse by Cloudify:** Your process monitoring tool and a unified platform that gives you a bird's eye view of the whole automation process.

Get a Free Consultation

Need help with business process automation? Let us take up the burden and do the flow for you.

Book a free consultation

Contact Us