



Integrate OpenAir With Your Business Management Solutions

NetSuite OpenAir Connect



Most organizations looking to adopt a Professional Services Automation (PSA) solution have existing systems, including sales force automation, financials, or reporting tools, that need to be integrated. After all, it's critical that all systems — new and old — work together to contribute to profitability, improve project delivery, optimize resource utilization, and provide end-to-end visibility.

To meet this need, OpenAir Connect provides tools to manage integrations with customer relationship management (CRM) or sales force automation (SFA), human capital management (HCM), financial/enterprise resource planning (ERP) applications, and more.

Key Features

- **OpenAir APIs** integrate with enterprise software including ERP, CRM, HCM, BI, and other core systems. Customers can easily transfer data bidirectionally between OpenAir and other systems for a seamless experience.
- **Connector between NetSuite and OpenAir** takes the technical aspect out of integrating OpenAir with NetSuite. Connector is designed to provide an easy-to-configure and seamless connection, with broad support for sophisticated business processes. Options are available to select the frequency of data feeds as well as real-time integration for selected data fields.

Front-Office Integration

OpenAir integrated with front-office systems makes the flow of information from sales to execution seamless, no matter your CRM. Hundreds of customers have already successfully integrated OpenAir with their front-office applications, including NetSuite and third-party apps.

OpenAir also connects with standard Microsoft desktop applications, including Project and Outlook, and can download key information into Microsoft Excel.

Back-Office Integration

OpenAir integrates with back-office systems, including accounting packages such as NetSuite and third-party and proprietary applications, to automate key processes in the project lifecycle and provide end-to-end visibility.

Services businesses that have invested in leading ERPs will find that OpenAir integrates seamlessly.

OpenAir Connect Features

- OpenAir's [Integration Manager](#) exports and/or imports data into a flat file for quick and easy data feeds from and to other systems and OpenAir.
- OpenAir [Business Intelligence Connector](#) lets you publish OpenAir reports to a data feed in an OData/JSON format that can be consumed by BI tools. You can refresh the OpenAir data on demand from your BI tools.
- Additional integration options available through our partner network allow customers to supplement OpenAir with business logic from preferred iPaaS or middleware vendors.
- Automatic backup service lets you set up regular delivery of your OpenAir account data for additional analysis.

The screenshot displays the 'NetSuite Connector' interface, specifically the 'Mapping' tab. The interface shows a list of NetSuite fields on the left and a table of mappings to OpenAir fields on the right. The 'Projects (Projects)' connector is active.

Active	NetSuite field	Direction	OpenAir field	Initial only
<input type="checkbox"/>	Job.internalid	→	Project.netsuite_project_id_c	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.companyName OR Job.entityId	→	Project.name	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.customer	→	Project.customer_id	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.startDate	→	Project.start_date	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	= "1"	→	Project.active	<input type="checkbox"/>
<input checked="" type="checkbox"/>	NetSuite.account.currency	→	Project.currency	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.subsidiary	→	Project.netsuite_subsidary_id_c	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Subsidiary.name	→	Project.netsuite_subsidary_c	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Subsidiary.currencyName	→	Project.netsuite_sub_currency_c	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.custentity_oa_opportunity_id	→	Project.netsuite_project_opportunity_id_c	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Job.comments	→	Project.notes	<input type="checkbox"/>
<input checked="" type="checkbox"/>	= "6"	→	Project.user_id	<input checked="" type="checkbox"/>