SKYVVA Integration Suite
The cost-effective Salesforce integration for small and medium-sized businesses

Bridge the gap between Salesforce and IT systems without complex middleware.
Your cost-effective, seamless, and easy-to-manage alternative.

SKYVVA iPaaS-Solution

100% Salesforce-Nativ

Runs directly on the Lightning Platform utilizes existing security models, and requires no external hardware.

Ready to go in a few minutes

Quick installation and management by your own Salesforce Administrators without in-depth integration expertise.

Maximum cost efficiency without limits

Transparent licensing model with no additional charges for the number of connections or Salesforce instances.

Universal system-integration

Bidirectional connections to ERP systems, SQL databases, file servers, legacy systems, and cloud services.

Salesforce as the central integration hub

Integration of ERP systems, SQL databases, files (CSV/XML/JSON), file servers, legacy systems, and cloud services without external middleware complexity
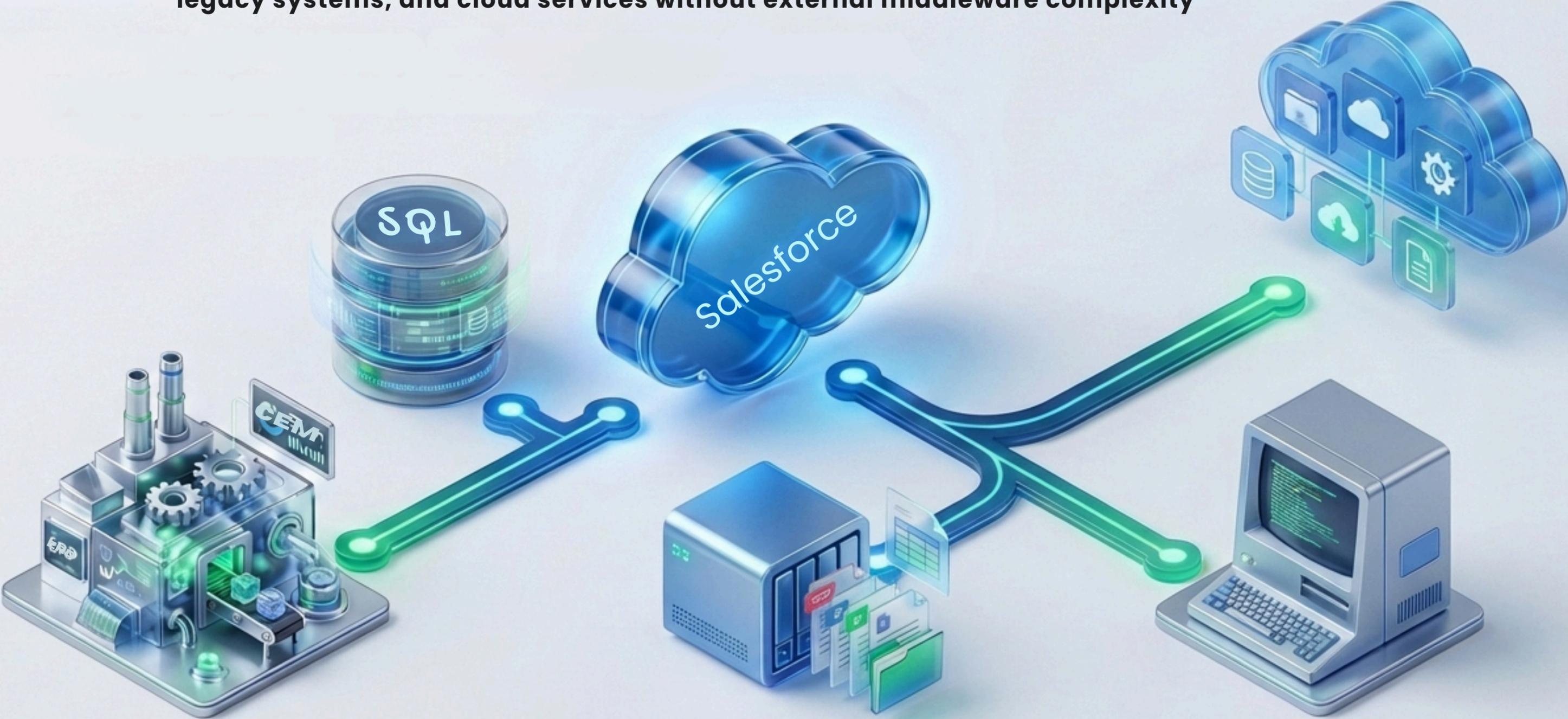
The reality of IT landscapes

Fragmented systems: Salesforce, ERP, and SQL databases often operate in isolation from one another.

Data silos: Important information isn't consistent and is scattered across multiple platforms.

Gaps in processes: Critical processes such as 'quote-to-cash' is held up due to a lack of real-time data.

Causes of manual errors: Manual data transfer takes time and leads to inaccurate data records.

Lack of 360° visibility: Sales and service teams work without a complete history of customer interactions.

Resource bottleneck: Small IT teams are overloaded with maintaining these interfaces.

Why enterprise solutions are often not suitable

SMEs Demand

Enterprise Cost & Complexity

Disproportionate costs: License fees often exceed the budget of small and medium-sized enterprises.

Complexity: Additional expertise and external support are required for external platforms.

Dependence on external resources: A lack of internal expertise necessitates the hiring of external consultants.

Over-engineering: SMEs pay for a wide range of functions, but only use standard scenarios.

External Infrastructure: Using tools outside of Salesforce increases the administrative workload.

FConclusion: It is only worthwhile when orchestrating dozens of systems.

The SKYVVA approach:
Integration directly on the Salesforce platform
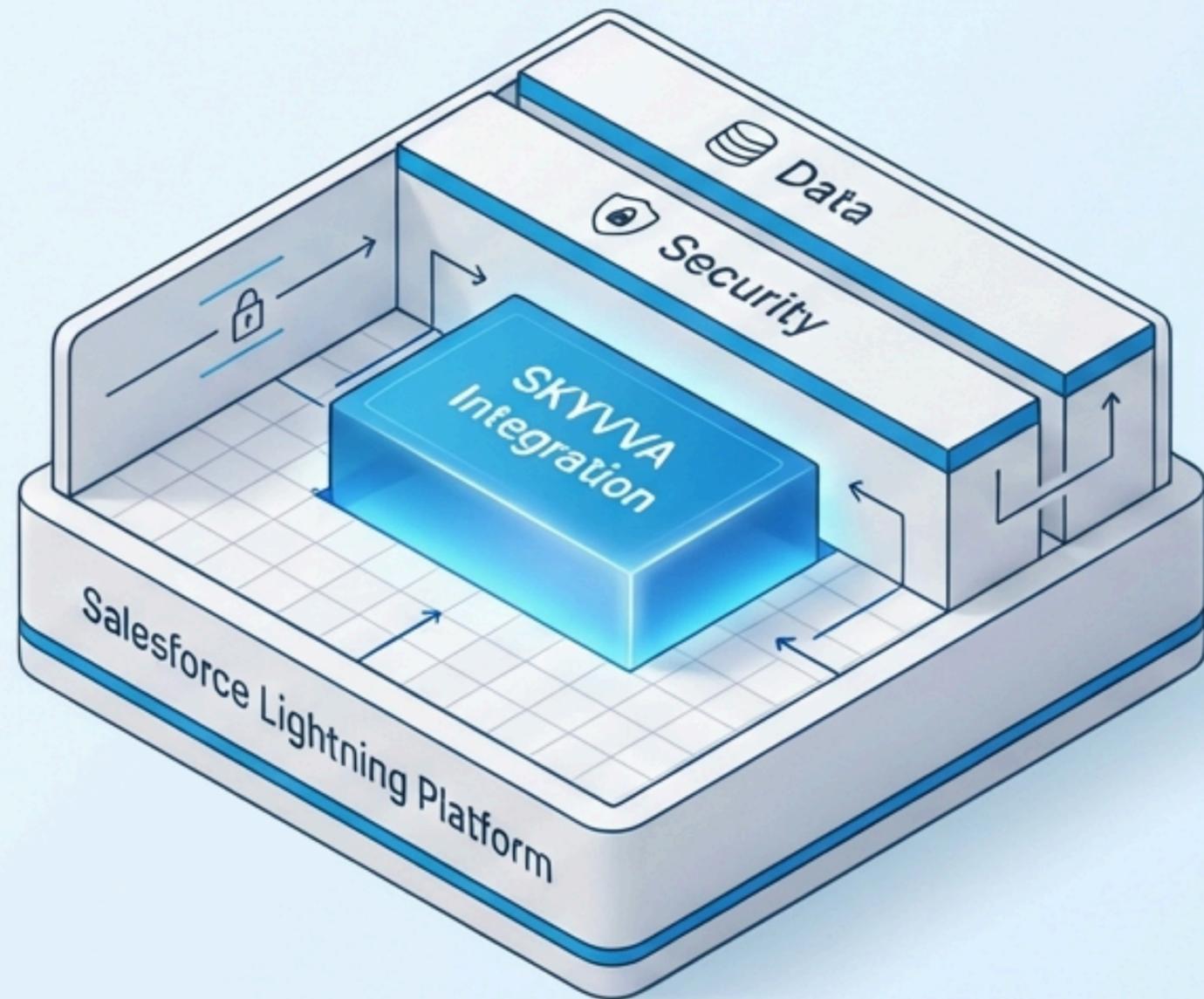
iiPaaS in Salesforce: SKYVVA runs directly on the Lightning platform without external servers.

Built-in security: Leverage existing Salesforce security models and data structures.

There is no need for new hardware: as the installation of the integration app is completely digital and takes less than five minutes.

Simple pricing model: The annual subscription covers all current and future components, including standard support.

Unlimited scaling: The number of connections and Salesforce instances is not limited.

Investment protection: Existing Salesforce infrastructure can be used without incurring additional costs.

Technical architecture and performance

Data Input

Salesforce Flow

Apex

Salesforce Database
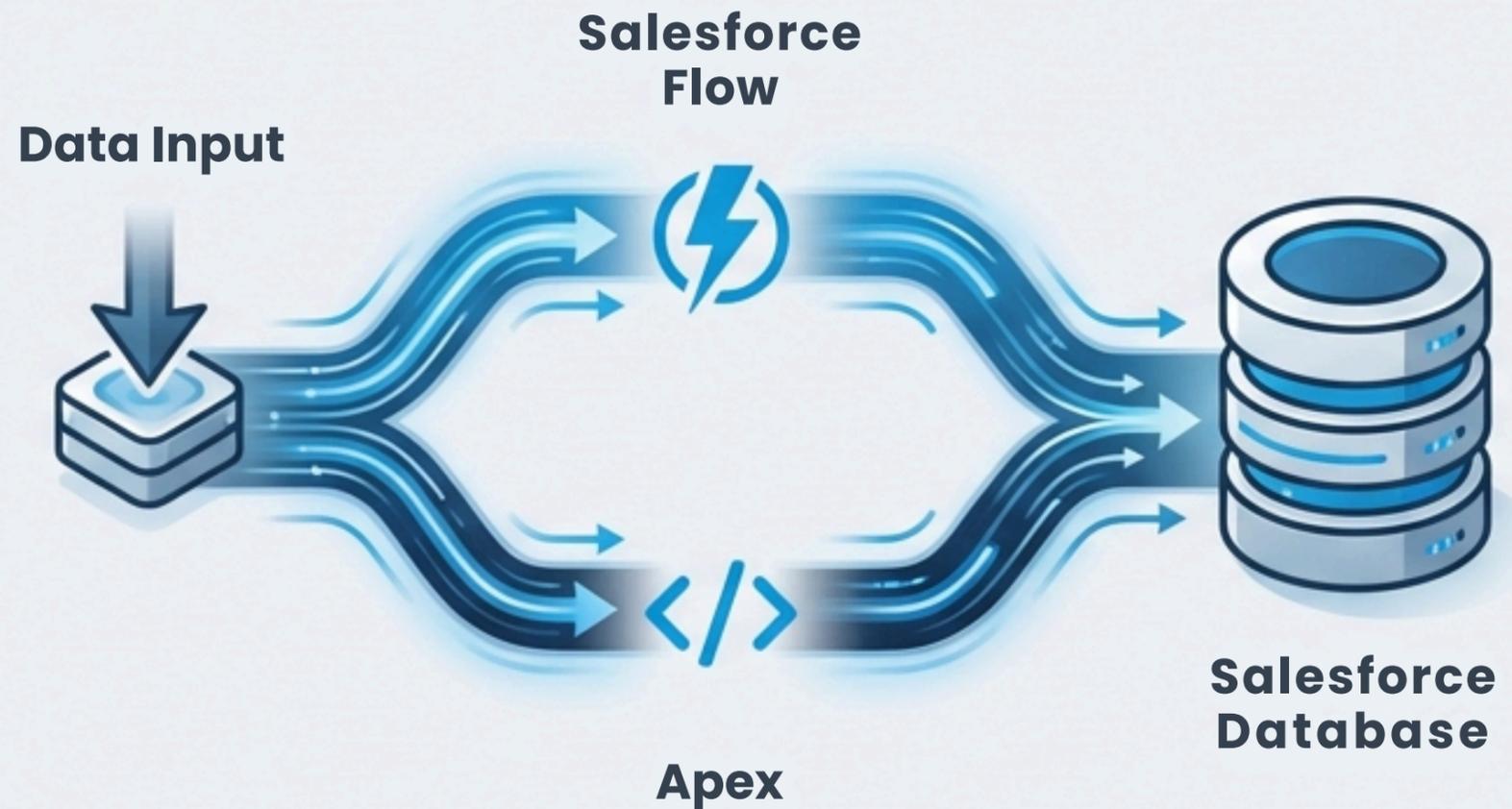
Salesforce Flow: Utilize native process automation. This will create seamless workflows.

Apex-Integration: Use of Apex classes for complex data transformations without external tools.

Event-Driven: Support for Salesforce Platform Events for event-driven processes.

Governor Limits: The limitations of the Salesforce platform are indirectly taken into account by the architecture.

Processing modes: It facilitates batch processing and near real-time integration through APIs.

Efficiency: The core system's direct data processing reduces both latency and the likelihood of errors.

Economic rationality and resource efficiency are important.

Integration
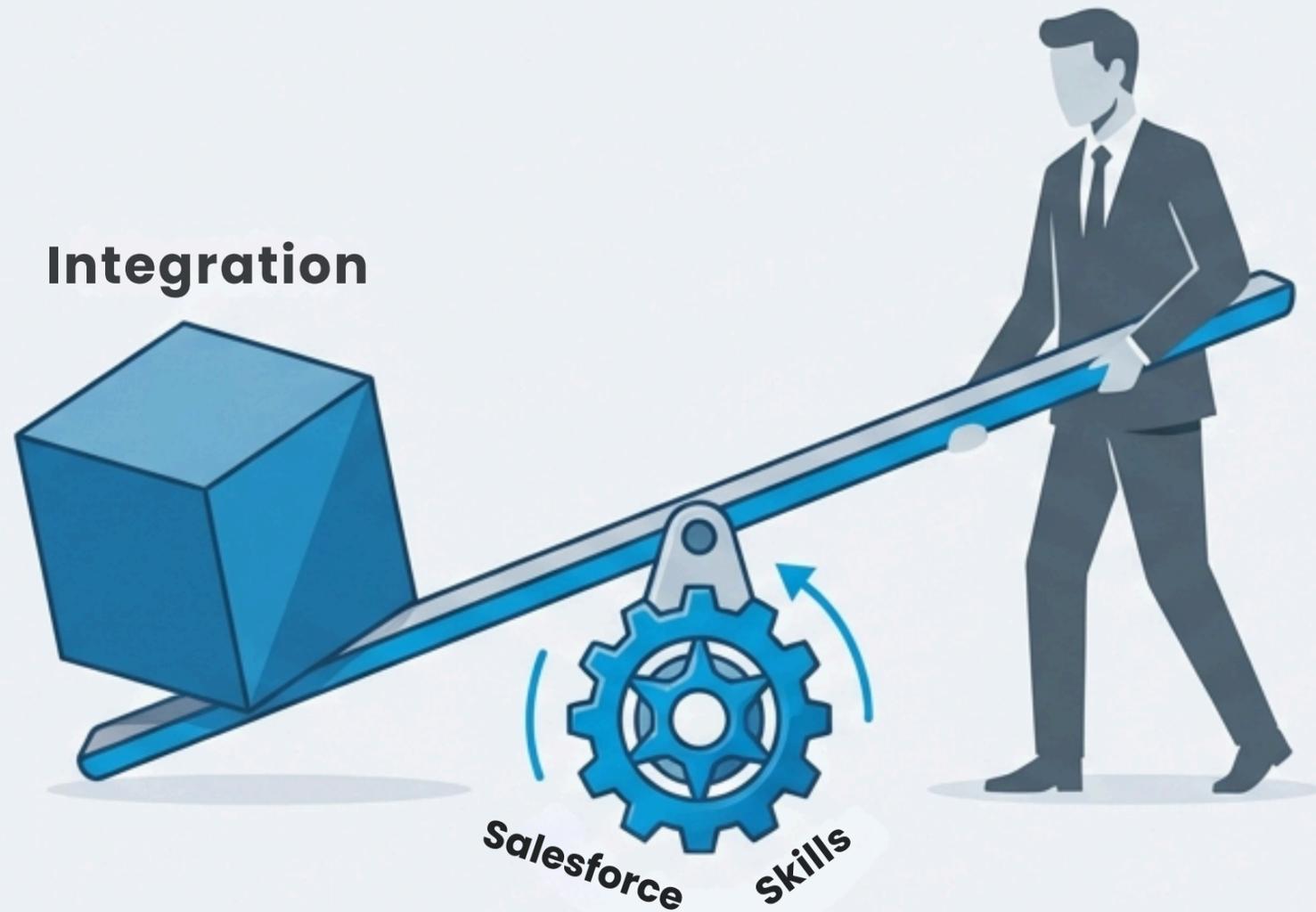
Salesforce **Skills**

Skill-Leverage: Salesforce administrators can manage integrations without acquiring new specialized knowledge.

**Look & Feel:** All configuration is done within the familiar Salesforce user interface.

Minimal training required: No steep learning curve for proprietary external middleware tools.

Lower TCO: No more costs for maintaining external hardware or additional software licenses.

Fast time-to-market: Familiar tools are key to accelerating the deployment of new integrations.

Independence: There is reduced dependence on external consultants.

Connectivity scope: What we connect
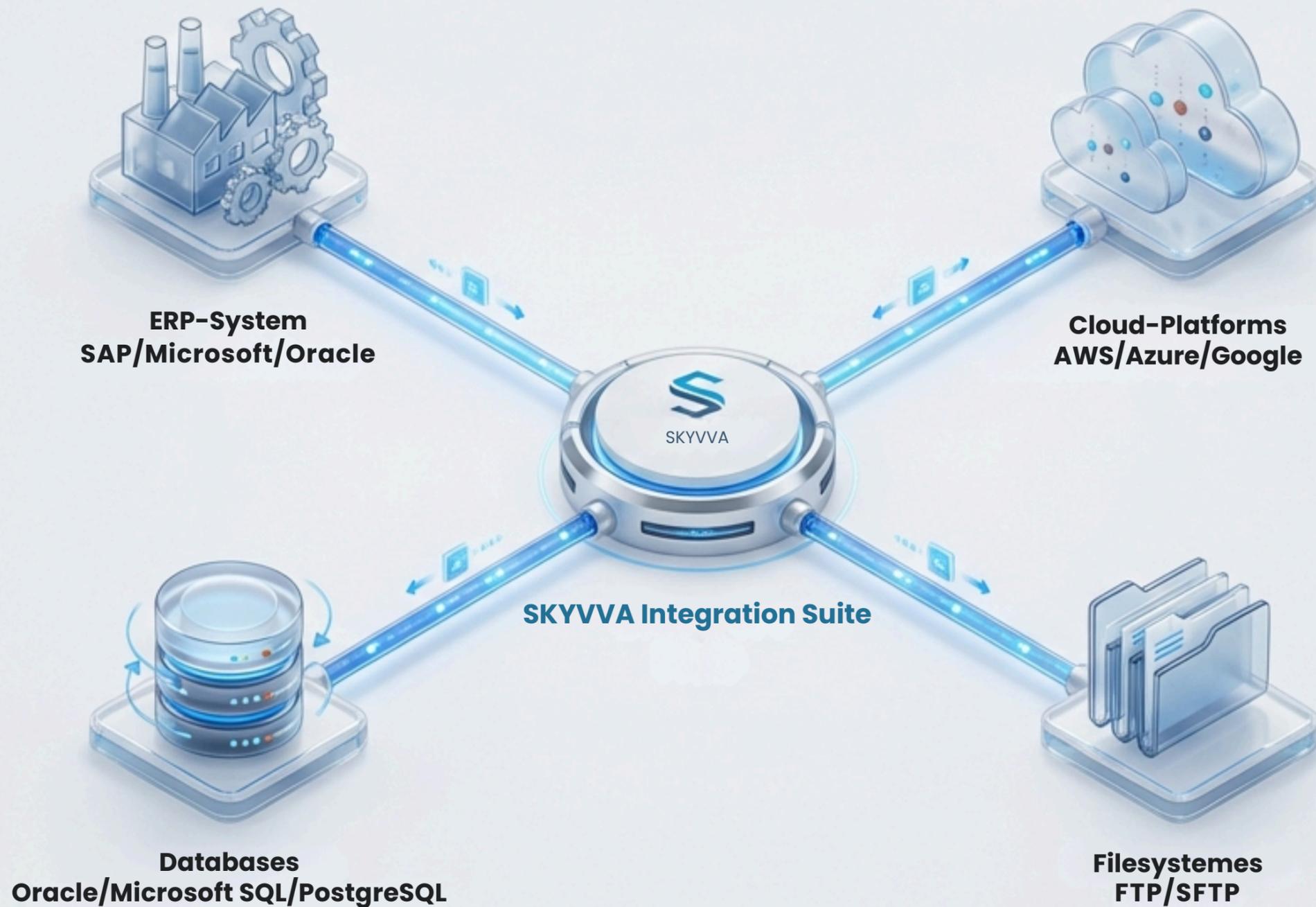
ERP systems: Bidirectional synchronization of customer, product, and order data.

Databases: Direct connection to Oracle, Microsoft SQL, and other relational databases.
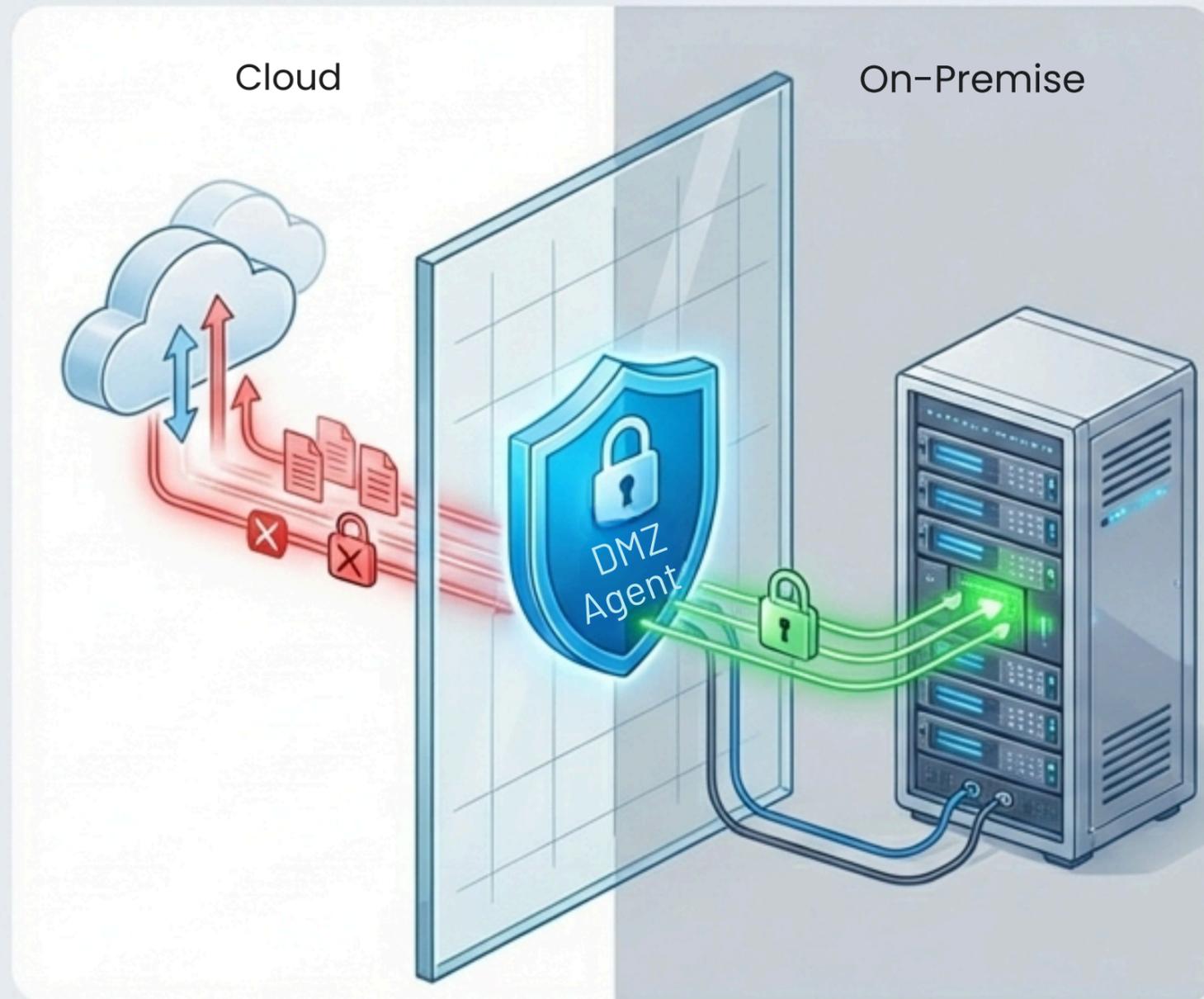
Cloud platforms: Seamless integration with AWS, Azure, Google Cloud.

File systems: Support for FTP and sFTP for exchanging flat and hierarchical file structures.

Legacy support: Access to legacy systems that are essential for ongoing operations.

Standard connectors: Provision of adapters for the most common integration scenarios in medium-sized businesses.

ERP-System
SAP/Microsoft/Oracle

Cloud-Platforms
AWS/Azure/Google

SKYVVA

SKYVVA Integration Suite

Databases
Oracle/Microsoft SQL/PostgreSQL

Filesystemes
FTP/SFTP

Hybrid integration: Security for on-premises data

Cloud

On-Premise

DMZ Agent

Bridging the gap: Securely connecting cloud agility with local on-premise systems.

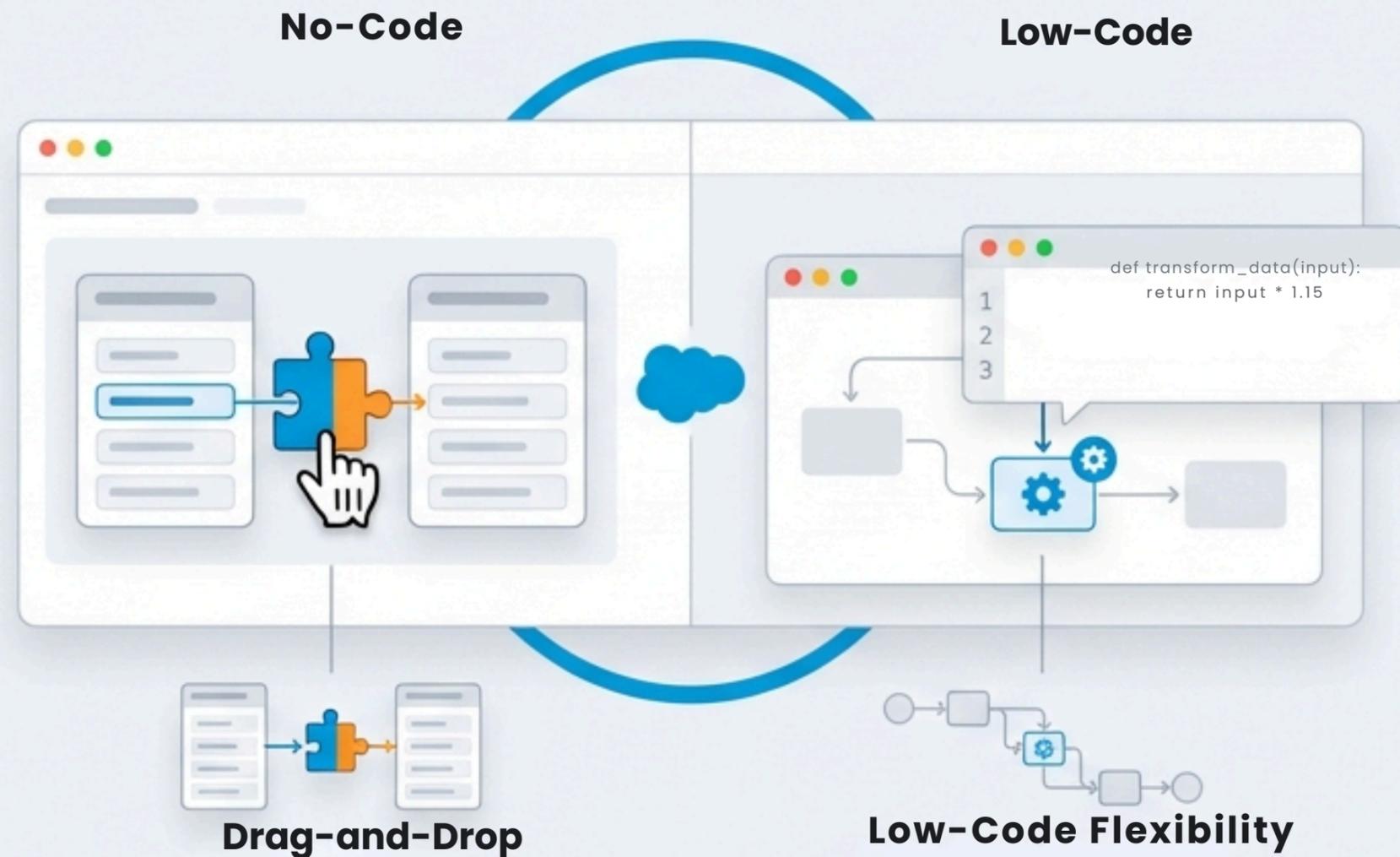**DMZ Agent:** Installation of a security agent in the company's demilitarized zone.

Controlled access: The agent strictly and securely regulates access to connected servers.

Network separation: External users do not have direct access to the internal company network.

Compliance: Ensure compliance with industry-specific regulations by storing data locally where necessary.

Data Protection: Sensitive internal resources are protected from direct cloud access.

Usability: No-code and low-code in practice

No-Code

Low-Code

def transform_data(input):
    return input * 1.15

Drag-and-Drop

Low-Code Flexibility

Drag-and-Drop: Visual mapping of data fields without writing lines of code.

Business User Enablement: Specialist departments can manage standard integrations. They can do so independently.

Formel-Wizard: Intuitive tools for data transformations directly in the Salesforce backend.

Low-code flexibility: Option to expand with user-defined code for complex requirements.

Troubleshooting: Monitoring and alerting tools are directly accessible to administrators. The system automatically detects errors and sends alerts to the responsible administrator.

Reporting: Use of Salesforce dashboards to monitor the integration status.

Ongoing development and support
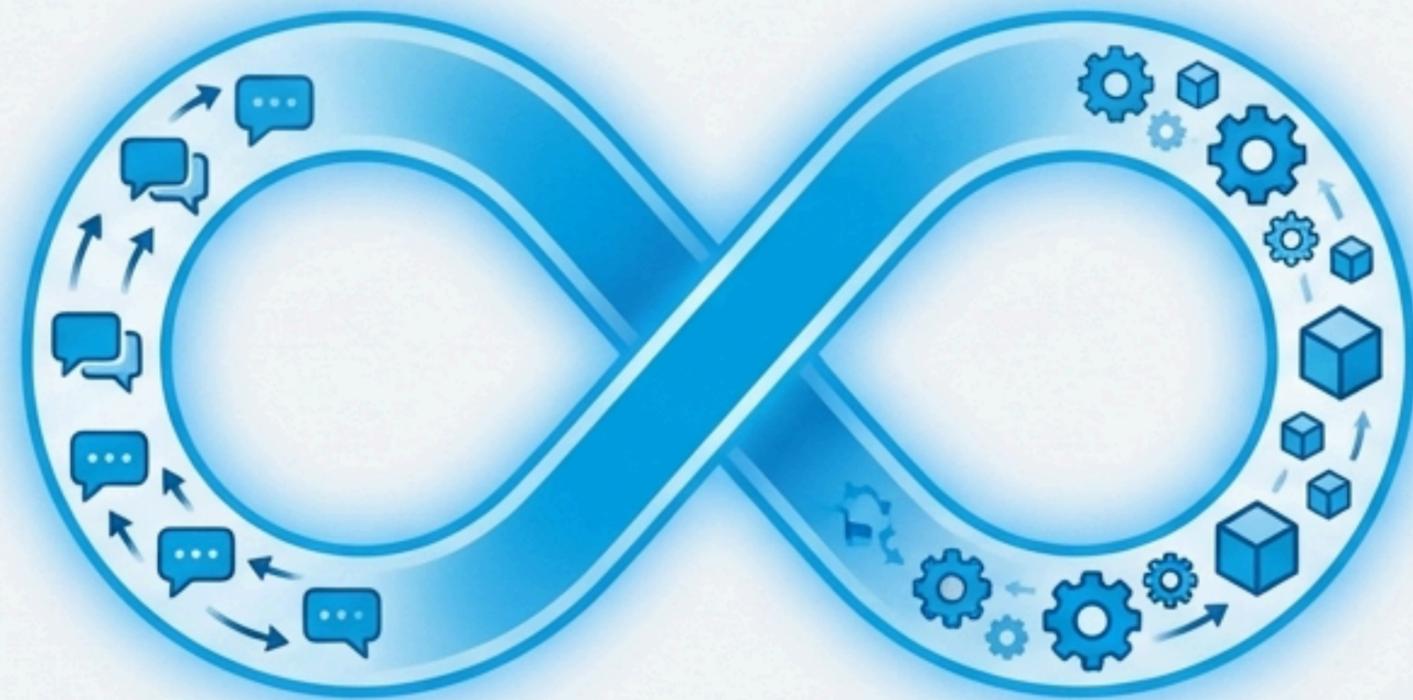
Customer Feedback: The roadmap and new features are directly influenced by user requests.

Process Optimization: The objective is twofold: to continuously improve automation and reduce the number of manual steps.

Performance upgrades: The process of migrating data is being continuously refined for large data volumes.

Support Quality: "Superb support, even for the smallest problems" (source: AppExchange).

Stability: Interfaces that are robust and remain compatible with Salesforce updates.

Monitoring Tools: Operating costs are saved in day-to-day business by functions such as reprocessing and alerting.

Key takeaways for Salesforce-focused SMBs

Targeted: Optimized for companies whose core business is Salesforce CRM.

Pragmatic: It solves real integration problems without adding unnecessary technological baggage.

Economical: The return on investment was 117% in the first year, and the annual license costs were 10,000 EUR.

Agility: Business processes are adapted to market changes at an accelerated pace.

Data Quality: More informed decisions are made through consistent data across all systems.

Scalable: The company's needs are met as it grows, and platforms don't need to be changed.

STRATEGIC VALUE: AI–READINESS & AGENTFORCE

ERP-Systems

Files
Fileserver

Legacy-Systeme
Database
Cloud

Consolidated
Data Context

**KI needs a
consolidated database.**

**Thanks to native integration,
a central data pool is created
directly in Salesforce.**

**There is immediate availability
of ERP and third-party system
data for Salesforce, Agentforce,
and analytics projects.**

Start your integration: The Free DataLoader

Get started right away: Download the Free DataLoader directly from Salesforce AppExchange.

No risk: Test import and export functions without any financial obligation.

Tutorials: Use the instructions provided for your initial interface configuration.

Reusability: Once created, integrations serve as templates for future projects.

Automation: Set up time-controlled data transfers (hourly or daily) right away with our Integration Agent.

Next step: Optimize your data flows now and increase efficiency.

100%
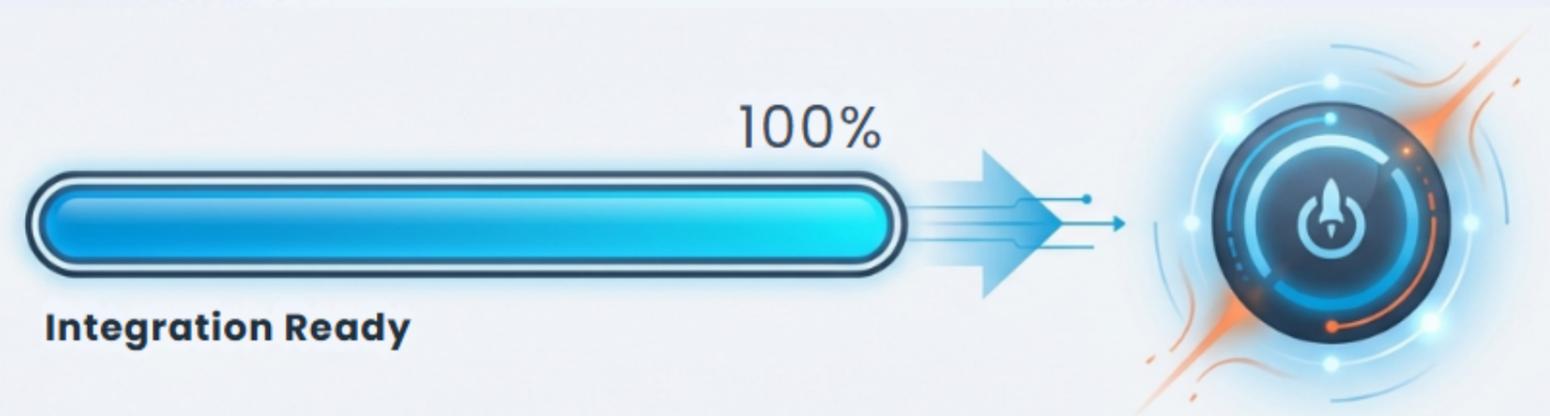
Integration Ready

The next step is up to you.

Need to discuss technical issues?

How does SKYVVA fit into your IT landscape?

30 Min Q&A-Session

Architecture & volume reconciliation

Projekt-Scoping & Budget?

Do you need a reliable cost estimate for an integration project that you are planning?

Request a project scoping meeting for decision-makers to discuss the project's scope and parameters.

Talk to our integration experts.

Email: info@apsara-consulting.de

Web: https://apsara-consulting.com

For years, it has been the partner for native Salesforce integrations in demanding medium-sized businesses.

Transform integration from a cost factor into a competitive advantage.