



GUIDE · NETSUITE + SALESFORCE

# 3 Ways to Integrate Salesforce & NetSuite

A practical comparison of three integration approaches to help you pick the right fit.

Connecting NetSuite and Salesforce gives you a faster sales cycle, reduced time-to-payment, zero manual data entry and a fuller view of every account. The harder question is how to make it happen — and there are three common routes, each with very different timelines, costs and maintenance.

## 1 · Fit-for-purpose connectors — Days

Purpose-built tools like Breadwinner deploy in days with support included. Ideal for most SMBs unless your data needs heavy transformation.

## 2 · iPaaS integration platforms — Weeks to months

Platforms like Boomi, Celigo and MuleSoft are highly flexible and handle many endpoints, but take weeks to months and require consultants plus ongoing upkeep.

## 3 · DIY custom integration — Months

Building directly against the NetSuite and Salesforce APIs is fully customizable, but takes months and makes you responsible for all testing, security and maintenance.

## How to choose

Define your goals and requirements, ask plenty of questions, use demos and free trials, weigh future support, and calculate total cost of ownership — not just the sticker price.

Go live in days, not months · Install from the AppExchange  
[breadwinner.com/netsuite-salesforce-integration](https://breadwinner.com/netsuite-salesforce-integration)