

# CLIENT CASE STUDY >>>



## Implementing the Integration Solution for Fleet and Contract Summary Data between Leasepoint and Microsoft Dynamics CRM

### CHALLENGE



A **global aircraft lessor** wanted to integrate their Leasepoint® fleet and contract summary data with their Microsoft Dynamics CRM software.

Zeevo professionals worked with the lessor to **design and develop the integration solution** that automated the extraction of data from Leasepoint for consumption by Microsoft Dynamics CRM.

### >>> APPROACH

- ▶ Leasepoint designated as the master source for fleet and contract summary data
- ▶ Microsoft Dynamics CRM functionality informs the interface design and the required values to extract from Leasepoint for each asset
- ▶ Developed SQL server queries to extract the required values for each asset from Leasepoint for consumption by Microsoft Dynamics CRM

### >>> OUTCOME

- ▶ The client benefited from the automated integration of fleet and contract summary data between Leasepoint and Microsoft Dynamics CRM
- ▶ The required fleet and contract summary data from Leasepoint is available for consumption by the Microsoft Dynamics CRM system

### ZEEVO'S VALUE ADD

- ▶ In-depth knowledge of Leasepoint and the underlying data model
- ▶ Skillsets and experience required to develop and implement complex SQL queries and systems integration

## WHY ZEEVO?

Our experience and expertise <

Our style and passion <

Our team of professionals <

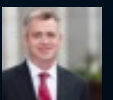
Our commitment to a strategic relationship <

## LET'S TALK

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