

FOR IMMEDIATE RELEASE:

## **FAYE BUSINESS SYSTEMS GROUP ANNOUNCES SUGARCRM & AUTHORIZE.NET INTEGRATION**

Woodland Hills, CA – September 10, 2011 - Faye Business Systems Group, Inc. ([www.fayebsg.com](http://www.fayebsg.com)) today announced a new integration between [SugarCRM](#), the world's fastest growing Customer Relationship Management (CRM) company, and Authorize.Net, one of the leading providers of online payment gateway services for credit card and electronic check transactions.

Since 1996, Authorize.Net has been a leading provider of payment gateway services, managing the submission of billions of transactions to the processing networks on behalf of merchant customers. Authorize.Net is a solution of CyberSource Corporation, a wholly owned subsidiary of Visa (NYSE: V). Authorize.Net enables merchants to authorize, settle and manage credit card and electronic check transactions via Web sites, retail stores, mail order/telephone order (MOTO) call centers and mobile devices. The Authorize.Net platform manages the routing of transactions just like a traditional credit card swipe machine you find in the physical retail world. However, Authorize.Net uses the Internet instead of a phone line. The Authorize.Net Payment Gateway is available 24/7 for processing credit card transactions.

The integration allows SugarCRM users to enter secure credit card information via Authorize.Net while entering quotes or sales orders in SugarCRM. Users can record credit card information, authorize credit cards, and charge credit cards all from the SugarCRM Quote Entry screen. Credit Card information can be easily retrieved for the same account when subsequent quotes or orders are entered.

Chris Risch, project manager at AirCycle Corporation., a user of Sugar and Authorize.Net, integration commented, "Using the integration streamlines our operations and eliminates manual entry by allowing salespeople to securely record credit card information when taking an order and allowing our accounting team to later authorize the funds against the card when we're ready to ship." He continued, "Without the integration, we'd be forced into a number of manual and redundant tasks, and our team wouldn't be able to process nearly the volume that we do."

"At SugarCRM, it's our mission to empower our partners with a flexible, open and intuitive platform that they can leverage to help customers increase the productivity of their sales teams," said Jeff Campbell, vice president of worldwide sales and advocacy at SugarCRM. "Through our partnership with Faye Business Systems Group, our mutual customers like AirCycle are able to reap the benefits of a solution tailored to meet their specific business needs."

The connector for SugarCRM and Authorize.Net is immediately available from Faye Business Systems Group (FBSG). For more information, call (818) 227-5130 or email [info@fayebsg.com](mailto:info@fayebsg.com).

## **About FBSG**

Faye Business Systems Group is a Southern California-based technology consulting firm and software company with over 25 years of experience in helping growing companies get “over the wall” and optimize their financial and business systems to become more profitable. FBSG uses SugarCRM, Sage MAS 90 and MAS 200, and a variety of custom software solutions to meet client needs. Services include software development, project management, packaged software implementations, custom software implementations, integration, consulting, training, and support. For more information, call (818) 227-5130, email [info@fayebg.com](mailto:info@fayebg.com), or visit <http://www.fayebg.com>.

## **About SugarCRM**

SugarCRM makes CRM simple. As the world's fastest growing customer relationship management (CRM) company, SugarCRM applications have been downloaded more than ten million times and currently serve over 850,000 end users in 80 languages. Over 7,000 customers have chosen SugarCRM's On-Site and Cloud Computing services over proprietary alternatives. SugarCRM has been recognized for its customer success and product innovation by CRM Magazine, InfoWorld, Customer Interaction Solutions and Intelligent Enterprise.

□ For more information, call (408) 454-6900 or 1 87 SUGARCRM toll-free in the US, email [contact@sugarcrm.com](mailto:contact@sugarcrm.com), or visit <http://www.sugarcrm.com>.

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