Every object, prebuilt.

Continuous Control is a pair of native applications, one in Salesforce and one in NetSuite. Every record below has a **prebuilt mapping that ships with the product**. Nothing here is a custom build, and no data is stored outside the two systems you already own.

SALESFORCE · AGENTFORCE REVENUE MANAGEMENT	MATCHES ON	NETSUITE · THE CONTINUOUS SUITEAPP
CUSTOMER & CATALOG		
Account the customer who signed	→ AccountId	**Customer** customer · native
Contact the people on the account	→ ContactId	**Contact** contact · native
Product the catalog items sold	→ Product2Id	**Item** item · native
AGREEMENT & ORDER GRAPH		records NetSuite has no native equivalent for
Contract the master agreement and its term	→ ContractId	**ARM Contract** customrecord_ct_agreement
Order · Amendment Order the original deal plus every later change	→ Order Id	**ARM Order** customrecord_ct_arm_order
Order Product a line on the order	→ OrderItem Id	**ARM Order Line** customrecord_ct_arm_order_line
Order Products, grouped by item across the contract	→ derived	**Performance Obligation** customrecord_ct_perf_ob
BILLING PLAN		
Billing Schedule Group the billing header	→ BSG Id	**ARM Billing Schedule Group** customrecord_ct_bs_group
Billing Schedule what bills, per line	→ BS Id	**ARM Billing Schedule** customrecord_ct_billing_schedule
Billing Period and when	→ BP Id	**ARM Billing Period** customrecord_ct_bs_period
INVOICES & CASH		posts to the subledgers and the GL
Invoice a posted Salesforce invoice	→ Invoice Id	**Invoice** invoice · native
Credit Memo a posted credit	→ CreditMemo Id	**Credit Memo** creditmemo · native
Payment cash received, with its allocations	→ Payment Id	**Customer Payment + applications** customerpayment · native
Refund cash returned to the customer	→ Refund Id	**Customer Refund** customerrefund · native
Invoice lines × obligations links billed amounts to obligations	→ derived	**Obligation Detail** customrecord_ct_ob_detail
Performance Obligation customrecord_ct_perf_ob	← writes back	**Contract · Performance Obligations** CT_POB__c · Booked / Billed / Recognized

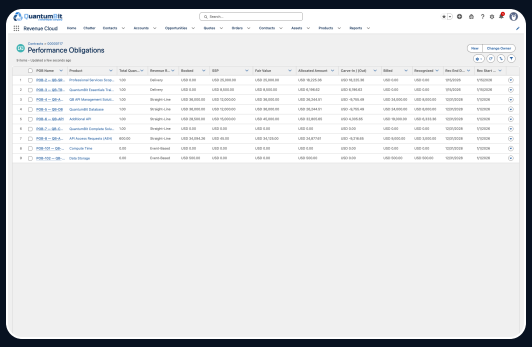
SALESFORCE · RECORDS THE CONTINUOUS SUITEAPP ADDS · NATIVE NETSUITE

Every record matches on its Salesforce ID, so re-syncing never duplicates. Derived records are built inside NetSuite by the Continuous engine. Your team owns every record in both systems: switch the product off and the data stays exactly where it is.

The same deal, in both systems.

Sales works the contract in Salesforce. Finance closes the books in NetSuite. Both teams read **the same obligations and the same numbers**, because one is mirrored from the other rather than re-entered.

THE MIRROR



Your contract's obligations, where sales lives

Every performance obligation on the Salesforce contract, with Booked, Billed, and Recognized kept current from the books.

ARM Contract THE SAME AGREEMENT, MIRRORED

Booked		sum of obligations
Billed		from posted invoices
Recognized		from posted journals
POB-4 · QB-API-MGMT	API Management	Straight-Line
POB-2 · QB-SRV-SOW	Services SOW	% Complete
POB-101 · QB-CPU	Compute usage	Event-Based

The same contract, where finance lives

The mirrored ARM Contract holds the same obligations and rolls the Booked, Billed, and Recognized waterfall your finance team closes on. (Illustration of the NetSuite record.)

HOW IT POSTS

Book the order

The whole order graph posts to NetSuite in one call: contract, orders, lines, obligations, billing plan.

→ **Bill in Salesforce**

Invoices, credit memos, payments, and refunds post as **native NetSuite transactions**, tied out to the penny.

→ **Recognize revenue**

Journal entries post to the General Ledger, or your existing NetSuite ARM keeps the job. Your choice.

→ **Back to the contract**

Booked, Billed, and Recognized write back per obligation, so sales and finance never disagree.

WHAT YOUR REVIEWERS ASK

Where does the data live?

Only in your Salesforce org and your NetSuite account. **No third-party data store**, and credentials stay encrypted in your own org.

Does it change our close?

No. A/R, revenue, and the General Ledger stay **native in NetSuite**, on the records your auditors already accept.

Multi-subsidiary and currency?

Yes. Your subsidiaries, currencies, countries, and tax setup are read first, and **every transaction is validated against them**.

Do we keep NetSuite ARM?

If you want it. Performance obligations map straight into NetSuite ARM, or the included engine handles recognition. **One engine, your pick.**

What about our SI?

They keep the configuration work. **The integration line leaves their scope**, because the mappings ship with the product.

Are we locked in?

No. Every record is a native Salesforce or NetSuite record that you own, matched on Salesforce IDs. **Turn it off and the data stays.**

CERTIFIED

AppExchange certified · Built for NetSuite certified SuiteApp · SOC 1 / SOC 2

Reports available under NDA. Requires Salesforce Agentforce Revenue Management.

NEXT STEP

See your quote-to-cash tie out, live.

See it live →

or ask your **Salesforce account team** to set up a demo with Continuous