

Can Exalate Integrate Systems Across Different Companies or Organizations?

Last Modified on 02/17/2026 9:15 am EST

Can Exalate synchronize data between different companies?

Yes. Exalate is designed for **cross-company integrations** and enables secure synchronization between organizations using different work management systems. This is useful when working with external partners, clients, vendors, or contractors who need to share work item data without granting full access to internal systems.

Why Exalate works for cross-company collaboration

Cross-company integrations often fail when they require shared administration, shared credentials, or a single team to manage the integration logic for both parties. Exalate avoids these constraints so collaboration can scale without weakening access controls.

Autonomous control and independent sync rules

Exalate's autonomous control architecture gives each organization independent control over what data to share and how to apply incoming updates:

- Your team defines **outgoing sync rules** that determine which fields and values are shared.
- Your external partner defines **incoming sync rules** for how that data is applied in their system.
- Neither side needs to view or modify the other organization's configuration.

This keeps internal business logic private while still enabling consistent synchronization.

Security boundaries and operational autonomy

This decentralized approach addresses common cross-company challenges:

- **Data control:** share only the fields you approve
- **Information security:** avoid exposing internal configurations and credentials
- **Autonomy:** each organization manages its own rules and can change internal workflows without requiring the other side to reconfigure

Why this differs from centralized integration hubs

Unlike centralized integration platforms, where configuration and data flow are managed through a shared hub, Exalate establishes direct connections where each side maintains operational control. This reduces coordination overhead and avoids situations where one organization must

“own” the integration for both parties.

Cross-company use case: managed service providers

Product

Managed service providers benefit from autonomous control because they can support multiple client integrations with different rules and policies. Each client relationship can run its own sync configuration and data-sharing scope while the provider maintains consistent delivery across a diverse tool landscape.

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