

PIVOTAL YAMMER INTEGRATION

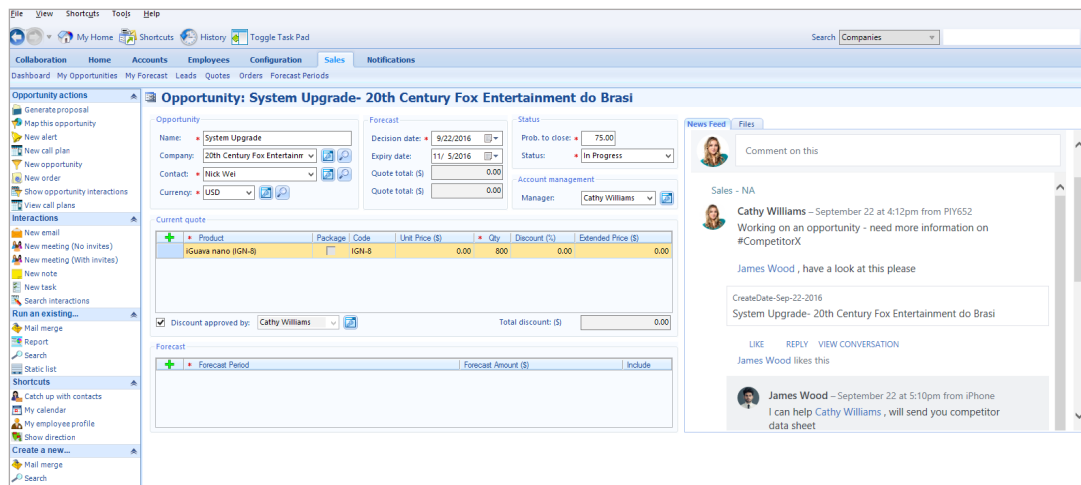
DATA SHEET

Enterprise social is all about sharing and build knowledge within your organization and doing so in a social way. We all know how to keep up to date with the lives of our friends through Facebook. Why not keep on top of accounts, groups, team members and even the competition, in the same way - using a Yammer newsfeed to know when an account has logged a critical ticket or when a deal is closed.

BUILD AND SHARE KNOWLEDGE

Using Yammer integrated to Pivotal helps you tap into the collective knowledge within your organization to get answers faster than ever before. Need help completing a proposal, start a conversation from the opportunity record, which can reach out to multiple groups – your peers in sales, your folks in research and development or perhaps it’s someone in legal. You can contact anyone in the organization – even non-Pivotal users.

- Post questions and answers to Yammer and add a #tag to build your organization’s knowledge which can be easily searched on later
- Store valuable insight in a single place, accessible by all Yammer users and available from within Pivotal
- Quickly share new information - post a comment or document to Yammer and people will see it on their newsfeed, which will help get the conversation started and moving forward

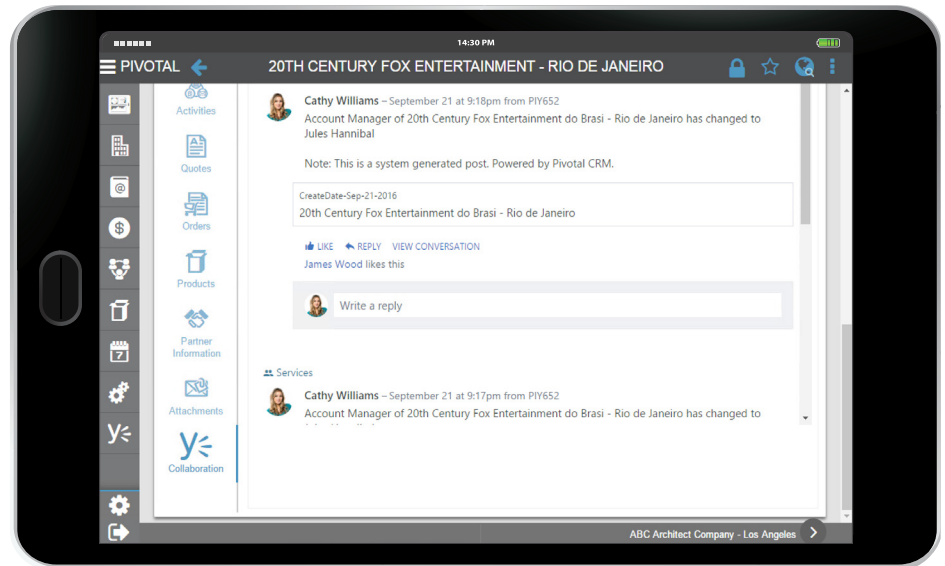


The screenshot displays the Pivotal CRM interface. The main window shows an opportunity record for "System Upgrade- 20th Century Fox Entertainment do Brasi". Key details include: Name: System Upgrade, Company: 20th Century Fox Entertainment, Contact: Nick Wei, Currency: USD, Decision date: 9/22/2016, Expiry date: 11/ 5/2016, Status: In Progress, Prob. to close: 75.00, and Manager: Cathy Williams. A table below shows a current quote with columns for Product, Package, Code, Unit Price (\$), Qty, Discount (\$), and Extended Price (\$). The table contains one row: "Guerra mano (IGN-S)", "IGN-S", "0.00", "800", "0.00", "0.00". A forecast section is also visible with a "Forecast Period" and "Forecast Amount (\$)". On the right side, a Yammer newsfeed is integrated, showing a comment from Cathy Williams on September 22 at 4:12pm from PIY652: "Working on an opportunity - need more information on #CompetitorX". Below it, a post from James Wood on September 22 at 5:10pm from iPhone says: "I can help Cathy Williams , will send you competitor data sheet".

INCREASE EFFICIENCY

The McKinsey Global Institute found that the average employee spends 13 hours a week, or 28% of their time reading and responding to email.¹ And email volumes are only going to increase. Managing your inbox more effectively is key to increasing productivity.

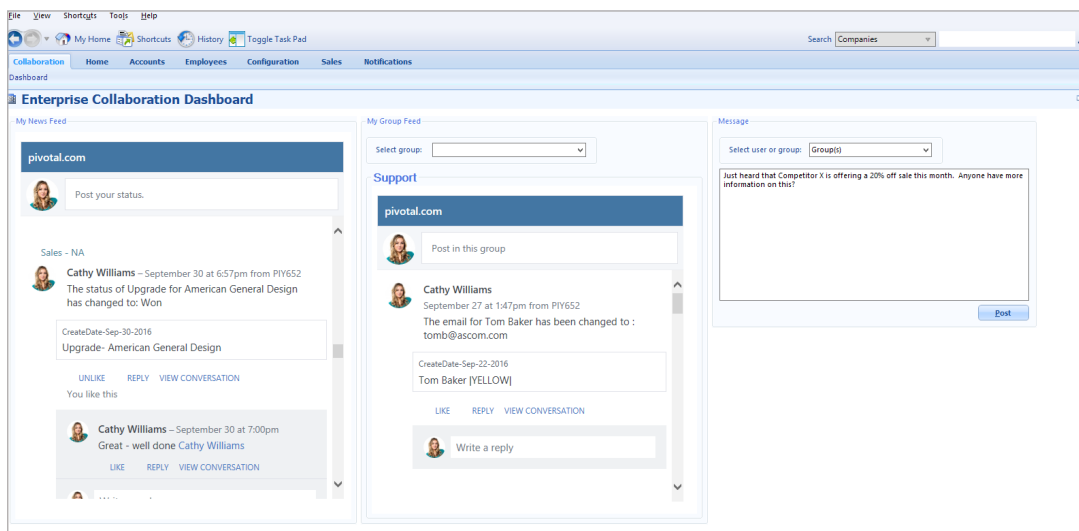
- Work collaboratively and move conversations that need discussion out of your inbox and into Yammer
- Get the context that you need to answer questions related to an account, opportunity or contact by using Yammer integrated with Pivotal
- Keep management and team members up to date by posting it to Yammer instead of sending group emails



FLEXIBLE INTEGRATION

You choose what CRM information you want to collaborate on. We provide the ability to collaborate on any information within Pivotal, including custom tables. You also choose which information gets automatically posted to Yammer. Using the Productivity Pack Notification Module, you can configure which types of event result in a post. It can be on the change in value of a field - like the status of an opportunity being set to won, or on the creation of a new opportunity for a key account.

- Initiate the conversation from within Yammer or Pivotal
- Access your newsfeeds from the collaboration dashboard within Pivotal
- Post a message and/or files to one or multiple groups as well as send personal messages to individual people



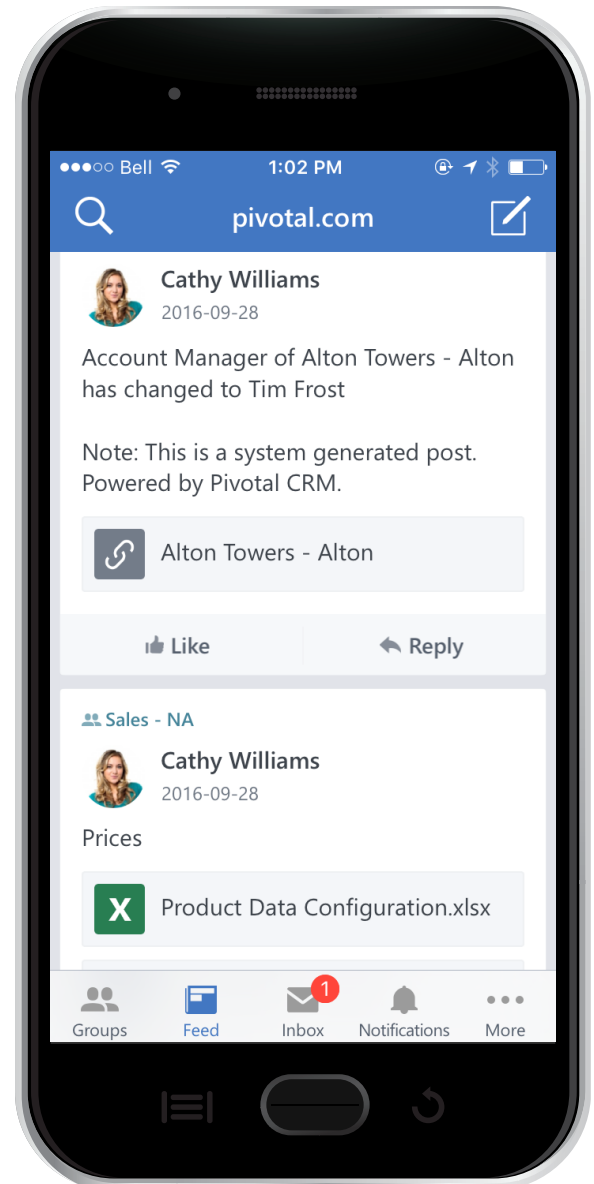
ON THE GO ACCESS

The Yammer apps for both Apple OS, and Android OS allow you to reach Yammer newsfeeds, files, and notifications on the go. From any mobile device you can continue the conversation by adding a like or replying to a message. Most importantly, stay up to date by reviewing your newsfeed which gives you targeted information based on what is important to you

CONCLUSION

Pivotal Integration for Yammer provides enterprise social features that help you share knowledge and stay connected. Keep collaborating with colleges, customers and partners from any device while on the go. To learn more about the Pivotal Integration for Yammer please contact your Account Manager or email us at info@aptean.com.

1: "Email Overload: Research and Statistics", February 18, 2016 at <https://blog.sanebox.com/2016/02/18/email-overload-research-statistics-sanebox/>



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