

Make Salesforce better with IBM Software

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Agenda

- Why Salesforce has success among
 - IBM Customers
 - IBM Partners
- Why integrate Salesforce and
 - IBM Domino - Demo
 - IBM Connections - Demo
- Q&A

Why Salesforce has success among IBM Customers

- Salesforce sells it as a CRM, but it is a development platform
 - You can adapt the system to your need.
 - Add a field in a standard object - like field to the mail form of Notes
 - Add a custom object - like an own Notes form
 - Add a custom server class - like an agent that runs on server
 - Add a custom event trigger - like an on save event
 - You can manage the security according to your needs
 - Add security rights with profiles - like ACL
 - Add rights with sharing rules - like a Notes view, but it controls the rights

Why Salesforce has success among IBM Partners

- Salesforce sells it as a CRM, but it is a platform to fulfill Customer Wishes
 - You can add applications to the customer system
 - distribute as a managed package - like Notes template
 - distribute the package as a link - it was never so easy in Notes
 - distribute any update as a link
 - You can add your application to the App store
 - become an ISV partner and sell the App globally out of the store
 - You can reuse your business knowledge
 - as Notes people we have been trained for 20 years to model business processes

Why integrate Salesforce and IBM Domino

- Salesforce as the CRM needs Data from IBM Domino
 - Your Manager would like you to document your work
 - Add all meetings with customers as reference in Salesforce
 - Link the meeting members with the right Salesforce contact
 - Link the meeting with the right opportunity

 - Do the same with the relevant business mail
 - Your users would like to have all the important contacts inside their address book
 - export and sync the contacts to the personal address book

Demo

- OnTime for Salesforce Connector for Salesforce and IBM Domino
 - server based
 - fast, scalable and secure
 - based on the open OnTime API
 - IBM Cloud and on premise

- QKom Website <http://en.qkom.de/ontime-for-salesforce/>

Why integrate Salesforce and IBM Connections

- Salesforce CRM gets better with IBM Connections
 - Your sales team needs to work with the whole company
 - Find the expert and link him to the Salesforce object
 - Help your team and link the relevant IBM content
 - Create and link an IBM Connections activity to get the job done
 - Your sales team should stay informed without leaving Salesforce
 - Offer direct access to its pinned files
 - Serve the user within his activity stream

Demo

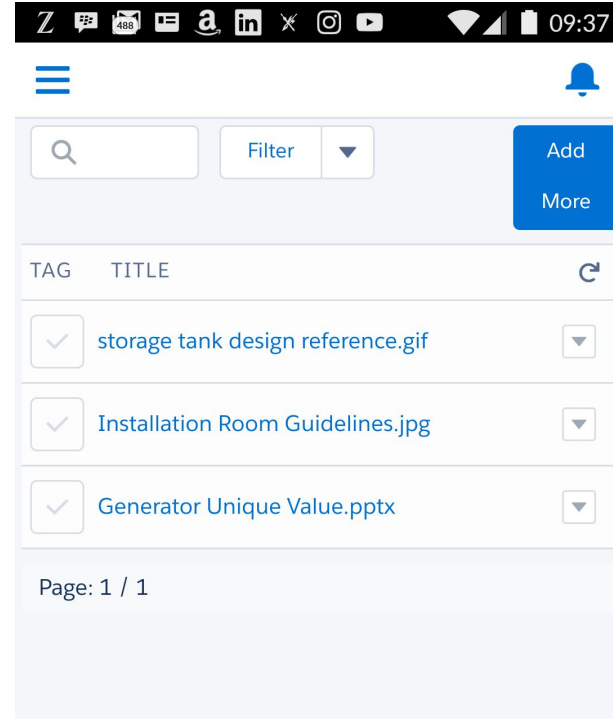
- Q!Connections Connector for Salesforce and IBM Connections
 - server based
 - fast, scalable and secure (oAuth2)
 - open for Salesforce developers
 - IBM Cloud and on premise

QKom Website

- <http://en.qkom.de/force-conn-the-salesforce-connector-for-ibm-connections/>

And it works inside Salesforce Mobile 1

- Our Component works Mobil
 - seamless features
 - support of connections mobil URL (comming soon)



Q&A

- Questions ?
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Thank you

- Links:

- Our Homepage <http://en.qkom.de/>
- Learning Salesforce <https://trailhead.salesforce.com/>
- Get you own devorg <https://developer.salesforce.com/signup>
- OnTime Homepage <http://ontimesuite.com/>
- OnTime Demo <http://demo.ontimesuite.com/>

- DNUG Usergroup <http://dnug.de/english-site/>
- News:
<https://www.salesforce.com/blog/2017/03/ibm-salesforce-strategic-partnership.html>