

The INPUT Sales Connector

Consolidate your efforts to find and win government business by automatically populating your INPUT opportunities and key government contacts easily into Salesforce.

- Eliminate manual opportunity data entry
- Never miss procurement updates or pertinent dates
- Reach a higher level of communication and collaboration
- Gain a concise understanding of competitive resources
- Facilitate more contract wins through increased efficiency

INPUT's government business intelligence gives IT vendors access to the most up-to-date and comprehensive information on qualified government procurement opportunities. With the INPUT connector designed specifically for Salesforce, opportunity and key government contact information is imported directly into Salesforce from INPUT's contract opportunities database using Salesforce.com's AppExchange programming interface.

Importing INPUT opportunities with key contacts into Salesforce.com is as easy as a few clicks of the mouse. Simply use the Add / Update Salesforce button for any INPUT opportunity or opportunity alert detail page to import opportunity and related key contact data into Salesforce.

The screenshot shows the INPUT website interface. At the top, there's a navigation bar with 'MyINPUT' and various categories like 'Federal', 'State & Local', 'Europe', 'Software', and 'Support'. Below that, a search bar and user information are visible. The main content area displays 'Federal Opportunities' with a 'Quick Search' box. A specific opportunity is highlighted: 'LOGISTICS AND MAINTENANCE INFORMATION SYSTEM DEPARTMENT SUPPORT' with Opportunity ID 41473. The page is divided into several sections: 'Opportunity Summary' (listing details like Department: NAVY, Agency: NAVAL AIR SYSTEMS COMMAND, Status: Forecast Pre-RFP, Solicitation Release Date: 09/2010, Award Date: 03/2011, Value: 26,700), 'Procurement Timeline', 'Opportunity Resources', 'Related Opportunities', 'Related Details' (including 'Key Contacts' with Jessica Tebbenkamp), 'Latest News', and 'Contracts' (listing SPALDING CONSULTING with an estimated value of 2,094 and 14,968).

Figure 1. Add/Update key opportunity and contact data into Salesforce.com with a click of the mouse.

The INPUT connector for Salesforce instantly imports opportunity and key contact data from INPUT's databases into the appropriate Salesforce fields, eliminating the time-consuming task of manually importing data field by field.

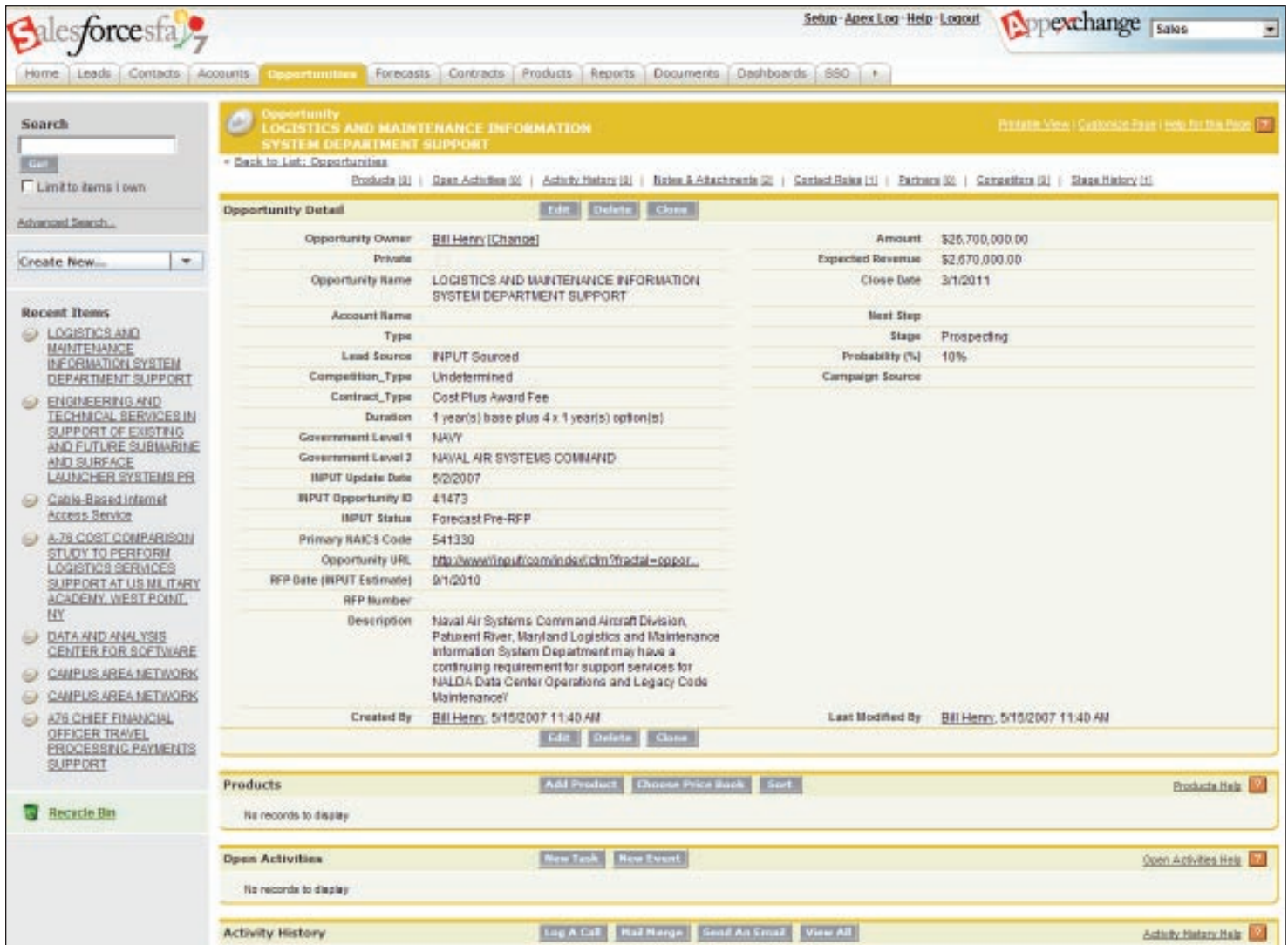


Figure 2. INPUT opportunity data imported into Salesforce.com.

INPUT Opportunity fields imported into Salesforce.com Opportunities

- Award Date
- Program Name
- Contract Type
- Department or State
- RFP Number
- Primary NAICS Code
- Related Document Links
- Summary
- Duration
- Agency
- INPUT Opportunity ID
- INPUT Opportunity URL
- Procurement Activity
- Estimated Value
- Competition Type
- Government Site
- Potential Participants
- INPUT Status
- RFP Date

INPUT Government Contact fields imported into Salesforce.com Contacts

- Name
- Address
- Department or State
- Phone Number
- Contact Type
- Duration
- Title
- Email

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