

如何應用雲計算來調配營運的銷售前鋒？

5 February 2015

intro

About Us

VISION

“Make Technologies work for people and business.” -Intro focuses on delivering tailored, integrated, & business-driven IT solutions to help organizations achieve greater business efficiency.



MISSION

“Success = $\int_{u=0}^{\infty} \frac{u+introv}{cloud} du + innovation$ ”

We integrate, for you are small to you are enormous, you and Introv work together leveraging Cloud technologies, amplified by the power of Innovation, with respect to you and for your success.



CORE VALUES

- We emphasize time-to-value.
- We deliver 100% business value.
- We adopt best practice.



CLOUD COMPUTING

Changing Our Daily Life



10 Characteristics **True Cloud** Must Have

Server, Backup, Power, Security, OS, Database

Single Tenant with High Cost

High Customization & Long Development Cycle

Difficult to Roll-out with High Cost

Not Affordable for SMB

Rigid Interface and Low Adoption

Not Possible Scale Down & Lots of Hidden Cost

2-4 Years Per Release

Not Support Customization & Need Rebuild

Various Versions and Lack of Support



Yesterday

No Hardware/Software No Upfront Investment

Multi-Tenant Economic of Scale & Single Version

Flexible Organizations & Business Models

Rapid Deployment Multi-Location/\$£¥€/Language

Security & Reliability World Class Infrastructure

Simplicity & Mobility High Adoption

Subscription Model Scalable with Predictable Cost

Constant Innovation 2-3 New Releases Per Year

Automatic Upgrade Seamless Upgrade

Cloud Only Vendor Accountable to Your Success



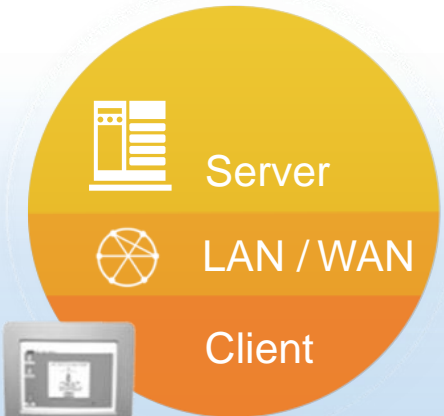
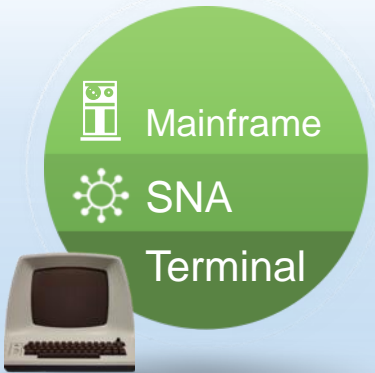
Today



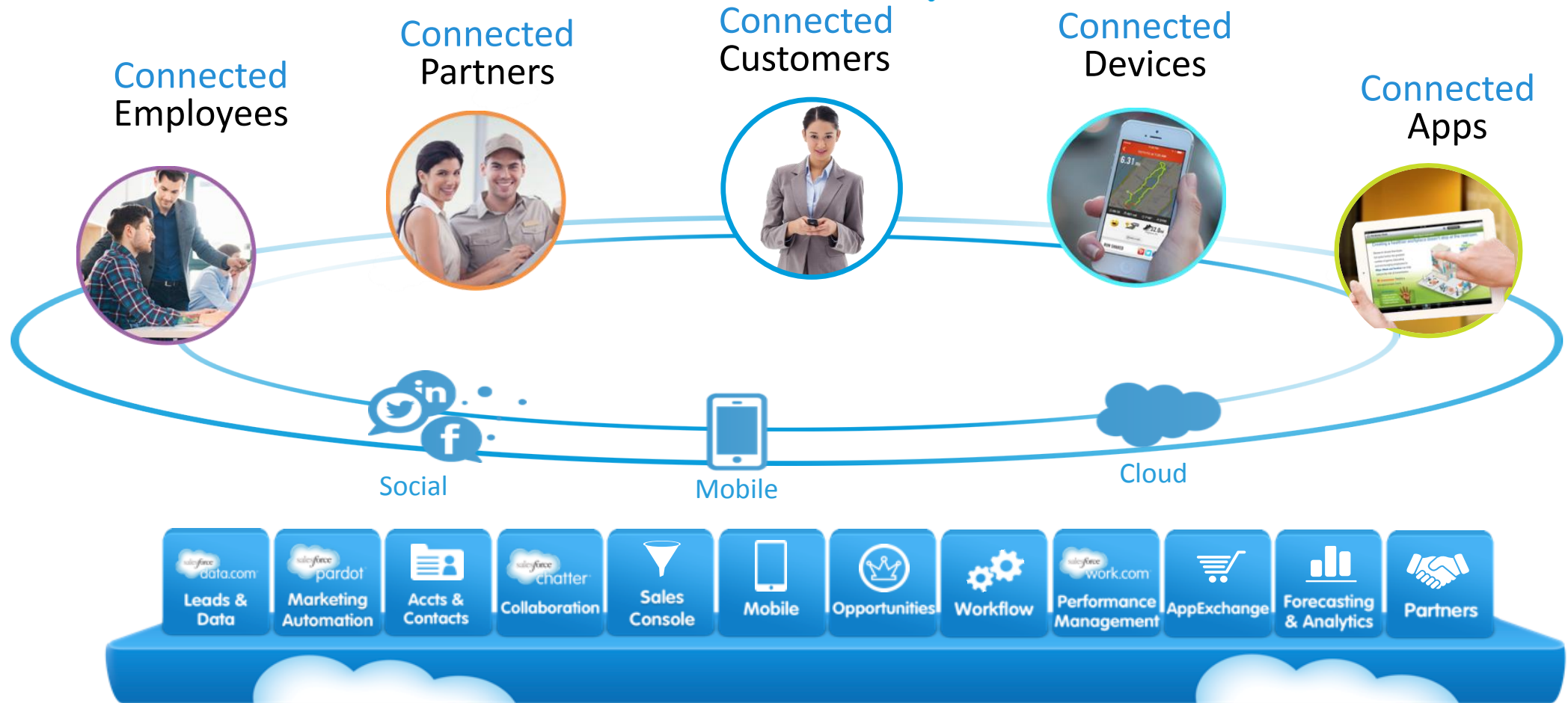
OUR SOLUTIONS



Connect With Your Customers in a *Whole New Way*



Sell from Anywhere with **salesforce**¹ Sales Cloud



Helping Customers Succeed Across All Metrics



Average Percentage Improvements Reported by Salesforce Customers

Market Leading Sales Application

salesforce | Sales Cloud

Market Leadership

#1 SFA Market Share



Magic Quadrant Leader



Groundswell Award



Highest ROI



Product Leadership

Winner – SFA 2013

Winner – Enterprise, Midmarket, and
SMB Suite CRM 2013



Bloomberg Businessweek
Innovative Company



Customer Success

100,000+ Companies
Across Every Market



facebook

NBCUniversal





love

We put great **love** into our products, every one is designed for a child and parent to experience and create lifelong memories.

BLUE-BOX®

salesforce | Sales Cloud



Business Expansion with Innovative Solution and Professional Service

- World class toy & infant company with 62-year history
- Enhanced customer satisfaction with improved visibility into customer profile
- Enabled real-time sales analysis across regions
- Improved visibility in marketing campaign performance
- Allowed customers to reach sales and products through social anytime, anywhere



“Salesforce helps us to engage investment advisors in a whole new way and build better relationship with clients while Introv provides the best consultancy suggestions for the business challenges I face every day.”

*Gary Tom, President,
Walton International Group Limited*

WaltonTM
APPRECIATE THE LAND

salesforce | Sales Cloud

Fast Business Growth & Expansion of Regional Coverage

Multinational group of real estate investment and development companies

Accelerated collaboration with clients and business partners by building up secure collaborative channel

Increased productivity and efficiency by real-time analysis in campaigns and business performance

Improved effectiveness by centralizing all product data for future construction and improvement



Accelerate Business Growth with Salesforce.com

Affiliated company of GMO CLICK Securities, Inc., the largest online financial services provider in Japan

Increased customer satisfaction by centralizing and enhancing customer profiling

Accelerated team collaboration and information sharing by building up secure collaborative channel

Enabled flexibility in supporting business operation in align with timely business strategies



Become "One Company, Total Services and Solutions"

Leading woodworking machinery manufacturer in China

Enhanced visibility for better selling with single global view of customer profiles across cities in China

Enabled real-time visibility to sales activity, quota achievement and collaboration through mobile solution

Allowed extension to other teams in order to cope with the agile business environment in China



salesforce[®] Service Cloud

SHARP Achieved “Wow” level service with ServEX

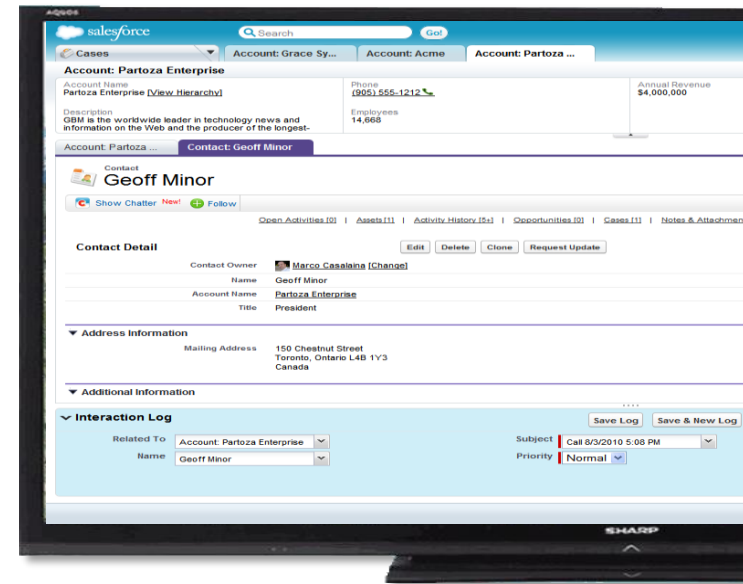
Leading business and home appliances company

Deliver premium service within 1hr anywhere in HK

7,000 job orders/month

Mobile App for field engineers and internal departments

Increased productivity and efficiency of field technician by supporting mobile devices





THANK YOU

