



*“Put It Forward gives me the ability to do data magic for every department and customer”*

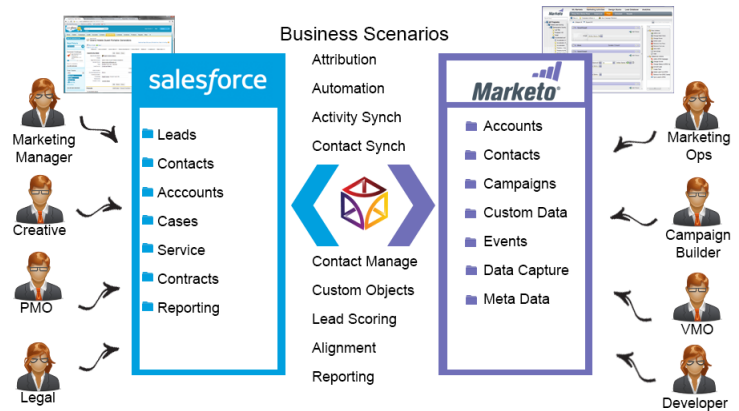
Udo Waibel - CTO Sitecore

## Better Leads - Better Contacts

Put it Forward® is the solution that Marketo® users look for help developing effective lead life cycle management through Salesforce®. This lets a user keep both sales and the customer in the conversation and sharpen targeted marketing.

Common Scenarios:

- Enrich contacts in Salesforce® with campaign information from Marketo®
- Connect leads with contacts and case management in Salesforce®
- Shorten the time between lead to order
- Cycle contacts back into leads if not ready yet for ordering
- Enhance forecasting models and reporting with deeper views of your lead universe
- Overcome scalability limits with one to many integrations
- Data analysis to determine effective sales behaviors and close rates driven by marketing events
- Create exposure across the customer life-cycle not just funnel development



## Marketo® and Salesforce® Simplified

Put it Forward® enables the rapid connection and collaboration of business systems through on demand technology.

Designed for the marketing analyst, evangelist or operations specialist, Put it Forward's® “No Code” graphical experience accelerates and simplifies the ability to work with data.

Extend beyond connecting into operations governance, data quality and customer life cycle management. All within the same application.

Pre-Built Connections from Put it Forward® enable Marketo® users to rapidly connect to other systems such as Oracle Eloqua®, Salesforce®, SAP®, Microsoft Dynamics®, Salesforce®, Netsuite® and many more. Helping improve operations, increase data quality and minimize IT costs while enabling their goal of having a deeper more meaningful customer

Get Started Today  
[www.putitforward.com/marketo](http://www.putitforward.com/marketo)  
 No download or Installation Software



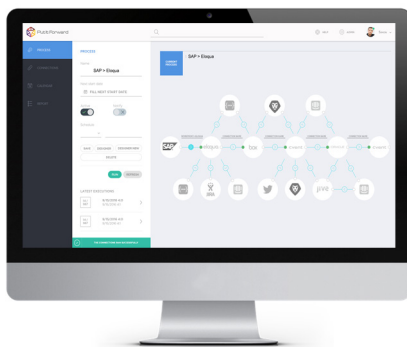
Put it Forward  
Constant Data



## Point, Click, Get Your Salesforce® Data into Marketo

Shortcuts to working with your data: if you want to do a data load, synchronize across systems, export, add data quality checks or activity govern your data there are three easy steps to start with.

1. **Point the pre-built connectors** from Put it Forward® or use your own connector to automatically integrate the source and destination.
2. **Click on the data services** or add any business rules, transformations to the integration.
3. **Get the data flowing** between the source and destination by selecting the integration interval and activating it.



## Key Deployment Benefits

- Built for the cloud - Put it Forward® is a purpose built pure cloud based data service tool. No open source, no fat clients, no legacy
- Pure cloud based – on premise to cloud integration with no installation for you to deploy and manage
- Best Price - On demand per connection pricing and low maintenance costs
- Complete suite of out of the box connectors plus data services
- Superior support model – dedicated resources for each of our customers

## Tech Features

- **Multi-frequency Integration:** real time, just in time or in batch cycles
- **Great for data loading** and long running processes like customer research to inquiry
- **Integrated data quality** and management
- **Stay synchronized** with other organization units, legacy systems, other cloud offerings or on-premise applications
- **More Connectors** to marketing automation, financials or other contacts and order/invoice systems
- **Pure cloud based** - no installation of hardware or software for you to deploy and manage
- **On demand per connection pricing** and low maintenance costs
- **Supported Trials**

## Tech Specs

**Operating Systems:** Put it Forward® is cloud based and is independent of operating systems.

**App Server:** Put it Forward® is cloud based and does not require an app server to run

**Dev Tools:** Put it Forward® has a rich integrated cloud based development environment which does not require installation.

**Transports:** HTTP/S, Web Services (SOAP, REST), ODBC, JDBC, FTP, SFTP, SS, File Sharing, Email (SMTP/POP3), Message based, Amazon SQS, JMS, MQ, WSDL ... and more.

**Data Formats:** XML, HTML/XHTML, JSON, CSV, EDI, text (flat and hierarchical), Unstructured (PDF, Spreadsheets)



Put it Forward  
Constant Data