



# CONNECT TO SALESFORCE

## HP Workpath App Battle Card

POWERED BY  IN TIME TEC

TIME IS MONEY. SAVE TIME BY ACCESSING SOFTWARE SOLUTIONS DIRECTLY FROM YOUR MFP.



### MARKETPLACE CONDITIONS

- Business applications are moving to the cloud
- Multifunction devices are becoming more intelligent and extensible
- Additional endpoints to cloud connectivity are simplifying workflows and increasing productivity



### TARGET CUSTOMERS, MARKETS, OPPORTUNITIES

- Users of Salesforce from any industry utilizing sales contracts
- Worldwide SMB and enterprise markets



### KEY PRODUCT FEATURES

- Easy access to Salesforce directly from HP MFPs
- Scan and save documents instantly to Salesforce contracts
- Access existing sales contracts directly from the control panel
- Create new contracts utilizing customers in your list of accounts
- Edit basic contract information or delete contracts
- Print contract documents directly from your Salesforce account

### COMPETITOR ANALYSIS

The alternative is the multi-step process outlined below:

1. Scan document(s) and send to email
2. Move attachment(s) to the appropriate folder
3. Login to Salesforce
4. Upload scanned document(s) to appropriate contract

*Competitor Analysis - Manual process with web and mobile applications*

### CUSTOMER & SEGMENT SPECIFIC PROPOSITIONS

1. Simplify workflows for your Salesforce users by allowing them to execute key tasks directly from HP MFPs
2. Scan and print contract documents directly to and from your Salesforce account with ease - no computer or mobile device required
3. Simple steps at the control panel avoid tasks back at your desk
4. Take full advantage of the capabilities of HP MFPs

**GOLDEN**  
questions

There is a 14-day free trial...what would stop you from giving it a try?

What are you struggling to accomplish that having extra time and bandwidth would help you to focus on?



## BENEFITS

### Time Savings

- Add and print documents to and from your sales contracts with digital workflows that save significant time over traditional MFP workflows
- Recaptures valuable time and energy by removing the need to migrate back and forth between your HP MFP and desk to access and upload contract documents
- For a one page document, you can save 50% of the time previously required to upload documents into Salesforce and reduce 60% of users' manual steps

### Security/Privacy & Accuracy

- All transactions with scanned documents take place within Salesforce
- Removes the insecurity of keeping scanned documents in email inboxes or deleted items
- No need to store documents on a laptop or desktop
- Removes several steps and the potential for human error during those steps



## OBJECTION MANAGEMENT

The cost per device seems high?

- The app only needs to be installed on selected devices where Salesforce users are located
- The time saved more than covers the cost of the app

## ADDITIONAL INFORMATION

For more information, visit the links below

- Access Marketing videos and more at <https://intimetec.com/connect-to-salesforce>
- For Demo videos, visit <https://info.intimetec.com/workpath-apps-demo-library-hp#other-apps>
- See the list of compatible devices, visit <https://www8.hp.com/us/en/solutions/business-solutions/workpath.html>

Still have more questions? Email us at: [workpathapps-support@intimetec.com](mailto:workpathapps-support@intimetec.com)

## PERSONAL NOTES:

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