

Xobni Enterprise Puts Corporate Data and Information at Workers' Fingertips for Altius Consulting Clients

The Xobni plugin saves time, drives productivity and simplifies everyday workflow tasks. Individuals, workgroups and enterprises are more successful with Xobni Enterprise.

xobni
enterprise

Thousands of Enterprises Rely on Xobni

Millions of users, across thousands of enterprises rely on Xobni. Powerful administration and security features, a broad set of application extensions, and seamless integration with Microsoft Outlook 2003, 2007 and 2010, make Xobni Enterprise easy to install, easy to manage and easy to use.



"Xobni helps to bring order to the chaos of the inbox and now, with Xobni Enterprise, we can help deliver information from corporate data systems in the same way."

Matt Quinn
Director of New Business,
Altius Consulting



About Altius Consulting

Altius Consulting is a leading Enterprise Performance Management (EPM) and Business Intelligence (BI) consultancy. The firm brings 17 years of experience in delivering business information systems to global clients. Altius designs and builds business-critical information systems for clients in the oil and gas, financial services, retail, and public sector markets. By improving information systems and business processes, Altius' clients experience visible improvements in knowledge management, gain competitive advantages in their markets and achieve growth.

Altius Consulting Challenge Managing Inbox Overload and Improving Client Relations

Altius Consulting turned to Xobni Enterprise to enable them to deliver custom solutions that would enable them to deliver custom solutions that integrate data from corporate applications and Microsoft Outlook, while addressing the requirements of corporate IT.

Matt Quinn, Director of New Business Development for Altius explains his customers' most significant challenges: "Given the unstructured nature of the inbox, it's difficult to find what you're looking for and easy to get distracted looking for documents, contacts or email strings. Managing the deluge of emails, corporate data and other communications is expensive. Every year, corporations waste millions of corporate hours and lose an estimated \$900 Billion in productivity in the US alone."

Xobni Solution

Xobni Enterprise enables Altius to address the growing number of emails and other communications that overload and overwhelm their clients' inboxes. Using Xobni Enterprise APIs and custom enterprise extensions, Altius integrates corporate and third party-data into the Xobni Outlook sidebar for unique, purpose-built Xobni implementations that meet specific business requirements.

Using Xobni Enterprise, Altius addresses their clients' email management challenges and helps them drive organizational and individual productivity. Xobni is a powerful tool for Altius as it strives to improve overall productivity for its clients.

Altius Consulting Results with Xobni Enterprise

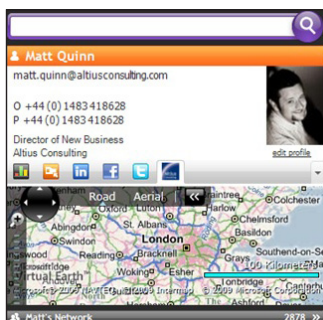
Connecting Systems with Outlook

Xobni Enterprise enables Altius to extend the delivery of “right time, right place” and “in context” information to users. Through Xobni Enterprise extensions, information from portals, CRM systems and back-office applications is made available in the Xobni Outlook sidebar. With Xobni Enterprise, users have access to timely and complete information that helps them make informed decisions quickly and effectively.

The Power of the Xobni Enterprise API

Altius uses the Xobni Enterprise API to develop custom solutions for clients, including applications that integrate Outlook with third party applications such as Bing Maps for Enterprise.

Matt Quinn explains, “We’ve used the Xobni Enterprise API to create extensions to Bing Maps and our geographical data reporting solutions. We then take sales data from our CRM system and location information from an asset tracking application, and render a real-time dynamic map within Outlook. This allows sales teams to visually see where their clients are located and quickly gauge the performance of their application. Without Xobni Enterprise, our clients would have to open a browser, type in a URL, enter a log-on and password, search a table, etc. We’ve consolidated a process that ordinarily takes four minutes into four seconds.”



About Xobni Enterprise

Xobni Enterprise is revolutionizing the way people manage their email inbox. Xobni offers a new way to organize and search Outlook email and other communications. Xobni creates profiles for each person who has sent an email to the user. These profiles contain relationship statistics, contact information, social connections, threaded conversations, and shared attachments. Professionals use Xobni to make their inbox work more effectively.

“Business Intelligence is about turning the reams of data within an organization into decision-quality information that enables better decision making.”

Matt Quinn

Director of New Business, Altius Consulting

Additional Information

Xobni Enterprise, the Xobni API and Enterprise Extension are available directly from Xobni or through partners such as Altius Consulting. To learn more or request a quote, please contact Xobni directly at info@xobni.com or (877) 89-XOBNI. To see a free demonstration of Xobni Enterprise, visit <http://www.xobni.com/enterprise>

Xobni Enterprise Benefits for the Corporation

Control

- Centralized deployment of Xobni to groups using standard policy settings and full control of user features

Compliance

- Corporate-wide license gives the organization the ability to deploy and manage Xobni through central administration

Customization

- Create extensions for CRM, company portal or other enterprise applications and services
- Automatically integrate a user's corporate profile into the Xobni contact card through LDAP

Xobni Benefits for the User

- **Effortless organization**, search, and navigation of email
- **Lightning fast search** filters results by date, folder, subject and more
- **Reveals relevant historical information** from user contacts
- **Builds profiles for user contact** including: emails, attachments, phone numbers, Skype IDs, pictures, company names and titles
- **Files Exchanged** feature allows users to quickly find documents without leaving the current email
- **View common contacts and conversations** for understanding and connecting with customers
- **Hoovers module** updates company information from an email domain
- **Analytics tool** provides insight into user email behaviors