Blackbox Connector Connectivity for All

www.blackboxconnector.com



Bringing Data Together with the Blackbox Connector

- Designed by Platinum Partner, Full Sail Partners
- Ready-to-go Connectors for Deltek Vision
- Low cost, quick to deploy
- 100% API driven
- Purpose is to ease burden on IT, improve data consistency across platforms, and predictable costs
- Secure and available for cloud, hosted or onpremise
- •Future proof Full support for Vantagepoint







Blackbox Connectors

- Client Feedback Tool | On-demand and Batch Project and Client Feedback Connector
- Concur | Spend Management Connector
- Constant Contact & MailChimp | Email and Campaign Management Connector
- Informer | Business Intelligence Tool Connector
- ...and more to come.







Why Blackbox?

Drag Drop to Connect Source Fields to Destination Fields C. CONCUR. **Field Mapping** ≓ Mapped Fields Source Field **Destination Field** CustBBConcurGUID = CustBBConcurGUID WBS1 \rightarrow Level1Code Remove Remove = Level2Code WBS2 WBS3 Level3Code = Name = Name To map fields, drag fields from Source List below to Destination List Source List Destination List PR - WBS1 PR - WBS2 PR - WBS3 PR - Name PR - ChargeType PR - SubLevel PR - Principal

Future Release: In Version 2.0 this will be expanded to include fields beyond the standard datasets



Spend Management Connector





Spend Management Connector

- Give your employees their own personal assistant by combining the power of Deltek Vision and Concur
- Improve efficiency for employees, allowing them to focus on core business goals
- Reduce mistakes and fraud with built-in controls and duplication verification
- Lower costs by implementing company-wide policies to control expenses
- Enable HR and accounting staff to better manage expense processing, from approval to payment posting
- Shorten payment cycles
- Improve Payables and Consultant Accruals with Invoice





Blackbox connector

Use Concur

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Outbound Email Connector





Outbound Email

- Reduce duplication of entry
- Maintain consistent and accurate marketing data
- Track performance of email campaigns
- Receive insight on the latest email statistics
- Save hundreds of hours each year by consolidating disparate systems
- Leverage email results to further segment and target contacts and leads









Automate Email Lists

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Get Insight in Deltek

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Individual Statistics for Each Campaign



Get Insight in Deltek

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Identify erroneous and duplicate email addresses



Client Feedback Connector





Client Feedback Connector

- Streamlines the Feedback Process throughout the Project Lifecycle
- Utilize existing Project and Contact data
- Allow milestone driven or on-demand feedback

BUILD MORE VALUE

CREATE FIERCE LOYALTY

Positive client experiences create raving fans who bring back work and refer others to you.

ENABLE YOUR CLIENT'S SUCCESS

When you understand what success means to a client, you can create extraordinary value, while your work becomes more fun and rewarding.

INCREASE CONFIDENCE WITH INSIGHTS

Nuanced data about each client backed by trends paints a picture of your relationships to enable targeted, focused action.

GROW YOUR FIRM

Happy clients are more profitable. They help develop the potential of your people. Client savvy firms grow faster, earn more, and thrive.

client feedbacktool





Project Initiated Feedback

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Project Initiated Feedback from Project Info Center



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Oosterhoff, Dorret	CON15-26162.00	Kittelson - CP/CRM PII Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017						-	
Jensen, Norma	CON15-26162.00	Kittelson - CP/CRM Pil Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017							
Marshall, Nancy	CON15-26162.00	Kittelson - CP/CRM Pil Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017			nmarshall@kittelson.com 10/25/201	2/1/2017 Kittelson&As			
Butorac, Marc	CON15-26162.00	Kittelson - CP/CRM Pil Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017				will be a			
Cameron, Ian	CON15-26162.00	Kittelson - CP/CRM Pil Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017			Project Billed Amount &	Billed %			
Aver, Katie	CON15-26162.00	Kittelson - CP/CRM Pil Active	Consulting Hebblethwaite, Kevin			Consulting;	9/29/2017							
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Brown, Cathy	CON16-55057.00	LSA - Vision Implemen Active	Consulting Gailhouse, Scott Consulting Gailhouse, Scott	~		Consulting; Consulting;	9/29/2017			cathy.brown@lsa.net	LSA Associate			
Douglas, Michele	CON16-55057.00	LSA - Vision Implement Active	Consulting Gailhouse, Scott	~		Consulting; Consulting;	9/29/2017			michele.douglas@lsa.net	LSA Associate			
Perry, Misty	CON16-55057.00	LSA - Vision Implement Active	Consulting Gailhouse, Scott	~		Consulting;	9/29/2017			misty.perry@lsanet 5/25/2017	LSA Associate			
Evans, Rosie	CON16-55057.00	LSA - Vision Implemen Active	Consulting Gailhouse, Scott	~		Consulting;	9/29/2017			Rosie.Evans@lsa.net	First America			



Business Intelligence Connector





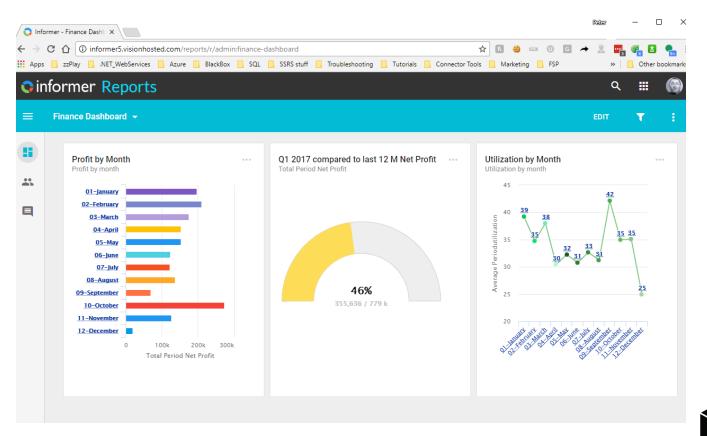
Business Intelligence

- Visibility into your company performance
- Consistent source of the truth
- Easily combine data from multiple data sources
- Drilldown capabilities
- View source data
- Empower all users (Company, Department and Individual Reporting)
- Easy to use
- Programmer not needed to create meaningful reports



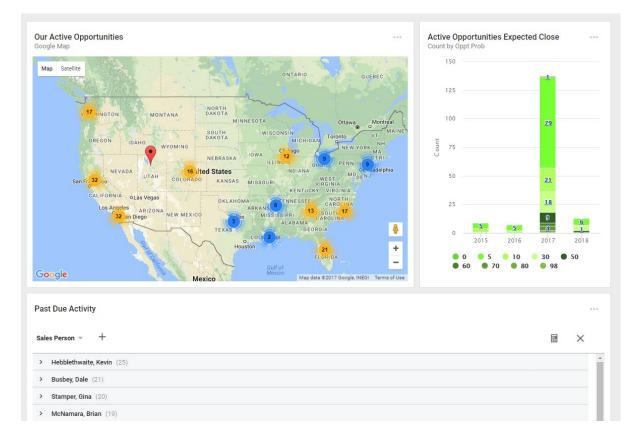


Informer Visualization Examples





Informer Visualization Examples





Why Informer

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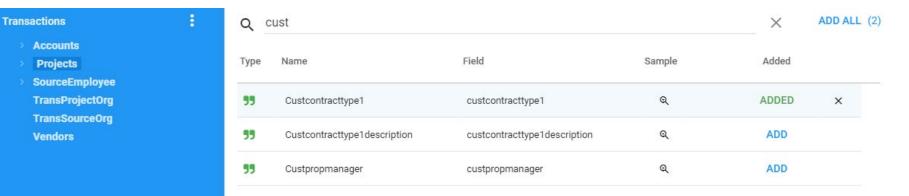
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Drilldown capabilities



Why Informer

Quickly add new fields





Why Informer

Access on your mobile device



Flash required to view video



Data You Choose

- Ability to add any Standard or Custom fields
- Standard data tables of:
 - Accounts, including Account GL **Grouping Tables**
 - Employees, including Absence **Requests & PTO**
 - Projects, including Contract Management
 - Opportunities
 - Clients
 - Contacts
 - Vendors
 - Accounts Receivable
 - Project and GL transactions

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On Your Schedule

Schedule as needed: On-Demand, Nightly, Hourly

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Informer Field Selection

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Marketing Intelligence Connector

Coming in 2019/2020



Marketing Intelligence Connector

- Track performance of inbound marketing campaigns directly in Deltek Vision
- Link your HubSpot inbound marketing tool with your Deltek Vision ERP system
- Maintain consistent and accurate marketing data and reduce duplicate entry
- Create a real-time information hub in Deltek Vision CRM with the latest customer behaviors & activities
- Share marketing awareness insight on your inbound marketing efforts to your entire organization





HubSpot

Contact & Lead Intelligence

- Sales intelligence will be pushed from HubSpot to a new tab called Marketing IQ on the Contact or Lead record.
- Firm/Client Intelligence
 - Sales intelligence will be pushed from HubSpot to a new tab called Marketing IQ on the Firm/Client record.





Blackbox as a Platform

Coming in 2019/2020





Blackbox as a Platform

- Leverage dynamic workflow creation in Blackbox workflow builder
- Read, write and transform data to your specifications to a variety of end-points
- Support for multiple SQL, no SQL and document repository warehousing technologies
- Enablement for on-premise applications





Future Proof

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Questions?



www.blackboxconnector.com info@blackboxconnector.com

