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 on-premise
- 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
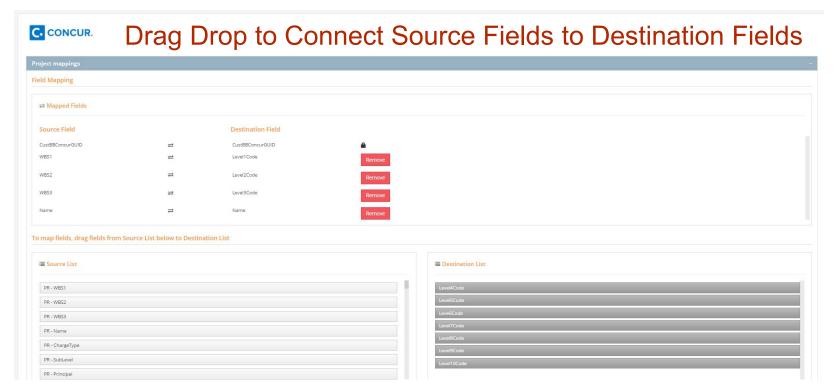- **Informer |** Business Intelligence Tool Connector

…and more to come.

Why Blackbox?

Drag Drop to Connect Source Fields to Destination Fields

Project mappings

Field Mapping

⇄ **Mapped Fields**

Source Field		Destination Field	
CustBBConcurGUID	⇄	CustBBConcurGUID	🔒
WBS1	⇄	Level1Code	Remove
WBS2	⇄	Level2Code	Remove
WBS3	⇄	Level3Code	Remove
Name	⇄	Name	Remove

To map fields, drag fields from Source List below to Destination List

☰ **Source List**

PR - WBS1
PR - WBS2
PR - WBS3
PR - Name
PR - ChargeType
PR - SubLevel
PR - Principal

☰ **Destination List**

Level4Code
Level5Code
Level6Code
Level7Code
Level8Code
Level9Code
Level10Code

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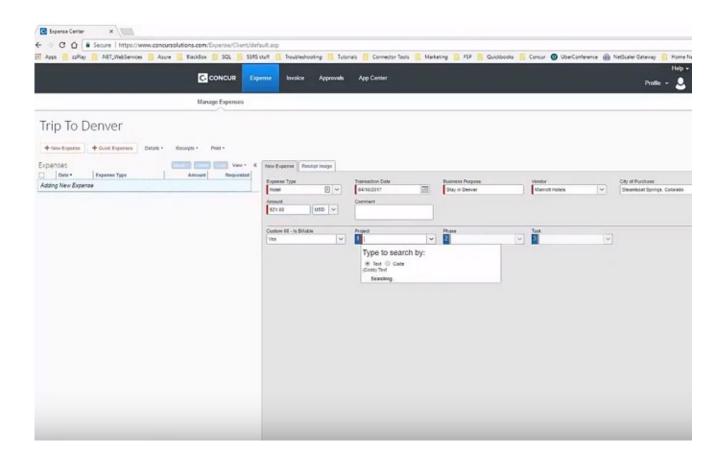
Spend Management Connector

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

C. CONCUR

Blackbox CONNECTOR
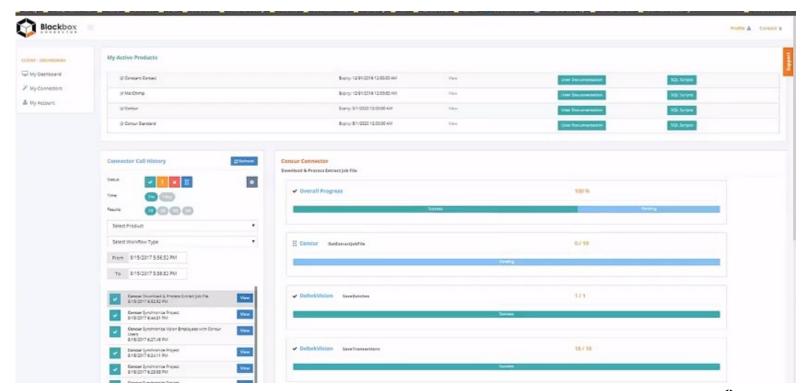
Use Concur
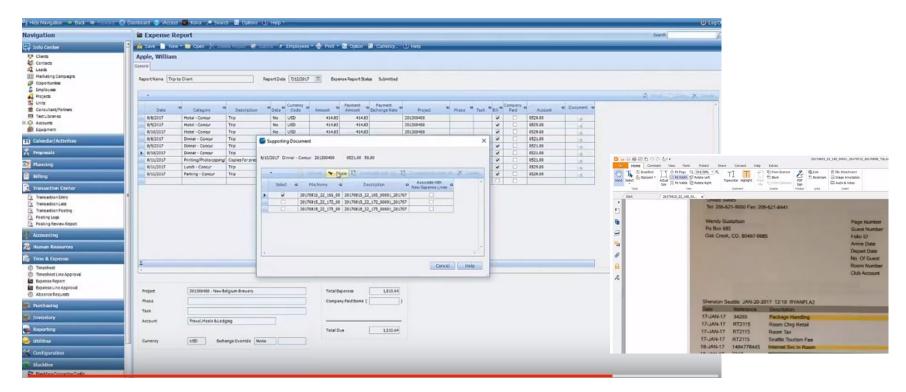
Transfer your Data

Use Deltek

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
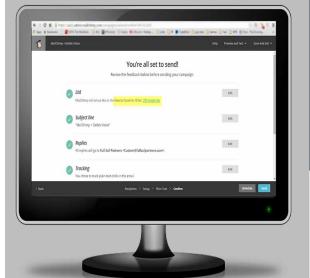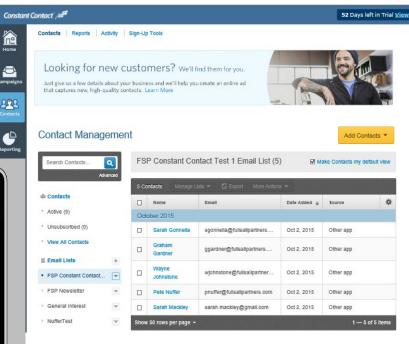- Leverage email results to further segment and target contacts and leads
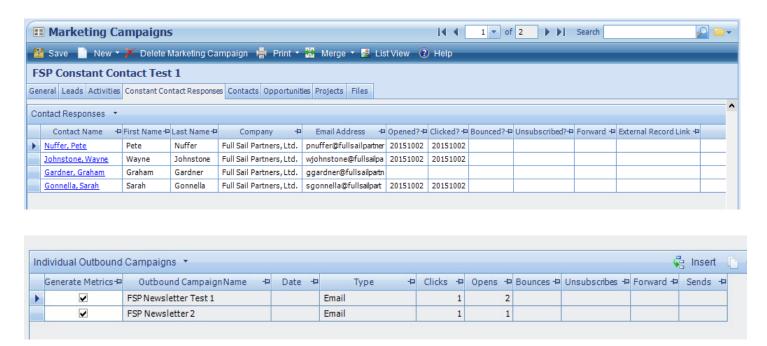
Automate Email Lists
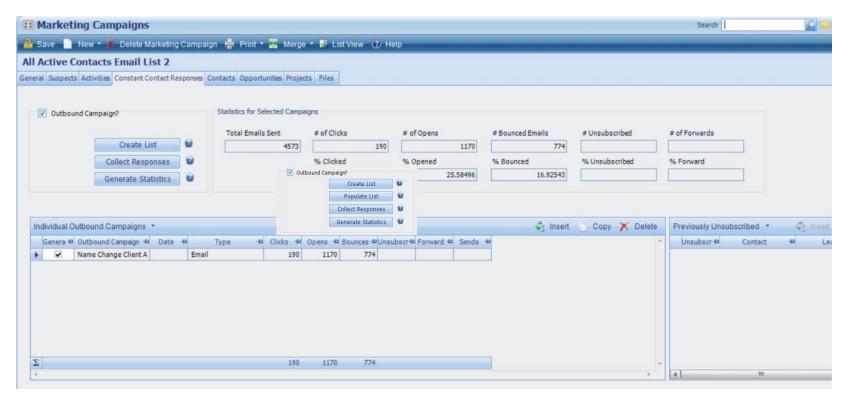
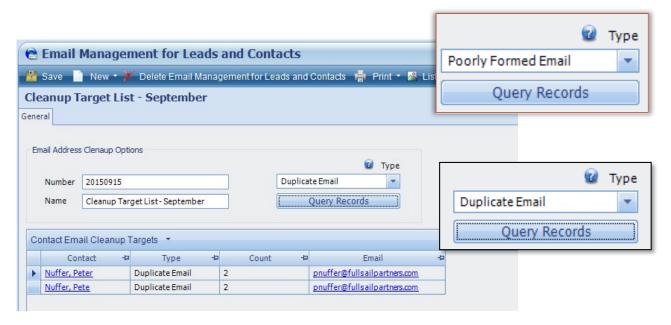# Get Insight in Deltek

Individual Statistics for Each Campaign

Get Insight in Deltek

Error Verification

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.

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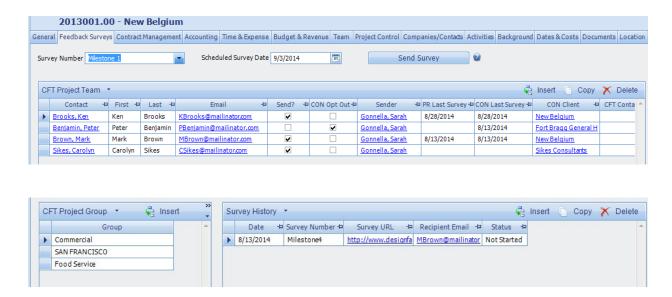Nuanced data about each client backed by trends paints a picture of your relationships to enable targeted, focused action.

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.

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
THE POWER OF FEEDBACK

Blackbox
CONNECTOR

Project Initiated Feedback
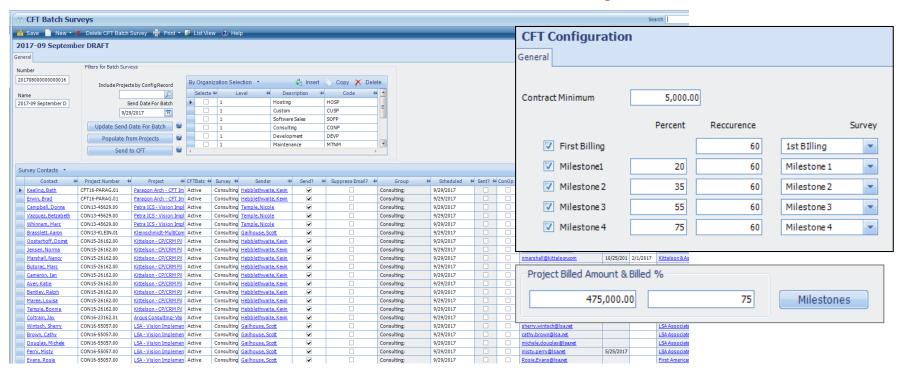

Project Initiated Feedback from Project Info Center

Batch Deployment

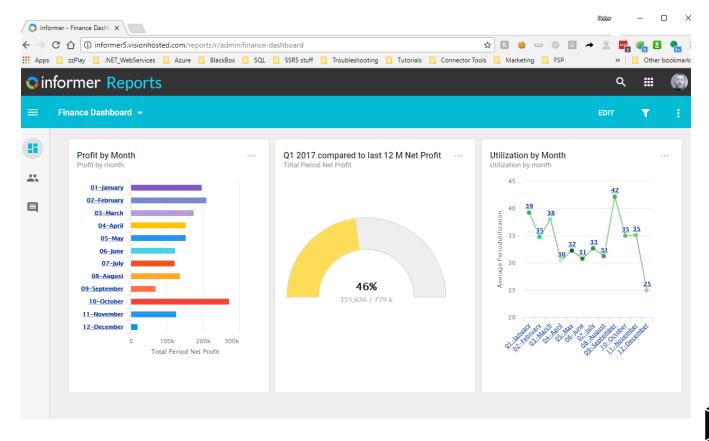## Project Info Center Bill %

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
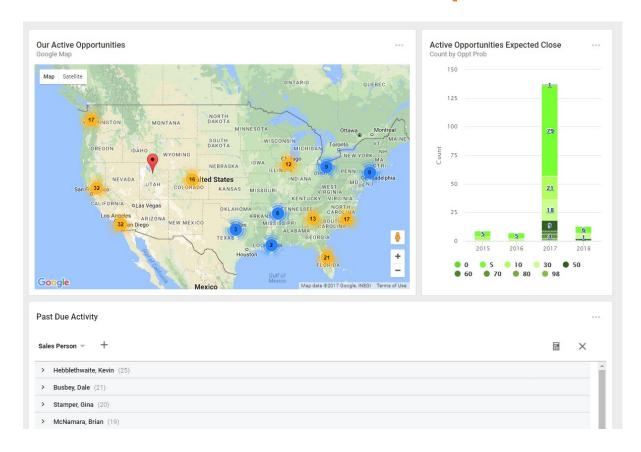- Programmer not needed to create meaningful reports

Informer Visualization Examples

Informer Visualization Examples

Why Informer
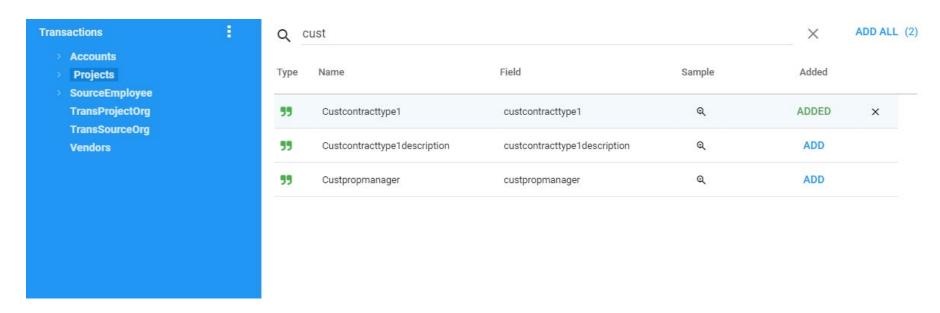
- Drilldown capabilities

Why Informer

- Quickly add new fields

Why Informer

- Access on your mobile device

Flash required to view video

Blackbox CONNECTOR
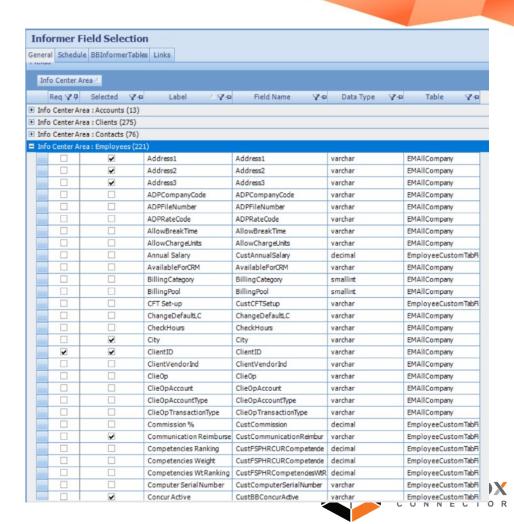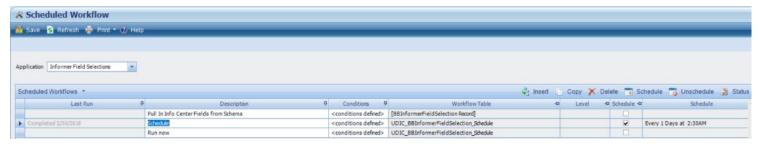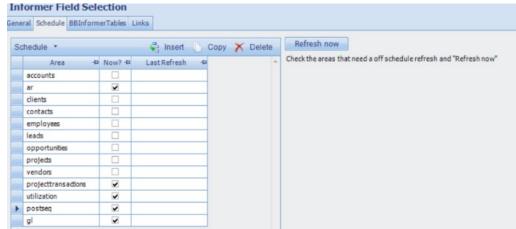
Data You Choose

- 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

On Your Schedule

▪ **Schedule as needed:** On-Demand, Nightly, Hourly

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.
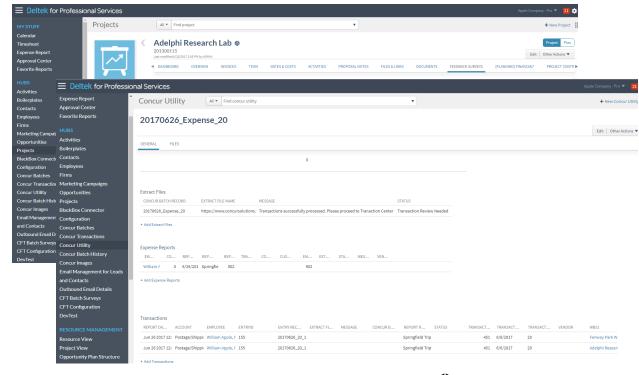
HubSpot

Blackbox CONNECTOR

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

Blackbox
CONNECTOR

Future Proof

Questions?

www.blackboxconnector.com
info@blackboxconnector.com