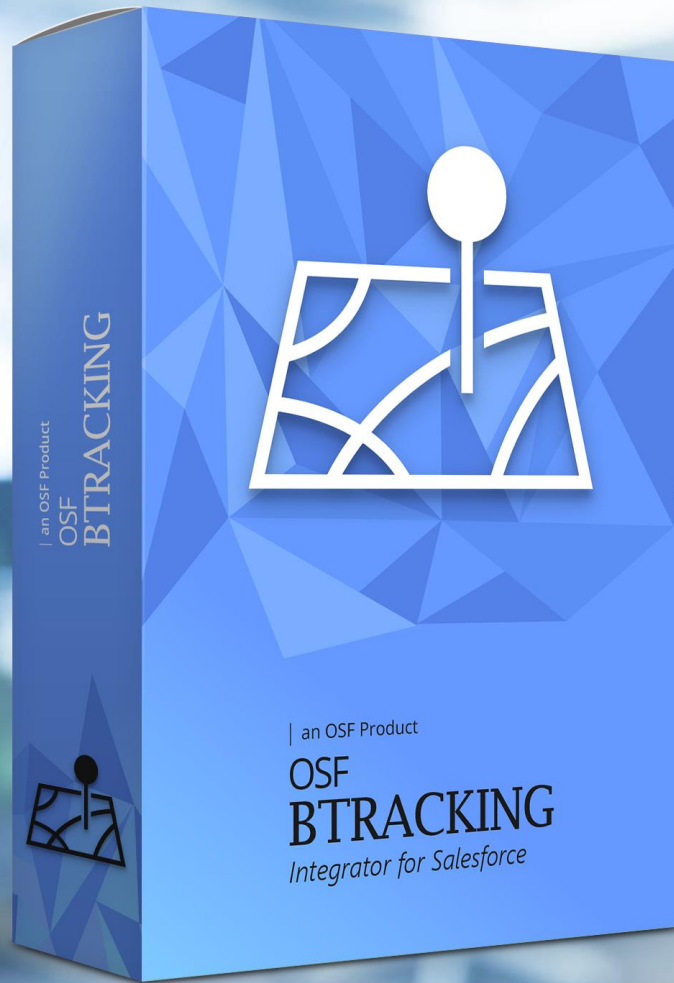




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GPS AND CRM INTEGRATION MADE SIMPLE!

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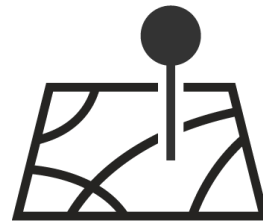
Download Free Version with functionality available for up to TWO Btracking users and 100 geocoded account locations

CAPITALIZE ON PROFITS

Identify sales opportunities in selected territories. Efficient route planning saves time and money

ANALYTICS FOR BETTER RESULTS

Monitor travel times and time spent with clients at each location. Improve productivity and customer satisfaction



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BTRACKING
Integrator for Salesforce

VALUABLE REPORTING

Analyze workforce performance with built-in reporting in Salesforce CRM

MAPPING DIRECTLY IN CRM

Use interactive maps with customer and account locations. View geocoded GPS data in Salesforce

TRY FOR FREE

MEET YOUR BUSINESS NEEDS



- ▶ **IDENTIFY** accounts that require more resources



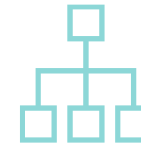
- ▶ **MONITOR** travel times and time spent with clients



- ▶ **VIEW** geocoded GPS data in Salesforce



- ▶ **INTEGRATE** fleet management capabilities with Salesforce CRM.



- ▶ **ENABLE** transparent operations for sales and service teams in Salesforce CRM.



- ▶ **GAIN** real-time look into the status of field agents and customer interactions.

BTracking User Record in Salesforce

The screenshot displays the Salesforce interface for the 'Caterpillar Inc.' account. The top navigation bar includes links for Home, Chatter, Files, Leads, Accounts (selected), Contacts, Opportunities, Reports, Dashboards, Products, and BTracking. A left sidebar contains a 'Create New...' button, 'Recent Items' (listing Caterpillar Inc. and Samantha James), and a 'Recycle Bin'.

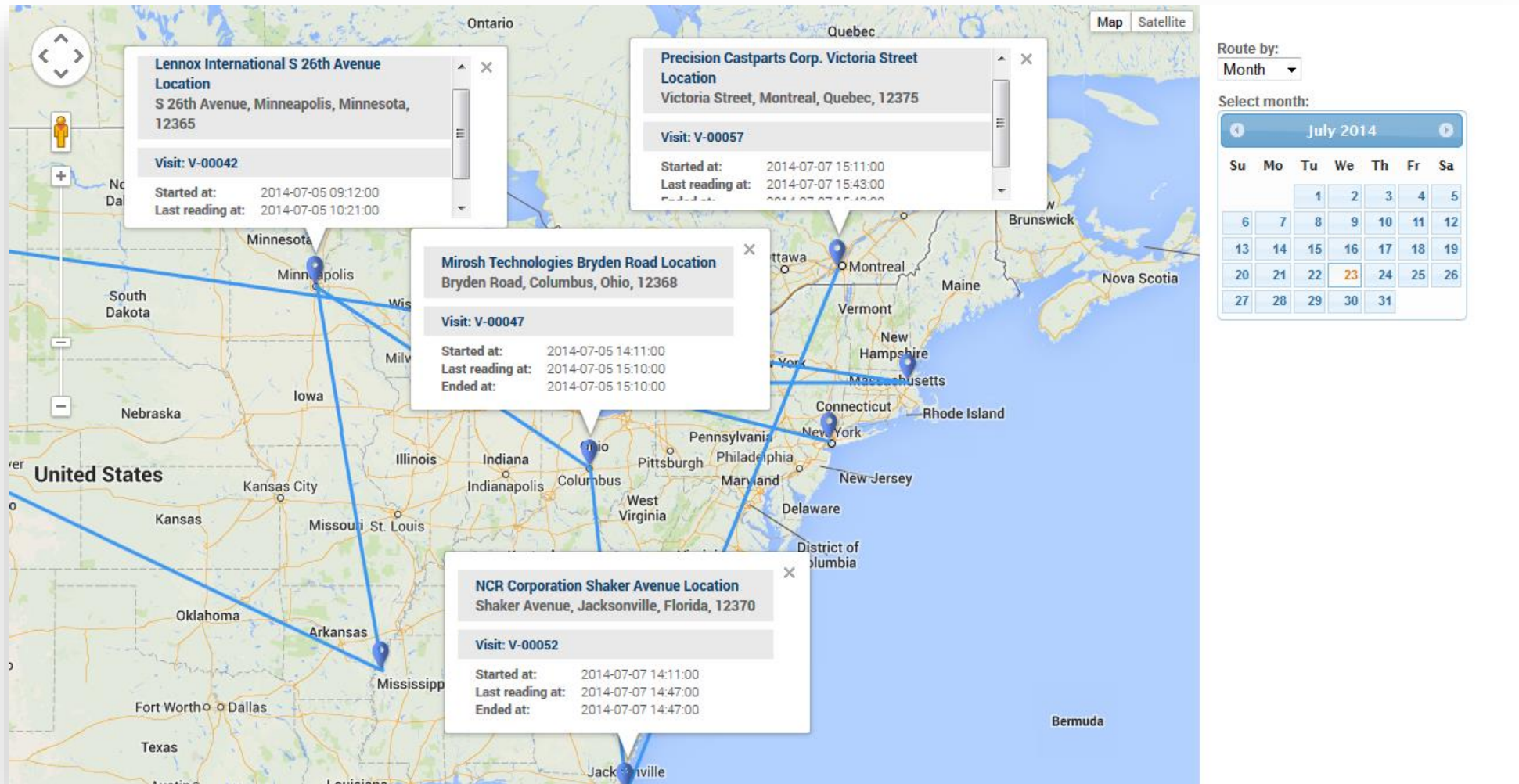
The main content area shows the account details for 'Caterpillar Inc.' with a 'Show Feed' button and a 'Back to List: Accounts' link. Below this is a tabbed interface for 'BT Account Locations' (4), with other tabs for Contacts (0), Open Activities (0), Activity History (0), Opportunities (0), Cases (0), Partners (0), and Notes & Attachments (0). A 'New Account Location' button is present.

The 'BT Account Locations' table lists four locations:

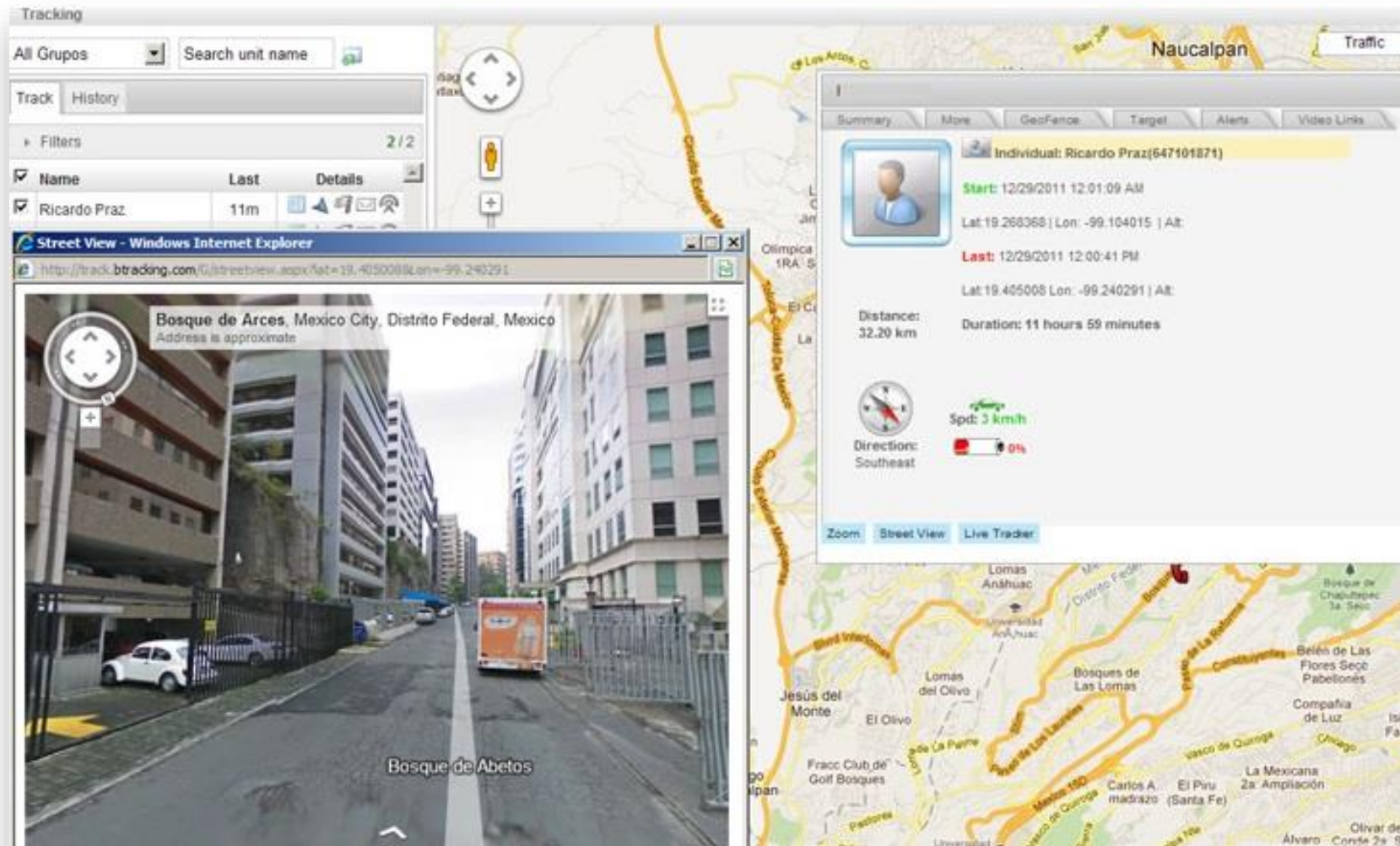
Action	Account Location Name	City	Country	Latitude	Longitude	State	Street
Edit Del	Caterpillar Inc. Location	New York	United States of America	40.753023	-73.973833	New York	45th Street
Edit Del	Caterpillar Inc. Grand Street Location	New York	United States of America	40.717384	-73.991467	New York	Grand Street
Edit Del	Caterpillar Inc. 45 Street Location	New York	United States of America	40.753023	-73.973833	New York	45 Street
Edit Del	Caterpillar Inc. Jerome Avenue Location	New York	United States of America	40.861757	-73.901869	New York	Jerome Avenue

Below the table, there are fields for 'Industry', 'Annual Revenue', and 'Description'. The 'Address Information' section is expanded, showing 'Billing Address' and 'Shipping Address' both as '45th Street, New York, New York, United States of America'.

BTracking User Visits Map: Account Locations



Position with Street View



BTracking Visits Report: Matrix

 BTracking Report - Visits (Matrix) Help for this Page

Report Generation Status: Complete

Report Options:

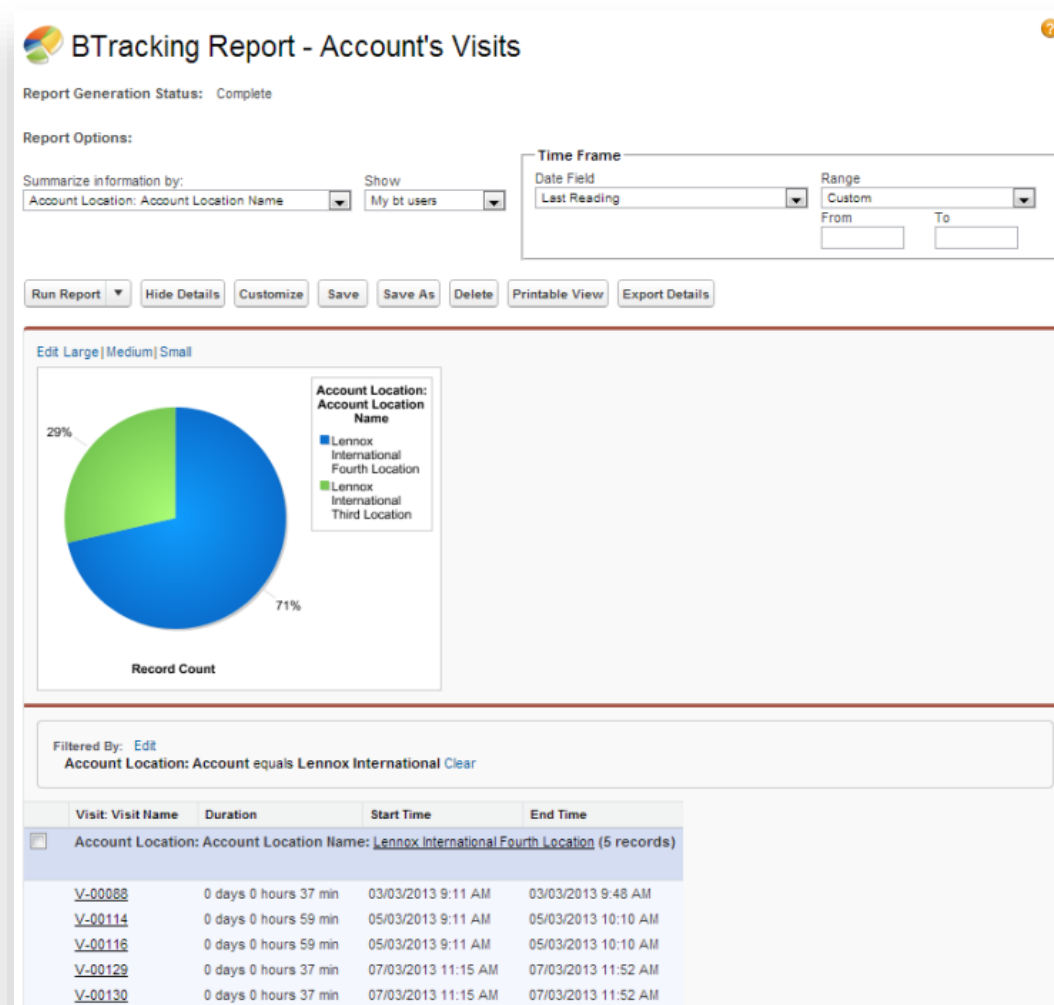
Summarize information by: Account Location: Account Name
 Summarize information by: BT User: BT User Name
 Show: All users

Time Frame
 Date Field: Last Reading
 Range: Current FY
 From: 01/01/2014 To: 31/12/2014

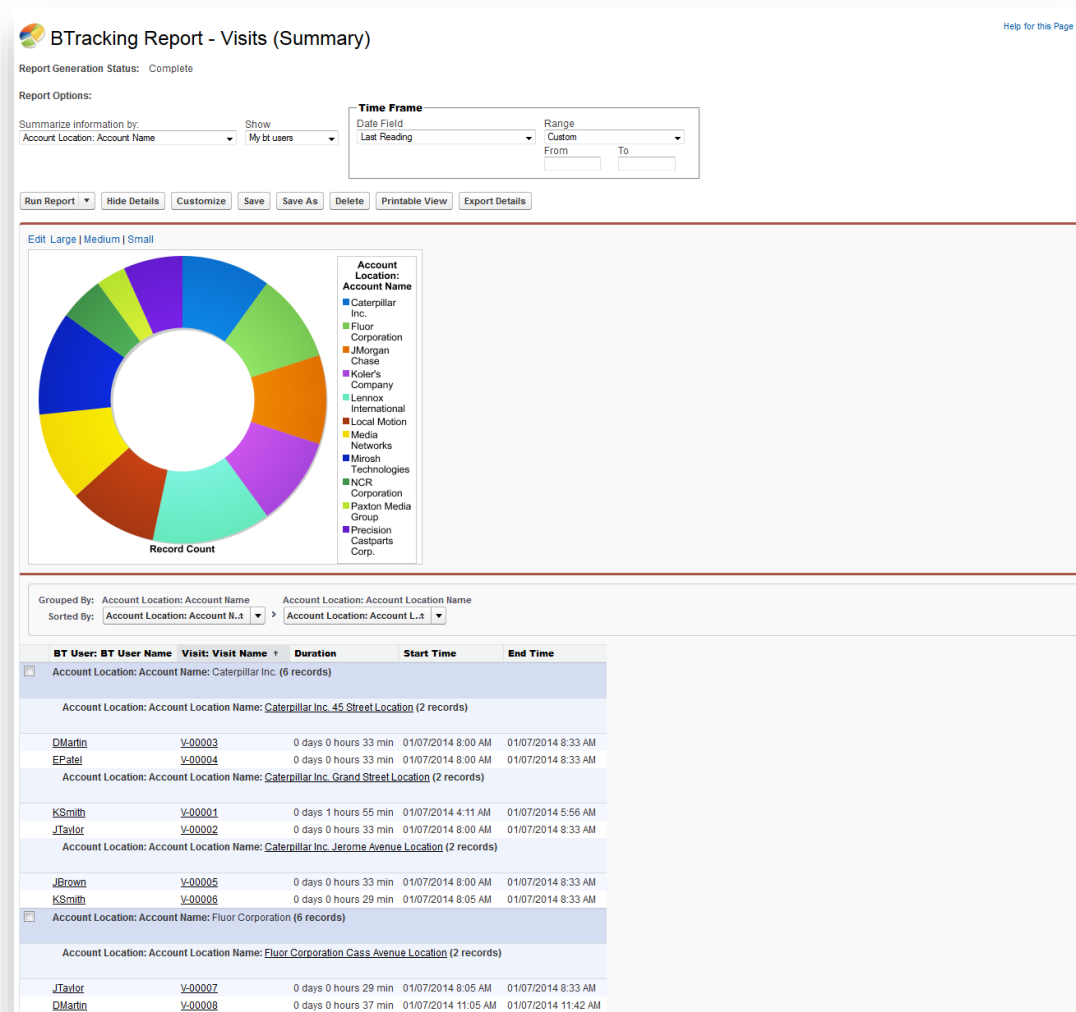
Run Report Show Details Customize Save Save As Delete Printable View Export Details

Account Location: Account Name	Account Location: Account Name	Record Count	BT User: BT User Name	Grand Total
			DMartin EPatel JBrown JTaylor KSmith	
☐ Caterpillar Inc.	Caterpillar Inc. 45 Street Location	Record Count	1 1 0 0 0	2
	Caterpillar Inc. Grand Street Location	Record Count	0 0 0 1 1	2
	Caterpillar Inc. Jerome Avenue Location	Record Count	0 0 1 0 1	2
	Subtotal	Record Count	1 1 1 1 2	6
☐ Fluor Corporation	Fluor Corporation Cass Avenue Location	Record Count	1 0 0 1 0	2
	Fluor Corporation Logan Street Location	Record Count	0 1 1 0 0	2
	Fluor Corporation Tireman Street Location	Record Count	0 0 0 1 1	2
	Subtotal	Record Count	1 1 1 2 1	6
☐ J.Morgan Chase	J.Morgan Chase E. Blaine Street Location	Record Count	0 0 0 1 1	2
	J.Morgan Chase E. Galer Street Location	Record Count	1 1 0 0 0	2
	J.Morgan Chase High Street Location	Record Count	0 1 1 0 0	2
	Subtotal	Record Count	1 2 1 1 1	6
☐ Koler's Company	Koler's Company NE Clinton Street Location	Record Count	0 0 1 0 1	2
	Koler's Company SE Clinton Street Location	Record Count	1 0 0 1 0	2
	Koler's Company SW Spring Garden Street Location	Record Count	0 1 1 0 0	2
	Subtotal	Record Count	1 1 2 1 1	6
☐ Lennox International	Lennox International N 26th Avenue Location	Record Count	1 1 0 0 0	2
	Lennox International NE Elm Street Location	Record Count	0 1 1 0 0	2
	Lennox International S 26th Avenue Location	Record Count	0 0 0 1 1	2
	Lennox International SE Elm Street Location	Record Count	1 0 0 1 0	2
	Subtotal	Record Count	2 2 1 2 1	8
☐ Local Motion	Local Motion Blake Avenue Location	Record Count	0 0 0 1 1	2
	Local Motion Shaker Avenue Location	Record Count	0 0 1 0 1	2
	Local Motion Storer Avenue Location	Record Count	1 1 0 0 0	2
	Subtotal	Record Count	1 1 1 1 2	6
☐ Media Networks	Media Networks Ames Street Location	Record Count	1 0 0 0 0	1
	Media Networks Garden Street Location	Record Count	1 1 0 0 0	2
	Media Networks Lynn Street Location	Record Count	0 0 1 1 1	3
	Subtotal	Record Count	2 1 1 1 1	6
☐ Mirosh Technologies	Mirosh Technologies 45th Street Location	Record Count	0 0 1 0 1	2
	Mirosh Technologies Bryden Road Location	Record Count	1 0 0 1 0	2
	Mirosh Technologies Frebis Avenue Location	Record Count	0 1 1 0 1	3
	Subtotal	Record Count	1 1 2 1 2	7
☐ NCR Corporation	NCR Corporation Crane Avenue Location	Record Count	1 0 0 0 0	1
	NCR Corporation Post Street Location	Record Count	0 1 0 0 0	1
	NCR Corporation Shaker Avenue Location	Record Count	0 0 0 1 0	1
	Subtotal	Record Count	1 1 0 1 0	3
☐ Paxton Media Group	Paxton Media Group Balboa Street Location	Record Count	0 0 0 0 1	1
	Paxton Media Group Gough Street Location	Record Count	0 0 1 0 0	1
	Subtotal	Record Count	0 0 1 0 1	2
☐ Precision Castparts Corp.	Precision Castparts Corp. Chemin Lucerne Location	Record Count	0 0 1 0 0	1
	Precision Castparts Corp. Logan Street Location	Record Count	1 0 0 0 0	1
	Precision Castparts Corp. Rue Masson Location	Record Count	0 1 0 0 0	1
	Precision Castparts Corp. Victoria Street Location	Record Count	0 0 0 1 0	1
	Subtotal	Record Count	1 1 1 1 0	4
Grand Total	Record Count		12 12 12 12 12	60

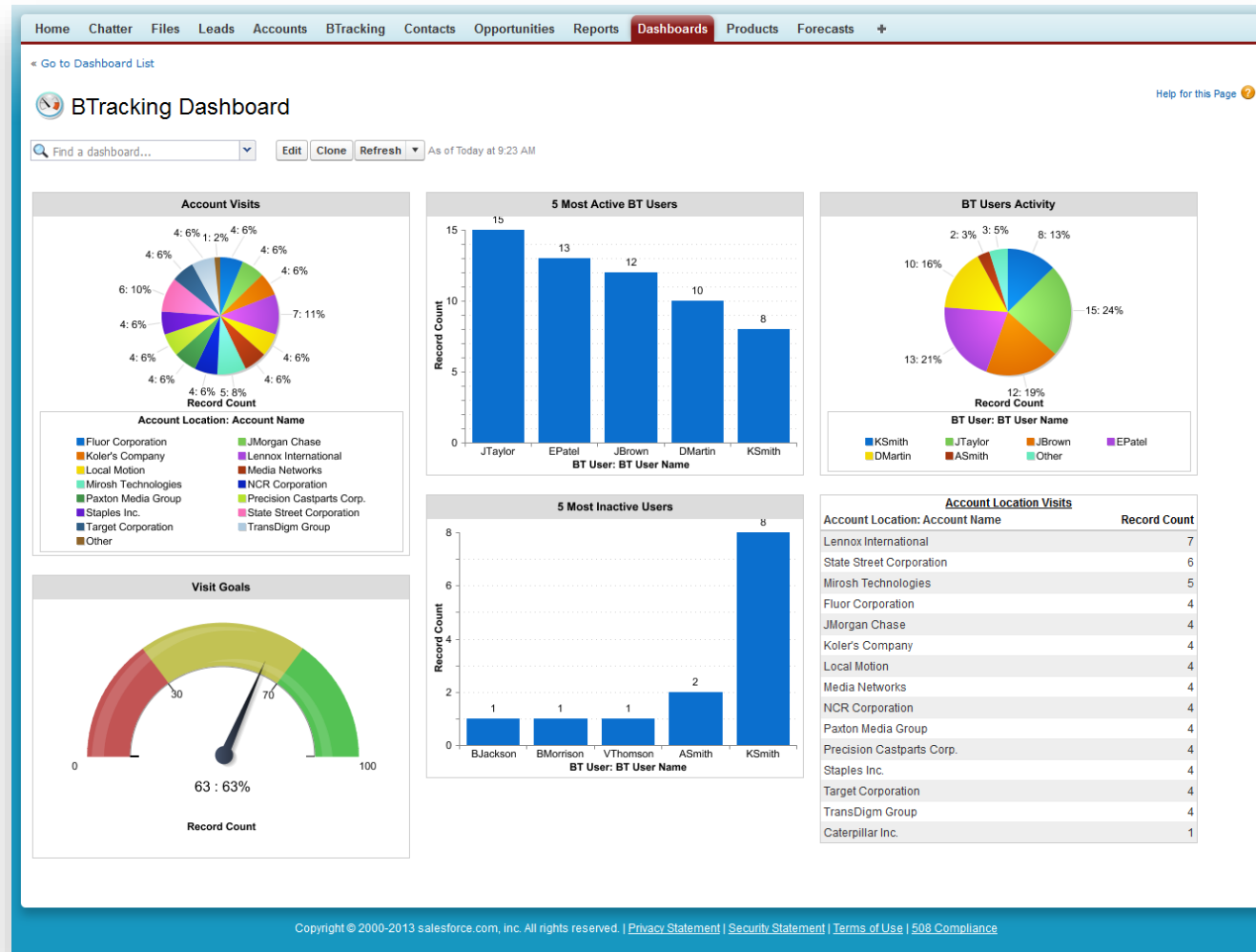
Reports on Visits: Account



BTracking Visits Summary Report



BTracking Dashboard in Salesforce



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Thank You!