

# INSIDEVIEW, INC.

## InsideView Validated Integration with Oracle CRM On Demand 19



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[insideview.com](http://insideview.com)



### Validated Integration

Oracle CRM On Demand

Through the Oracle PartnerNetwork, partners with validated integrations are able to provide customers with standards-based product integrations, tested and validated by Oracle. Customers benefit from improved risk management and smoother upgrade capability, leading to a lower total cost of ownership and greater overall satisfaction.

*Discover Your Inside Edge*

*InsideView delivers the intelligence you need to sell to people, not contacts.*

### Company Overview

InsideView brings insider intelligence about your prospects and customers right inside Oracle CRM On Demand. Instantly find the right prospects to call, the right time to reach them, and the right message to send. Insiders get access to millions of detailed company profiles and detailed people insights featuring contact data, connections, news alerts, social feeds, and more.

### Integration Overview

InsideView 20 adds intelligence right inside Oracle CRM On Demand 19 so every time you open an account, lead, contact, or opportunity, you can quickly learn how they do business, who you need to know, and what current events impact their buying cycle.

Populate Oracle CRM On Demand records with clean data in a single click and thoroughly research prospects and customers without ever leaving Oracle CRM On Demand.

InsideView brings the most complete, accurate, and relevant business information to Oracle CRM On Demand:

- Detailed company profiles
- Social media connections
- Real-time news alerts
- Rich people insights

### Integration Details

InsideView is integrated with Oracle CRM On Demand so that the mash-ups allow users to transparently access InsideView features from within their Oracle CRM On Demand environment and easily move data between the two.

When integrated in this way, InsideView enhances Oracle CRM On Demand with an array of powerful capabilities.

- Event-based prospecting to improve lead generation
- Embedded company intelligence to accelerate lead qualification
- One-click enrichment to enrich account, lead, and contact records
- Embedded smart agents to enable proactive alerts for key events
- Embedded connection analysis to identify and leverage relationships

### Availability

InsideView is available anywhere.

[sales@insideview.com](mailto:sales@insideview.com)

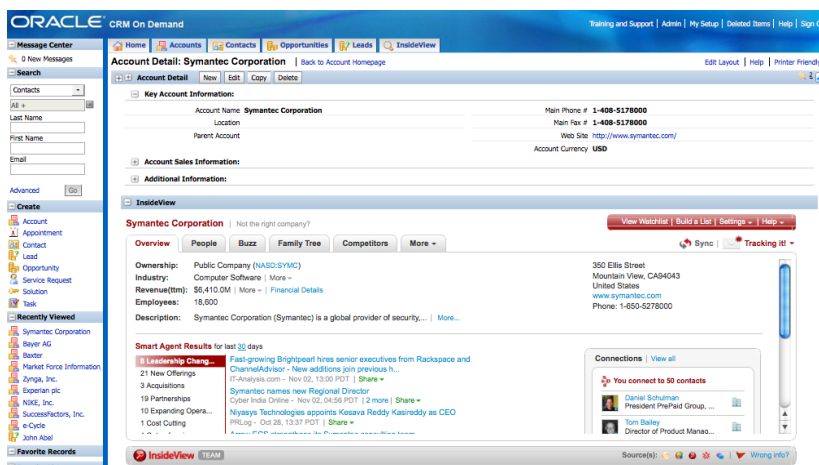
Tel.: +1.415.728.9340

InsideView delivers key insights, events, connections, business information, and contacts directly into Oracle CRM On Demand native page layouts. And users can export InsideView information to create a new account, contact, or lead record (or enrich an existing one) with a single click.

### Contact

[sales@insideview.com](mailto:sales@insideview.com)

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The InsideView integration with Oracle CRM On Demand.

## Environment

*InsideView Environment*

InsideView 20

*Oracle Environment*

Oracle CRM On Demand 19

For additional information about partnering with Oracle, please contact [opninfo\\_us@oracle.com](mailto:opninfo_us@oracle.com) or visit [partners.oracle.com](http://partners.oracle.com)

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