



# Salesforce and Xively: Creating New Value through Connected Products

Xively simplifies how companies connect and manage their products, and then integrates that product data into Salesforce to drive deeper customer engagement

## The Opportunity

IoT connected products gives companies the opportunity to **deliver new value to customers, to manage products in a new way, and to create a real-time view of products** in the field. Now is the time to get started on your connected product journey.

Connected Products Create New Business Value:

Product Service Automation	Proactive Service and Better SLAs	Recurring Revenue Models	New Product Features
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## The Solution

Xively and Salesforce, two industry leaders, have partnered to help companies **accelerate time to market** and **realize new business value** through connected products.

We make it possible to merge product and customer data to produce new **product service automation**

## Delivering IoT value to companies today



## How to Get Started

Contact Your Salesforce Representative to Learn More

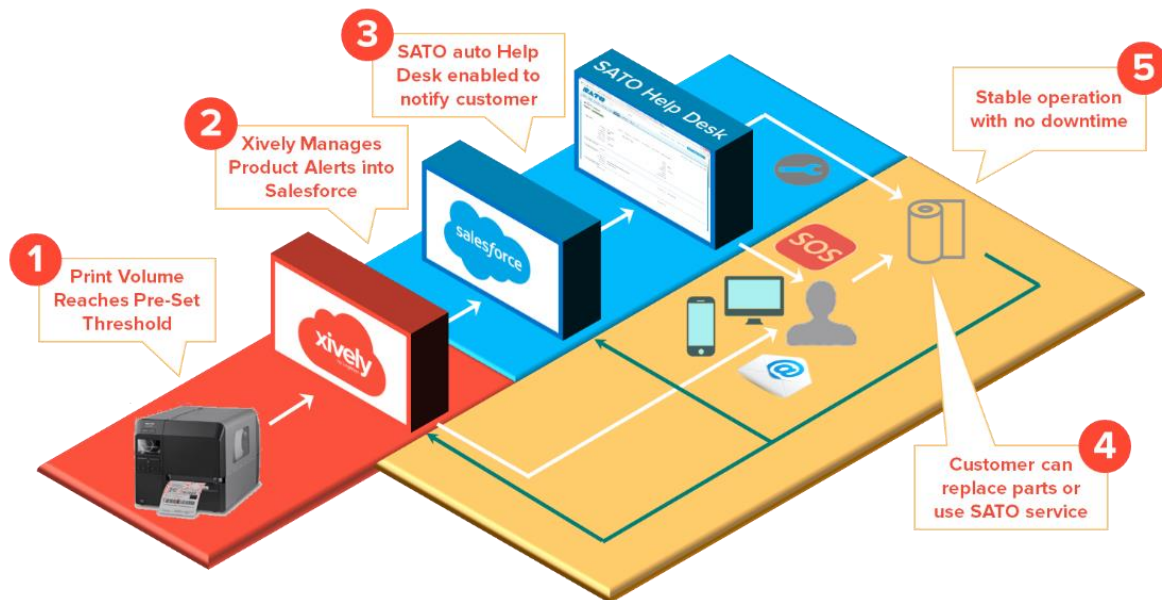
Set Up a **Discovery Session** with Xively and Salesforce

xively.com  
@XivelyIOT  
xivelyinfo@logmein.com

# Real World Example of IoT: Connected Product Delivered through Xively and Salesforce



SATO Group, a global leader in barcode printing, labeling, and RFID solutions, wanted to maximize business value by IoT-connecting their products. SATO selected Xively and Salesforce (Service Cloud and Heroku Connect) as the platforms to power SATO Online Services (SOS). This will enable SATO to monitor its printers 24/7 and provide customer support in real-time, enabling higher availability for printers. SATO also anticipates a faster introduction of connected customer experiences and lower operational costs.



## Your Full Solution Stack, powered by Xively and Salesforce



Contact Your Salesforce Representative to Learn More