

## Redkite in|force Connector

The Redkite in|force Connector combines the power of Salesforce.com's leading CRM functionality with the wealth of information available in LinkedIn®. With the in|force Connector, you now have the ability to view your company's contact data right alongside your contact's LinkedIn® profile, providing the ultimate contact profile ... After all, no one knows more about your contacts than they do themselves.

### Overview

The in|force Connector enables you to search LinkedIn® for your contacts directly from Salesforce with a few simple clicks. Once you have linked your Salesforce contact to a LinkedIn® profile, anyone in your company who can see this contact will have immediate access to the LinkedIn® Profile.

### Key Benefits

The in|force Connector enhances your contact data by displaying the latest profile information from LinkedIn®.

#### Key Benefits Include:

- ◆ View LinkedIn® profile directly in the Salesforce Contact Page, *even for out of network Contacts*
- ◆ 1- click search by Name and Company
- ◆ Customizable search by Title, Location or Keywords
- ◆ Degree of Relationship Display
- ◆ Employer, Title, and Summary Profile
- ◆ Seamless navigation to the full LinkedIn® Profile
- ◆ Secure authentication directly to LinkedIn®
- ◆ **100% Native Force.com application**
- ◆ **100% Free. We use it. We think you'll love it too.**

The screenshot shows a Salesforce contact record for Kenny McColl. The contact details include: Name: Kenny McColl, Account Name: Redkite, Title: Chief Architect, Department: Management & Operations, Email: info@redkitetechnologies.com. The contact owner is Marc Benloff. Below the contact details is a section for LinkedIn Details, which includes a profile picture, name, title (Founder, Chief Architect at Redkite, LLC), and a list of current and past roles. The current role is Founder, Chief Architect at Redkite, LLC. Past roles include Architect at Moody's Analytics, Application Architect at Citigroup Global Wealth Management, and Solutions Architect at Fujitsu Consulting. The education section lists The University of Glasgow. The websites section lists www.redkitetechnologies.com and in|force Connector. A summary section provides a brief overview of Kenny's experience and background.

All LinkedIn® profile information is supplied by LinkedIn®. The in|force Connector is provided by Redkite and is not affiliated in any way with LinkedIn®.

### Coming Soon

Watch out for new solutions we're releasing to the AppExchange, including:

- ◆ **in|force Connector 2.0** – Enhanced functionality and deeper integration.
- ◆ **Redkite Capital Markets Toolkit** – 100% native Force.com Toolkit for Capital Markets firms.

### About redkite

Redkite is a Salesforce solution provider founded by delivery professionals who have pioneered the design and deployment of cloud solutions to enterprise clients since 2004, on more than 50 implementations for Fortune 500 companies. Our professionals have led many of the largest and most advanced implementations of Salesforce CRM in the world. We are proud to bring this same excellence in strategy, design and delivery to clients of all sizes. To learn more, visit us at [www.redkitetechnologies.com](http://www.redkitetechnologies.com).

