

Adding StreamOnce to Jive transforms how your Sales team shares and generates data. By connecting the company's email to Jive, you're igniting your team's ability to collaborate. No longer will valuable pieces of information be locked away in various systems.

**StreamOnce integrates all data and communications into your Sales team's deal space within Jive.**

### Constantly Connected.

Even if half your Sales team communicates by email, and the other half uses Salesforce to create data, StreamOnce integrates everything into your team's Jive account. No matter which system you're using, the data shows up where your Sales team can respond to it.

### Searchable & Organized.

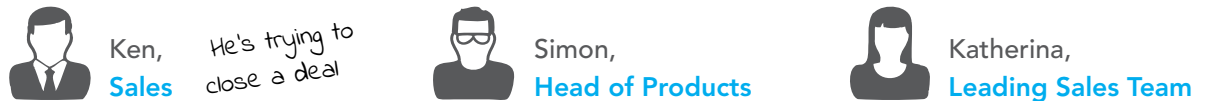
No more scrolling through multiple emails. No more chasing data across multiple platforms. StreamOnce transforms Jive into a searchable and organized database. Discover the ease of having all of your team's sales-related emails in one place.

### Incorporate Partners and Vendors.

StreamOnce lets your Sales team incorporate selected partners and vendors into your Jive account. The emails that your partners and customers send will show up within your team's social space.

### What happens when you connect email to Jive?

For this Sales team, it meant adjusting expectations to help a teammate close a deal.



**jive** for Self-Signup streamonce.com

Home 19 Content People Places Apps Create

**Win Sales**

Overview Content People Projects

GROUP OVERVIEW

RECENTLY JOINED

- katherina Smith Joined Jan 29, 2013
- Ariel Cohen Joined Dec 10, 2012
- Ken Clinton Joined Nov 29, 2012

RECENT ACTIVITY

What's going on?

[Email] When are we going to release the iPhone 7 support ?

Ken Clinton 1 minute ago (Show less)

**streamOnce**

From: kenny.tucker@streamonce.com  
Date: Wed Feb 13 21:15:35 PST 2013  
To: vmware deal vmware\_deal@streamonce.com;

I am seating with the customer right now and he will only close the deal if we will support iPhone 7

Ken

1 reply Show fewer comments

Simon Davis (to Ken Clinton) 4 minutes ago

We will only release it in a year from now, and please do not communicate dates to the customer!

Simon David,  
Head of products

katherina Smith (to Simon Davis) Less than a minute ago

Guys, As the head of sales I am willing to provide dates: Please tell the customer that it will be ready in 3 months - I am taking full responsibility on this!

Katherina Smith,  
SVP sales

Reply · Like (0)

Reply to original discussion

1. The client gives Ken a deal-breaker question: when will they release the iPhone 7 support?

2. Ken uses Blackberry to send question to his sales distribution list.

3. The email automatically shows up in Jive's Sales place.

5. Katherina sees that Simon's response will jeopardize Ken's sale. She steps in and takes responsibility for changing Simon's timeline. Deal closed!

4. Simon uses Jive to send Ken a reply to his Blackberry.