

clarizen

Bringing the power
of work management
to every corporate employee

SIIA On Demand

Guy Shani, VP Sales

It used to be relatively easy...



- Clear hierarchy, management – centric
- People, information in one place
- End products that you can touch
- Limited freedom, measurable tasks
- Little change

A disconnect

THEN

NOW

Work practices



Have moved on

Management tools



How do people work today – island of activities

Time
management



Budgeting



Communication



Work
planning

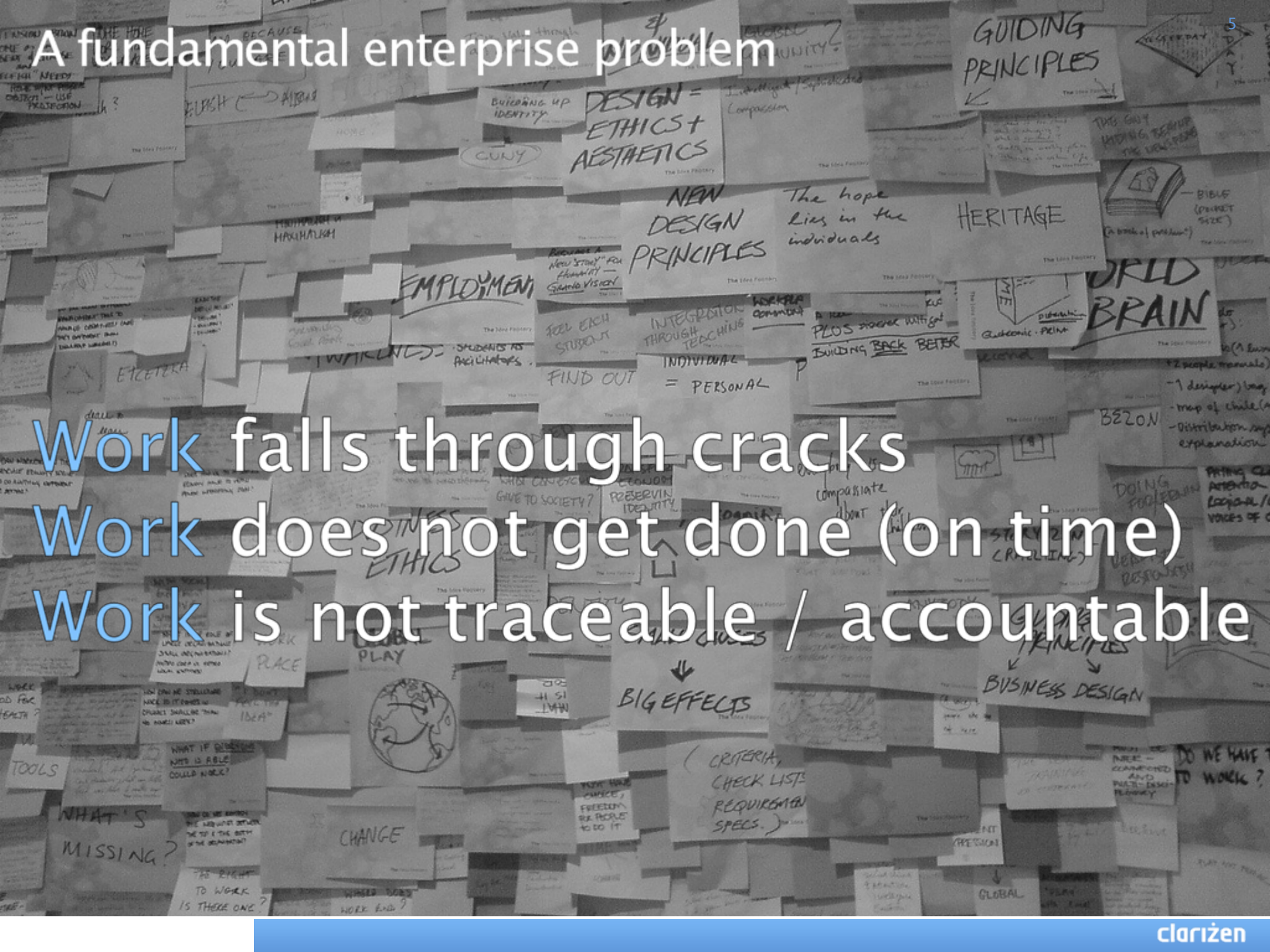


Time
tracking



A fundamental enterprise problem

Work falls through cracks
 Work does not get done (on time)
 Work is not traceable / accountable



The Clarizen work management solution

Messages

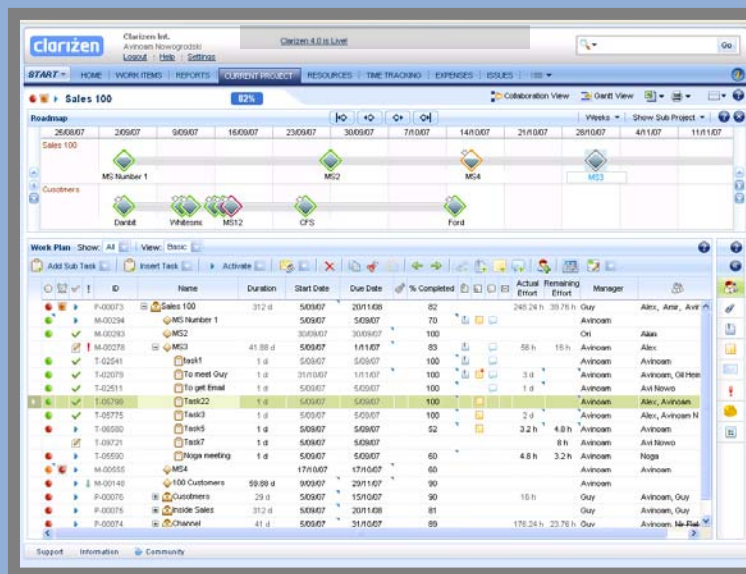
Coworkers

Suppliers

Customers

Data

Managers



Resource Management



Project Planning



Time Management



Task Management



Budget Tracking




Issue Tracking




Email Communication


The real-time business execution ecosystem

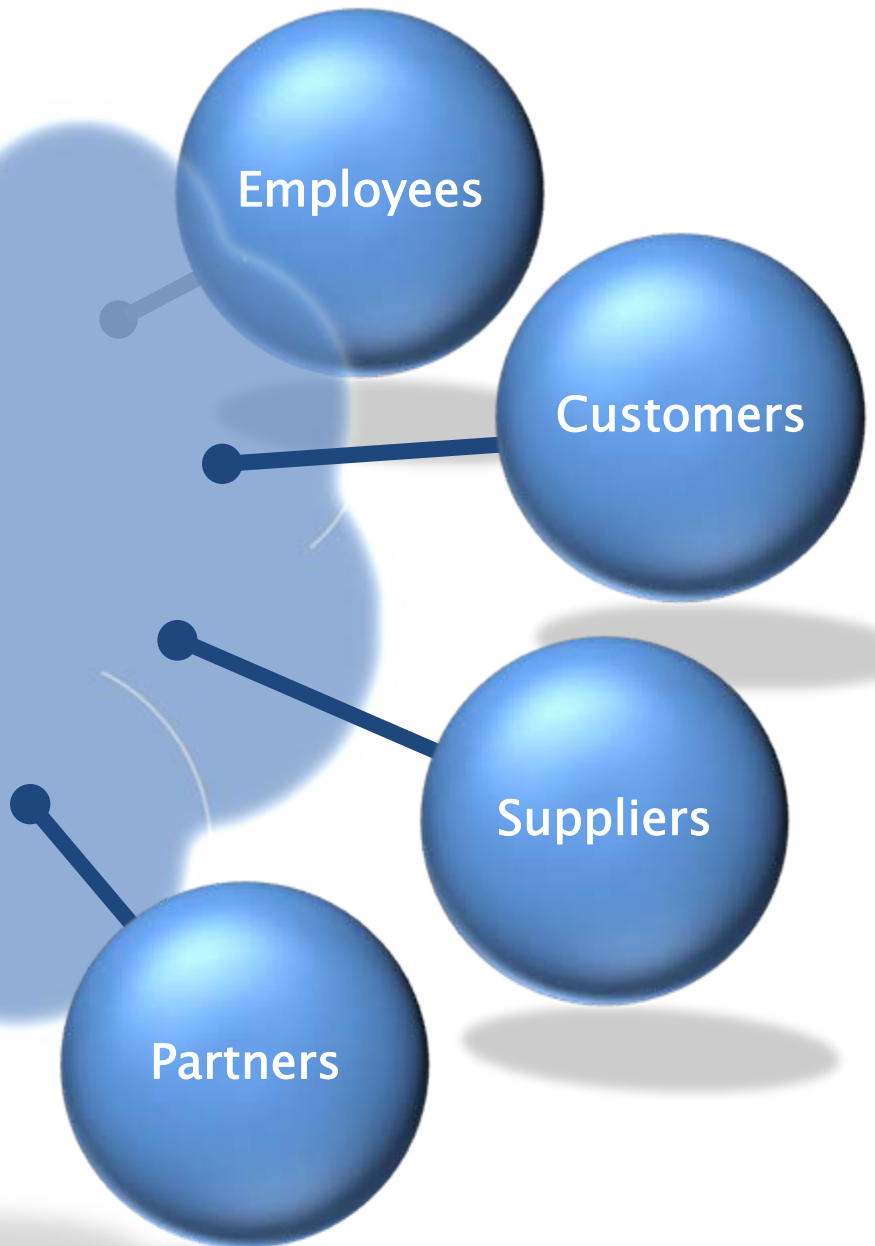


Help desk 

CRM 

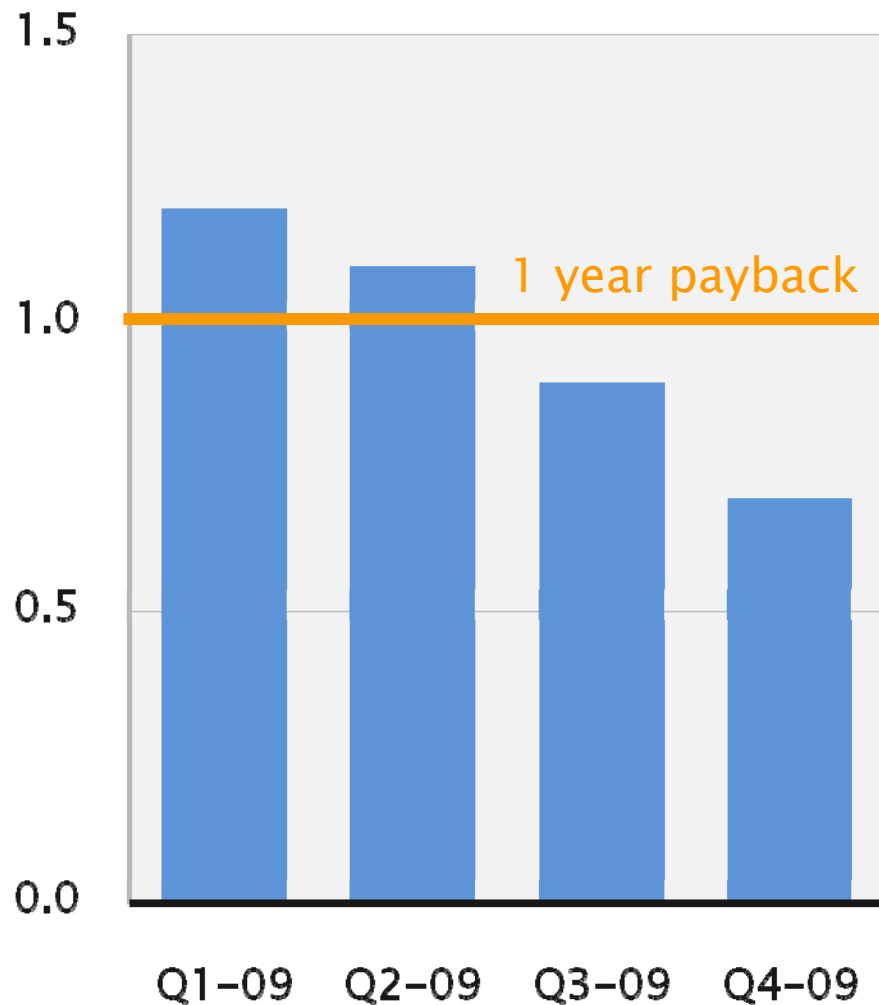
HR 

Work Management 



Scalable model, proven sales and marketing ROI

Customer acquisition cost / Annual contract value, 2009



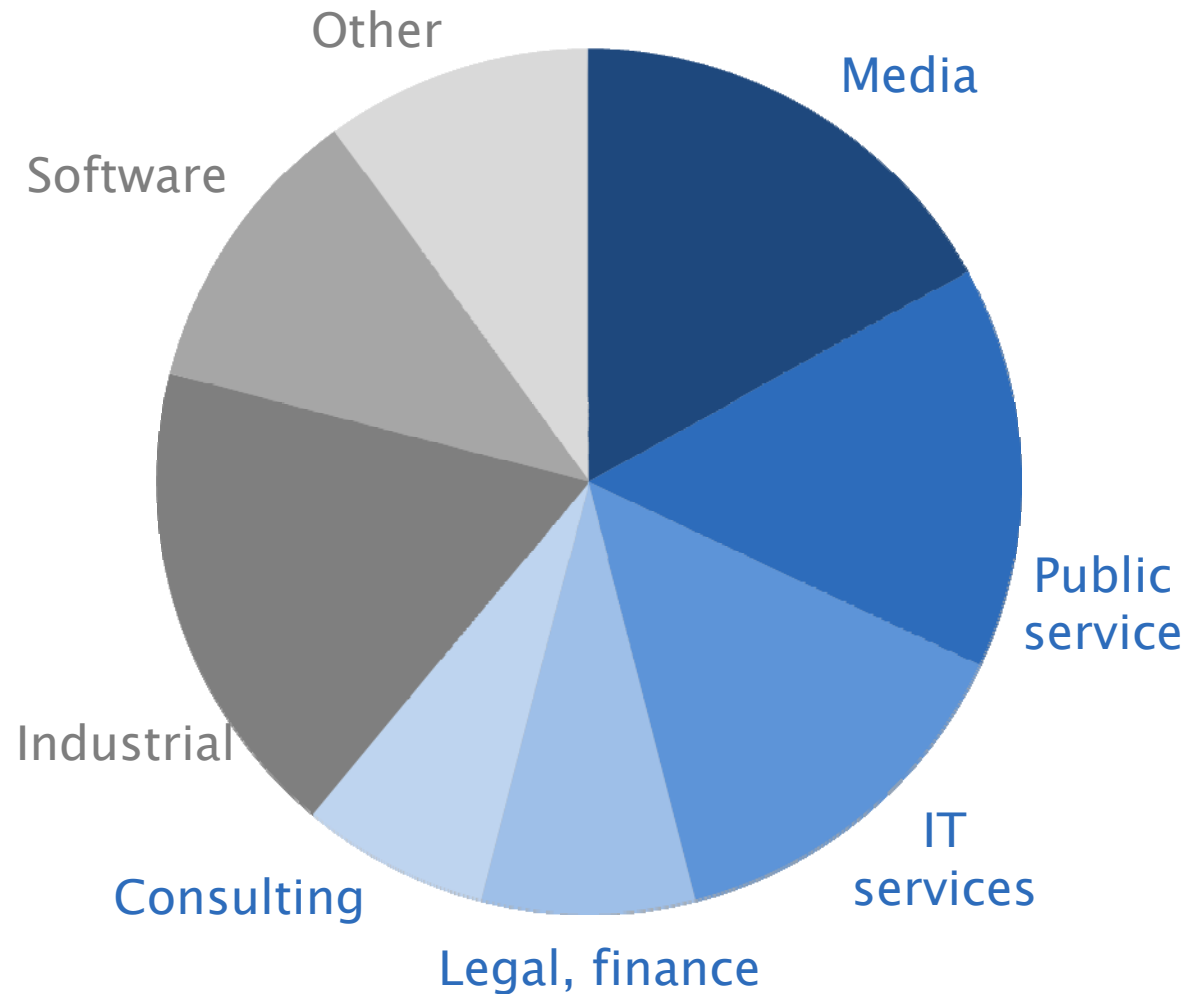
\$30 per user per month

We never visit a customer

Horizontal: can be sold to any enterprise

Market penetration strategy

Customers by sector



Now leveraging this beachhead to enter other sectors

Initial focus: services

- Time management/ coordination are big issues
- Touches many other sectors

Leading customers



NEC



Selection out of
~300 customers



Edwards

lenovo™

FORTINET™

Anritsu

clarizen

Thank you