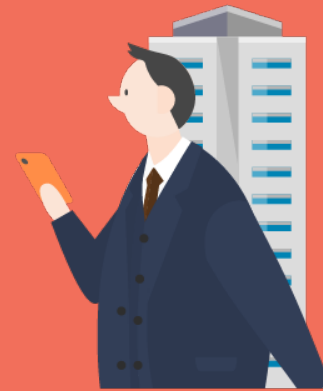




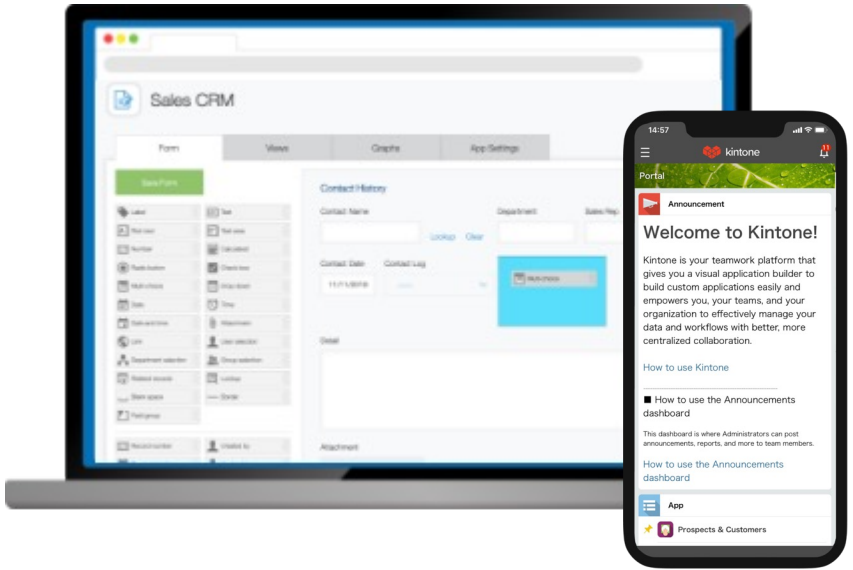
# kintone

## All your team's workflows in one place with Kintone.

Kintone is a cloud-based no-code/low-code platform for building custom business applications, streamlining processes, and managing data without extensive programming skills.



# Intro to Kintone



Kintone is a customizable workplace platform that organizes your team's data, workflows, and conversations in one centralized place for a more streamlined work experience.

Trusted by over 30,000+ leading companies around the world



# Your teamwork made simple

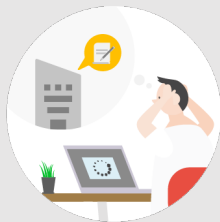
Are these issues getting in your way?



Mountains of paperwork



Information spread all over the place

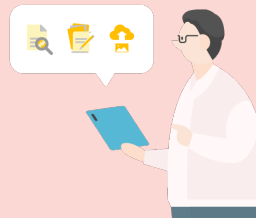


Delays due to office procedures

Solve them all in one go with Kintone!



Accelerate your business processes by going paperless



Communicate and access your data all in one place



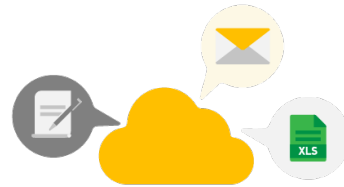
Stay on top of your work from anywhere



# Accelerate your business processes by going paperless



Save time by converting mountains of paper documents into simple online forms.



Instead of going through binders of documents, get the latest information in real time.



Manage your workflow just the way you want with up to 900 custom business apps.

Contact Name  
Abby Tabourel

Company Name [Search]  
Wordpedia

E-mail  
atabours@k@webbeden.co.uk

Job Title  
Junior Executive

Department  
Human Resources

Contact List within the Company

Contact Name	E-mail	Job Title	Department	Note
Cob Gland	address@kintone.com	Chemical Engineer	Research and Development	
Dexter Buckel	address@kintone.com	Chemical Engineer	Research and Development	
Vevay Zimmerman	address@kintone.com	Speech Pathologist	Legal	
Josh Scampion	address@kintone.com	Nurse	Services	
Roley Fried	address@kintone.com	Computer Systems Analyst II	Services	

Custom-build your business application forms using drag-and-drop editor.

Announcement  
Our sales goal is to be one of the worldwide market leaders!

Sales Leads Management: Estimate Sales by Representative

Month	Jan, 2021	Feb, 2021	Mar, 2021	Apr, 2021	May, 2021	Jun, 2021	Jul, 2021
Kevin	2,000,000	3,000,000	4,000,000	5,000,000	6,000,000	7,000,000	8,000,000
Mary	1,000,000	2,000,000	3,000,000	4,000,000	5,000,000	6,000,000	7,000,000
Jane Smith	3,000,000	4,000,000	5,000,000	6,000,000	7,000,000	8,000,000	9,000,000
David Representative	4,000,000	5,000,000	6,000,000	7,000,000	8,000,000	9,000,000	10,000,000
Vince	5,000,000	6,000,000	7,000,000	8,000,000	9,000,000	10,000,000	11,000,000
Emma	6,000,000	7,000,000	8,000,000	9,000,000	10,000,000	11,000,000	12,000,000

Sales Leads Management: By Department

To Do: Status by Assignee bar chart

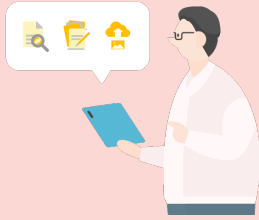
Number of Records

Threads  
Expense Report  
Welcome to our team  
FAQ  
Our Goal 2021  
Budget  
Sales

Apps  
Product Database  
Prospects & Customers  
Sales & Leads

People  
Members  
Jane Smith, Kevin, David, Emma, Mary, Vince

Gather all your project and team data in one convenient portal.



# Communicate and access your data all in one place



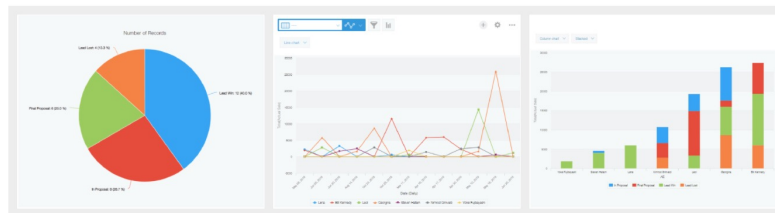
Instead of switching from spreadsheets to email to paper documents, find all your information in one place.



Use comments and threads to link your communication to your data and workflow.



Use full-text search to go through all your archives and past communication in an instant.



Visualize the data by built-in graph generation tool

The screenshot shows a product page for 'Blue mini bags' with a price of \$1200. The page includes a 'Have Stock' button, 'Amount Purchased' (100), and 'Purchase Total' (\$1200). Below this, 'Amount Taken' is 35 and 'Items Remaining' is 65. A comment thread is visible on the right, with a comment from Etsuko to Lena: 'Yes, I'll hand it to you.' The comment is highlighted with a yellow border.

Item	Image
Blue mini bags	

Stock Status	Date
Have Stock	Aug 30, 2019

Amount Purchased	Purchase Total
100	\$ 1200

Amount Taken	Items Remaining
35	65

Write your comment here.

2: Lena @Etsuko Yes, I'll hand it to you. Aug 30, 2019 6:13 AM

1: Etsuko @Lena Can I actually request some more swags for upcoming LA event? Could I ask 30 more of these? Aug 30, 2019 6:03 AM

Comments are attached to each record so that you don't need to switch between different screens to communicate about a certain topic.



# Stay on top of your work from anywhere



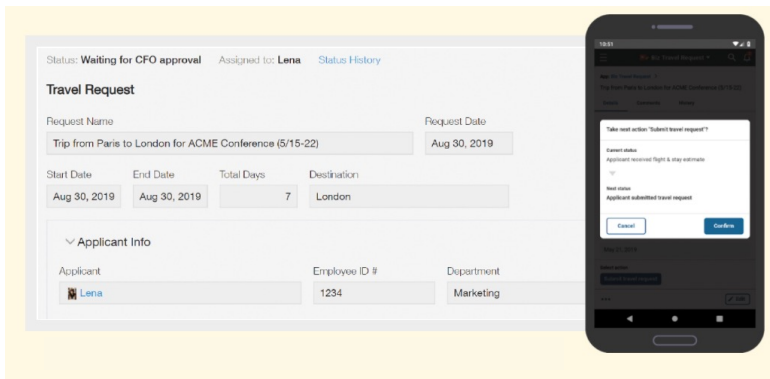
Kintone's mobile app means you can access every part of your work from just about anywhere (if you've got an internet connection).



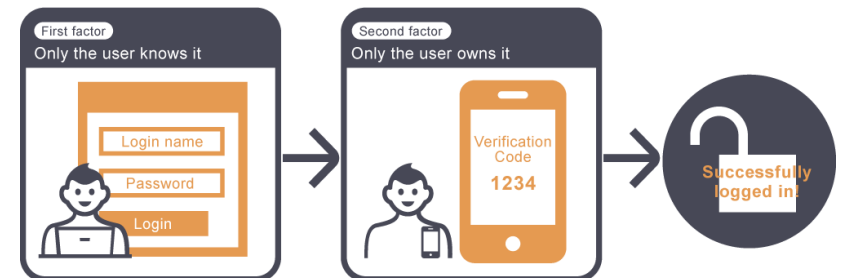
Secure all of your data and communication on a safe and simple platform.



Easily stay up to date on a running conversation, add new data from the field.



Approve a task that needs your sign-off.

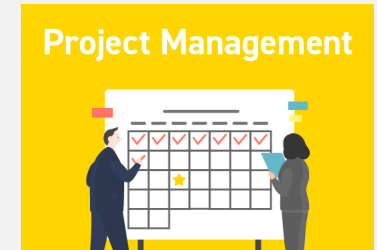
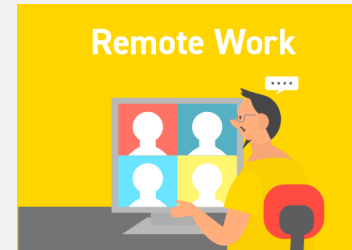
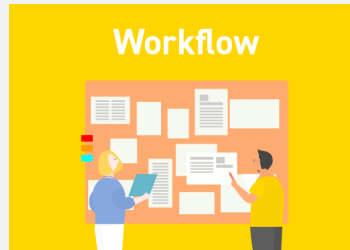


Two-factor authentication provides an additional layer of security during the login.

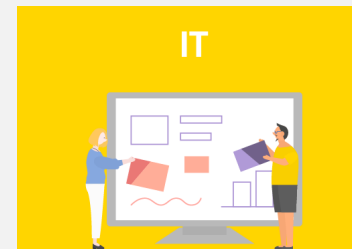
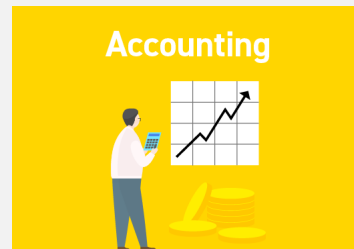
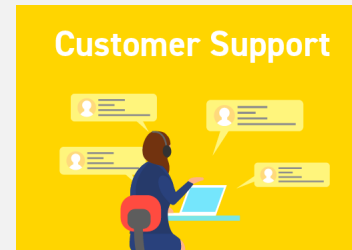
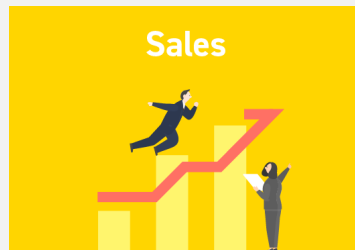
# Solutions

Discover ways to boost your entire business with Kintone !

By  
Function



By  
Department



By Function

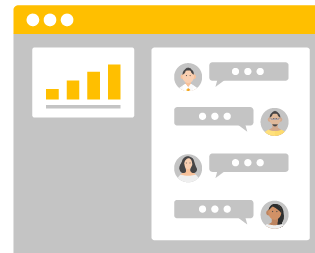
# CRM

Kintone's highly customizable CRM is designed to meet all your needs. Keep track of customers, sales, targets and strategies in real time. Supercharge team communication and let your productivity skyrocket.



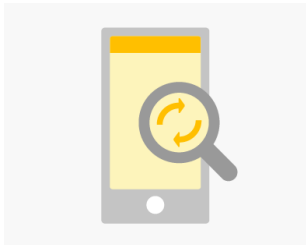
## All your sales at a glance

Instantly visualize all your sales activities and progress using the numerous graphic display functions on Kintone's centralized sales database. Spot opportunities and trends as they unfold in real time.



## Take your team's communication to the next level

Share advice, recommendations and alerts with anyone in your team using Kintone's comment and notification functions. Leave important notes about clients and prospects so your team is always up to date. All that valuable know-how will stay safely archived and can easily be retrieved in Kintone.



## Get the latest info anytime, anywhere

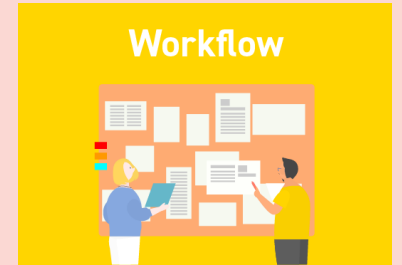
Never miss a sale, thanks to the Kintone mobile app. Access every part of your work from just about anywhere (if you've got an internet connection). Keep in touch with your whole team and unleash your full potential.



By Function

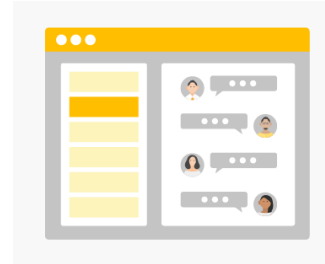
# Workflow

With Kintone, customize your workflow to fit your resources and schedule. Track ongoing projects and approve or review requests in real time via PC or our mobile app. Take advantage of instant communication, automatic archives and smart databases to reach peak efficiency.



## Stay on top of your projects with a single dashboard

Store and organize your information in a customizable smart database that keeps track of all your progress. Know exactly where you are and what to do next at the click of a button. Share critical information in real time so the ball never stops rolling.



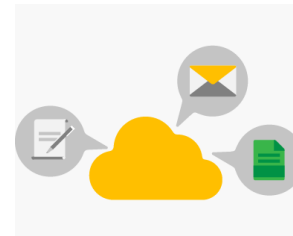
## Full access to all your projects on the go

With the Kintone mobile app, access project data and stay in touch with your team anytime, anywhere. Approve, manage and organize your operations wherever you are.



## Make sure your whole team knows what's going on

Use the comment function to securely communicate general and project-specific information to key team members.



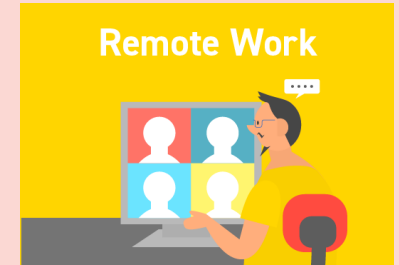
## The all-in-one platform for all your project needs

Access all your information in one place. Bring together budget and expenses, key documents, relevant communication, creative content, and so much more. You'll never waste precious time looking for what you need in Kintone.

By Function

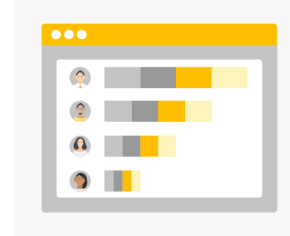
# Remote Work

Collaborate with your team from anywhere. Whether you work from home, the office, or anywhere in between, use a platform that's built for flexibility—and can adapt as quickly as you need when circumstances change. Stay on top of what matters—and stay connected with your team along the way.



## Keep everyone in the know

Organize your communication by topic to make sure your entire team has all the latest information they need. Create portals, spaces and threads to break down your work however you want, and automatically archive your conversations when you're done.



## Manage information online

Digitally manage access to project data and communication to make sure all relevant stakeholders are up to speed. Notify team members when their help is needed, and share information either broadly throughout the company, or with a select group of people.



## Secure access to your work

Access your work securely from wherever you are, on both your computer and smartphone. Rest assured that your company's information is safe, whether you're using the Kintone app or your internet browser.



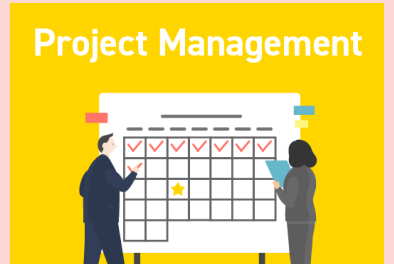
## Find all the information you need

Whether it's the latest project update or archives from years ago, find the information you need in an instant with Kintone's powerful search function. Use full-text search to go through all file-related information and pull out exactly what you're looking for.

By Function

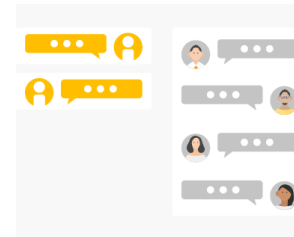
# Project Management

Managing projects has become easier and more efficient than ever. Store your data and communication together in smart databases. Track your progress, share files, and automatically archive finished work. Take your projects to the next level with Kintone.



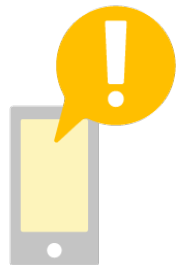
## All the info you need at a glance

Know instantly where you stand on each of your projects using Kintone's powerful visualization tools. Whether it's the state of specific tasks or a big-picture overview, you'll easily find the information you're looking for.



## Keep your team communication alongside your project data

Your team's important conversations live alongside the data they discuss in organized threads and task records.



## Take care of business on the go

Access your work securely from wherever you are, on both your computer and smartphone. Rest assured that your company's information is safe, whether you're using the Kintone app or your internet browser.

By Department

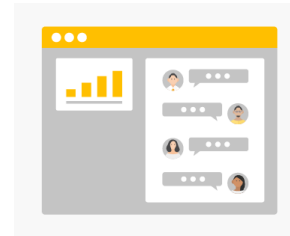
# Sales

Use our various visualization options to see all your sales and client data in a couple of clicks. Look up information, communicate, and report back with record speed via the mobile app. The data and communication you need, how and when you need it, with Kintone.



## Visualize your progress in real time

Instantly share your most up-to-date strategic information, data and documents with your whole team. Focus on the sale by radically decreasing the time you spend on spreadsheets.



## Unite the entire company

Tear down the information silos that waste your precious time. Close more deals thanks to smoother internal communication between all stakeholders, across all departments.



## The info you need, at your fingertips

Use the search function to find the exact information you're looking for in just a few clicks.



## Stay on top of your work from anywhere

With our convenient mobile app, you can access your Kintone platform on the go. Find and share information with your team whenever and wherever you need.

By Department

# HR & Admin

Whether it's resumes, interview histories, or employee information, protect your sensitive data on a single, secure platform. Manage PTO and payroll while also setting up private channels for smooth communication. Give your team the support they deserve on Kintone.



## From paper and spreadsheets to performance and success

Don't let yourself get bogged down in endless paperwork and convoluted spreadsheets. Become many times more efficient by moving all your data and information into secure, easily accessible cloud databases.



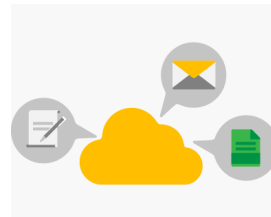
## Automate the menial to focus on the meaningful

Reduce back-office costs and improve efficiency by dealing with employee requests and issues through a secure and easy-to-use platform. Automate menial data input tasks to focus your full attention on your team.



## Find your superstars

Use the online database and communication tools to more effectively sort through large numbers of applicants and find the new hire that's right for you. Store, organize and share candidate information to make sure all interviewers are on the same page at all times.



## All in one platform

Every minute you spend switching from your payroll system to your ERP to paper archives is a waste of time. See for yourself how Kintone can dramatically improve your productivity by arranging and connecting all the information you need to do your best work.

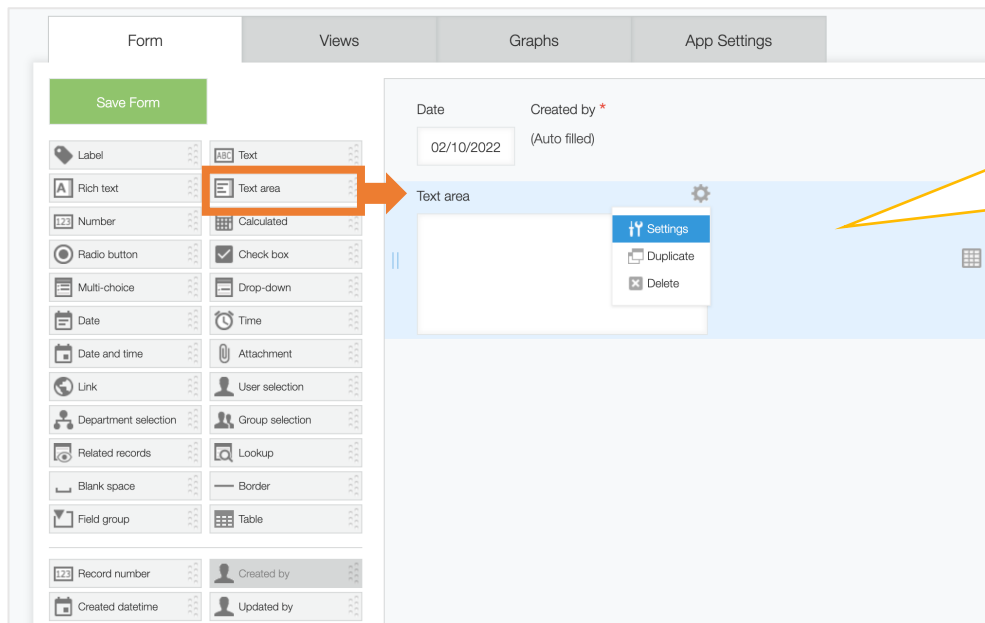
# The Basics

Get started with the basics of what Kintone can do for you



## Rapid Application Development

Build and modify custom software applications that streamline your workflows for maximum efficiency with Kintone, no programming skills or third-party developer required.

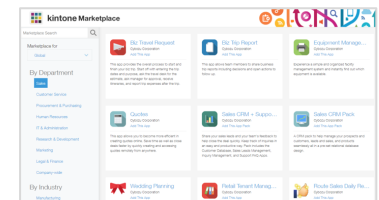


**Build with drag and drop**  
Build applications by using drag and drop to add necessary fields, no coding required.



	Name	Department	Contact Name	Address
1	Sample A	Finance	Andrew	27-1 St
2	Sample B	Sales	Kyle	23461 St
3	Sample C	Inside Sales	Tom	93381 St
4	Sample D	HR	George	210-12 St
5	Sample E	Marketing	Kathleen	311 North
6	Sample F	IT	David	23461 St

Convert existing  
spreadsheets into a Kintone  
app



More than 100 app templates

# Report

View your information in real time via graphs, pie charts and bar charts. Save and send periodic reports with a simple click.



# Process management

Improve your processes by managing project statuses. Know at any time who is doing what, and what comes next.

The interface shows a 'Before submission (Draft)' task. Below, there are buttons to transition the task to 'Submitted', 'Approved', and 'Sent back'. Each transition button includes a plus sign and a minus sign for quantity control.

# Control access

Control who can view, modify, or delete data by managing permissions. With conditional dynamic permissions control, you can manage access to every detail of your projects.

User, Group, or Department	Permissions
IT	<input checked="" type="checkbox"/> View <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete <input checked="" type="checkbox"/> Permissions inheritance
Mary	<input checked="" type="checkbox"/> View <input checked="" type="checkbox"/> Edit <input checked="" type="checkbox"/> Delete <input checked="" type="checkbox"/>
Jane Smith	<input checked="" type="checkbox"/> View <input checked="" type="checkbox"/> Edit <input type="checkbox"/> Delete <input checked="" type="checkbox"/>
Vince	<input checked="" type="checkbox"/> View <input type="checkbox"/> Edit <input type="checkbox"/> Delete <input checked="" type="checkbox"/>
Everyone	<input type="checkbox"/> View <input type="checkbox"/> Edit <input type="checkbox"/> Delete

# Search

Use full-text search to find information not just in the app title, but in all the associated data, including attachment files.

The search results page lists several items: 'Apps Management Company Profile List', 'Employees Tom Brady' with a document 'SPORT PROFILE FIELD HOCKEY (2).doc', and 'Apps Management Customer Profile Database'.

# Notifications

Check and reply to the latest information anywhere at any time, on your mobile phone or computer. Enable push notifications to stay connected in real time.

The notifications panel shows alerts for 'Sales Team' (Unread), 'To Me' (Flagged), and 'All' (Sales Team). It also includes a 'New Notification Filter' and a 'SERVICE TASK' notification.

# Comments

Each record has its own comments section, allowing you to link your communication to your data without having to switch screens.

The comments section shows two entries: one from Steven Hallam dated Jan 22, 2020, and another from Natasha Romancov dated Sep 12, 2019, asking for help with international calling.

# Change history

Track when, where, how, and by whom changes were made by setting up change history. Revert to previous information whenever necessary.

The change history log shows a record for 'Happystar & Co.' with a status change from 'Final Proposal' to 'Lead Win' on May 10, 2019, by user 'Linda'. It also shows an 'Actual Sale' value of 1700.55.

# Link applications: related records

Search key categories to find relevant information across applications and gather all the data you need in one screen.

The interface shows search filters for 'Contact Name' (Abby Tabourel), 'Company Name' (Worlpack), and 'E-mail' (atlaboure@benbedon.co.uk). Below is a table of contact details.

Contact Name	Email	Job Title	Department	Notes
Bob Glend	address@skintone.com	Chemical Engineer	Research and Development	
Debra Buchel	address@skintone.com	Chemical Engineer	Research and Development	
Verity Zimmerman	address@skintone.com	Speech Pathologist	Legal	
Joel Scamporn	address@skintone.com	Nurse	Services	
Riley Fried	address@skintone.com	Computer Systems Analyst II	Services	

# Link applications: lookup

Use master data to instantly fill in relevant information from existing databases.

The lookup interface shows a search for 'ABCoverks' with a successful result. Below, it displays a table of product information.

Product Name	Product ID	Unit Price	Quantity	Total	
Product A	Lookup Clear	212	\$ 600	3	\$ 1,200.00
Product B	Lookup Clear	201	\$ 380	12	\$ 4,200.00

# Customization

Choose between dozens of extra plug-ins and integrations for your Kintone platform. From small design tweaks to complex new functionalities, add the tools you need to make the most of your Kintone experience.



**Custom PDF form creation**  
(invoices, purchase orders)



**ERP integration**  
(invoices, purchase orders)



**Public form creations**  
(surveys, registration forms, applications)



**Public view creations**  
(table lists, graphs, calendars)



**Kintone UI customization**



**Map implementation**



**Integration with 3rd party services**  
(invoices, purchase orders)

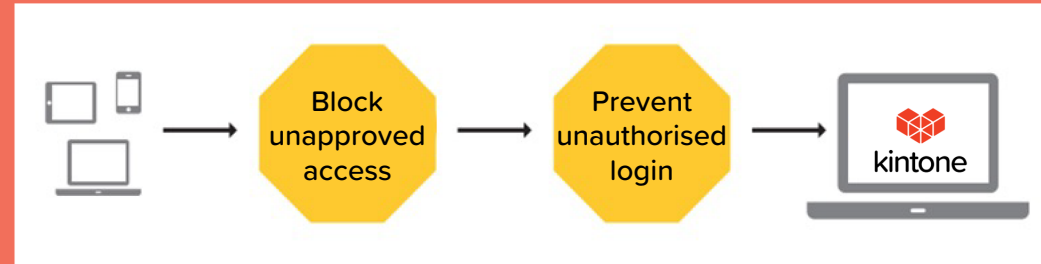


**Bulk email**



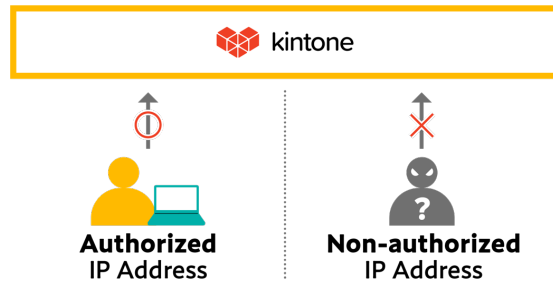
# Security

A variety of security features so you can use our services safely.



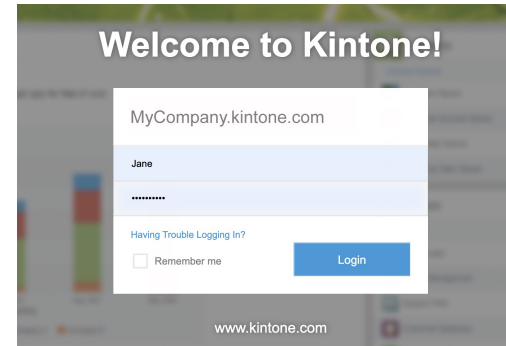
## IP Address Restrictions

Choose which IP addresses can access Kintone and block all other unapproved addresses.



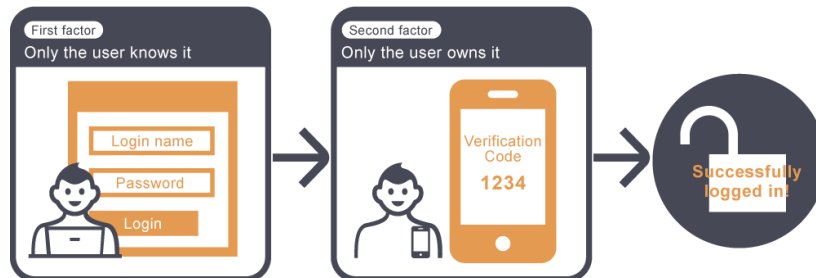
## Individual Subdomains

Choose a unique subdomain name for your company's Kintone portal for additional security.



## Two-Factor Authentication

Using the two-factor authentication to authenticate users twice when logging in to Kintone can strengthen its security.



# Industry-wide recognition

Kintone is consistently acclaimed by leading software review platforms.



# Pricing

Whether you're a scrappy startup or well-established enterprise, get simple, transparent pricing for your team—one plan with all of Kintone's features included.

**\$24** USD / user / month

Minimum 5 users (\$120 USD/month)

Applications	900 apps
Spaces	300
Records/App	50,000
Fields/App	150
Storage	5GB/User
API/JavaScript Customizable Kintone integrations	✓

# Get Started

Request a free consultation with a Kintone specialist to make your implementation process as smooth as can be. Tell them about your wants and needs to receive the best possible solutions for your team.

## Step 1

### Consultation

Get in touch with a Kintone expert for free! We're happy to address all your concerns, explain any of our features, and even provide free demos.



## Step 2

### Free Trial

Full access to the entire Kintone platform free of charge for 30 days, no strings attached!



## Step 3

### Contract

Sign a contract via your local Kintone provider, or use your credit card to create your account right away.



## Step 4

### Expansion

Add users and functionalities to your Kintone platform at any time to suit the growing needs of your business.



## 30-day free trial

Curious what it's like to use Kintone?  
See for yourself with our 30-day free trial!  
Experience first-hand the simplicity of our drag-and-drop application builder and the power of smart databases.

# Thank you

## Web site

<https://www.kintone.com/en-oceania/>

## Free Trial

<https://www.kintone.com/en-oceania/trial/>