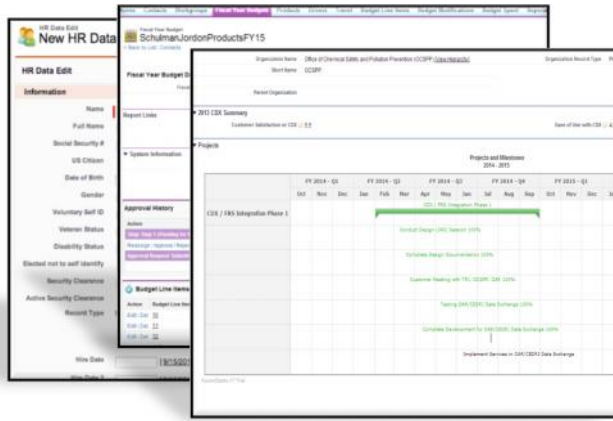




# Salesforce.com Services



Innovate!, Inc. helps government agencies, nonprofits, and private companies connect with customers, partners, and employees in entirely new ways. Innovate is proud to offer our certified Salesforce Administrators to customize a tool to suit your needs, develop the Salesforce application for your organization, and provide the follow-up support to train your staff following implementation.

## Innovate’s Salesforce.com Services:

### Customer Relationship Management (CRM)

Stay connected to partners/customers

### Program/Project Management

Maintain a high-level overview of all your project’s moving pieces while reducing reporting time and increasing status accuracy. Quickly and easily monitor staff project’s and deadlines with one click reporting.

### Management Information System

Combine all your organization’s disparate filing systems, data, and spreadsheets into a single, easy-to-access system. Transform an unorganized, disconnected series of files into a single source of streamlined information

Salesforce.com is the enterprise cloud computing leader allowing companies and organizations to easily manage and track information. Their social and mobile cloud technologies—help companies connect with customers, partners, and employees in entirely new ways.

[www.InnovateTeam.com](http://www.InnovateTeam.com)

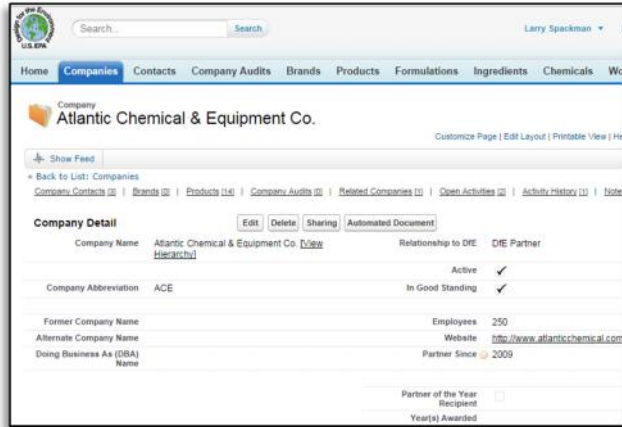
## BENEFITS

1. Low upfront development, operational/maintenance costs
2. Easy to navigate: web-based
3. Remote access: Cloud based system
4. Secure system
5. Real-Time data integrated into the system
6. Report Generation: view any slice of data with the click of a mouse

*Innovate is an 8(a), woman- and minority-owned consulting firm focused on driving measurable business value, making a difference in the world, empowering our employees, and exploring the boundaries of what’s possible with our clients.*

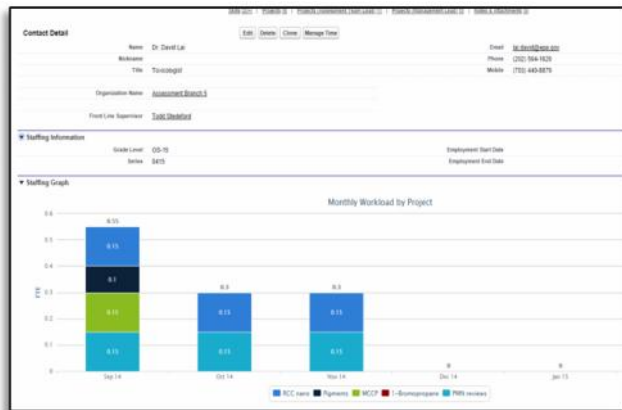
*For more information on how Innovate can support you, contact  
Phill Thomas  
(703) 915-3641*

### EPA Office of Pollution Prevention and Toxics (OPPT): Design for the Environment



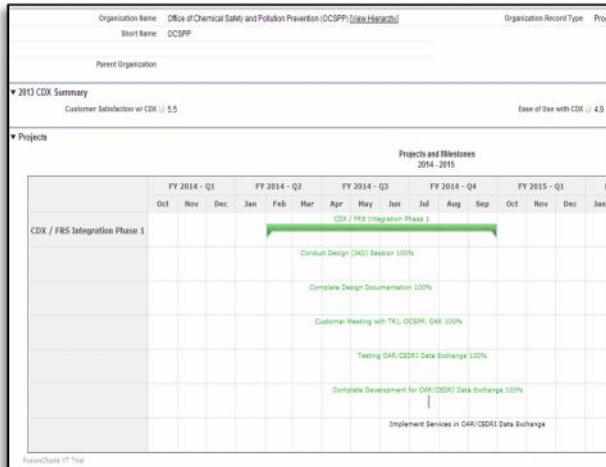
- Collecting and storing commercial product data relating to Design for the Environment designation
- Internal Program Support, including workgroup/project management
- Partner access for tracking submissions, product audits, and product recommendations
- Organizational process automation, including document generation and approval process simplification

### EPA Office of Pollution Prevention and Toxics (OPPT): Risk Assessment Division/Economics, Exposure, & Technology Division



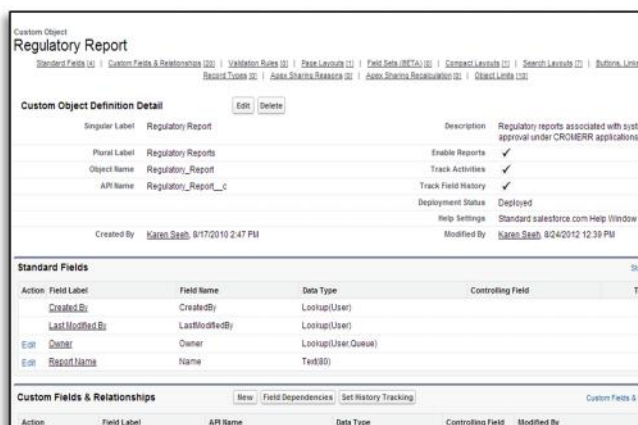
- Tracking Program Projects
  - Using Project Management Institute standards including milestones, deliverables, monthly accomplishment, risks/issues, and decisions
- Creation of staffing plans, based upon individual's skill sets and project requirements
- Generate reports around different data sets, including FTEs spent outside of a project

### EPA Office of Environmental Information (OEI): Information Exchange Services Division (IESD)



- Project Management
  - Maintaining information for all projects in all divisions/branches
  - Project dashboards and E-Enterprise reporting
  - Gantt charts
- Customer Relationship Management
  - Performance measure tracking and feedback organized by customer
  - Facilitation of interactions with customers aimed at improving customer relations and building organizational satisfaction
- EN Grant Management/Tracking
  - Tracking funds awarded to grantees under the EN Grant program, improving transparency and streamlined reporting

### EPA Office of Environmental Information (OEI): Cross-Media Electronic Reporting Regulation (CROMERR)



- Collect and store data related to state and local government organizations, organization contacts, CROMERR applications, and EPA authorized program reporting
- Internal program support, including project management, action item tracking, process and application status monitoring, and key events
- Help desk for tracking requests and questions
- Organizational process automation, including document generation and approval process simplification

### EPA Office of Research and Development (ORD): Office of the Science Advisor (OSA)

The screenshot displays a Salesforce.com interface for budget management. The main section is titled 'Fiscal Year Budget Detail' for 'SchulmanJordanProductsFY15'. It includes a 'Report Links' section with links for 'All Product Line Items for this Budget' and 'This Consolidated Budget/Report'. Below this is the 'Approval History' section, which contains a table with the following data:

Action	Date	Status	Assigned To	Actual Approver
Step 1 (Pending for final approval)				
Reassign / Approve / Reject	9/5/2014 7:43 AM	Pending	Boris Claitor	Boris Claitor
Approval Request Submitted	9/5/2014 7:43 AM	Submitted	Justin Schulman	Justin Schulman

At the bottom, there is a 'Budget Line Items' section with a table showing estimated costs for different products:

Action	Budget Line Item Name	Estimated Cost	Product
Edit / Del	32	\$10,000.00	Samsa Product
Edit / Del	33	\$20,000.00	Samsa Product2
Edit / Del	32	\$0,000.00	Samsa Product3

- Budget Management and Approval System
  - Team coordinators provided the ability to develop budgets and submit to management for approval
- Performance Measure Repository
  - Performance measure tracking
  - Instant analysis of performance measures provide immediate feedback and allows for adjustments to best serve stakeholders, internal and external
- Project management functionality
  - Maintaining project information for OSA on a group level