

Once is enough. Once is enough. Once is enough. Once is enough. Once is enough.

Paribus™ FOR SALESLOGIX



Paribus for SalesLogix eliminates waste, saves money and improves your company's health and image by enabling the identification and accurate consolidation of duplicate records within your database.

Duplicated information increases cost and degrades your market's perception of your business. Your staff wastes valuable time retrieving records and systems have no effective means of exchanging key data. In addition to the hard costs associated with duplicate data, your business suffers from a degraded perception of your professionalism. Whether it's Cold-calling existing clients . . . Customers receiving 2, 3 or 4 copies of the same mailing . . . Confusion when they reach your call center . . . These are just a few examples of the REAL cost of bad data.

Whether you need to de-duplicate, reassign or import data, consolidate or integrate systems; the intelligent matching of Paribus delivers. Clean data provides increased efficiency and effectiveness.

Paribus provides benefit to businesses irrespective of market, size or operation. Consolidation of customer information into a single, non-duplicated set of information is essential.

Paribus enables first-class data management. Increase sales and marketing effectiveness and productivity through clean, focused data; with a cohesive view of the customer.

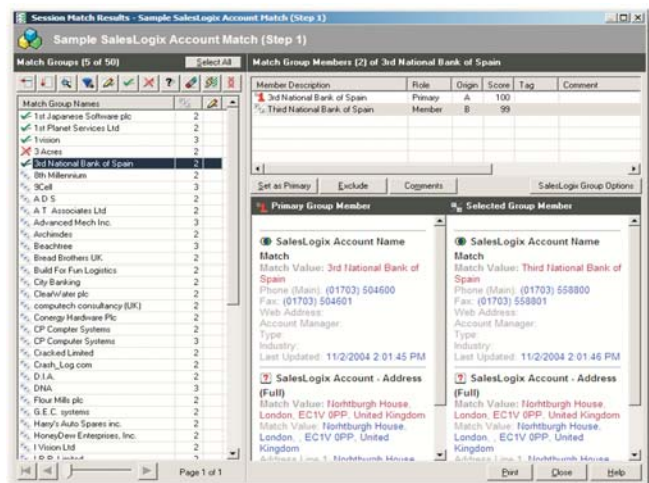
No more multiple records for the same Account. Notes, history, attachments, emails, opportunities, products and all of the other information related to an Account will be in ONE PLACE. Give your users the confidence they require to perform efficiently and effectively.

Enhancing your business

- **De-duplication:** Identify duplicate data within a single system (e.g., SalesLogix) to ensure a clean and consolidated view of information.
- **Consolidation:** Use Paribus to identify existing customers/prospects in purchased lists prior to importing or combining information from multiple sources (e.g., departments, divisions) into a single system.
- **Systems Integration:** Establish relationships between information from multiple systems for the purpose of systems integration.

How many duplicates do you have?

Order the FREE Paribus for SalesLogix Evaluation Kit from www.QGateSoftware.com TODAY!



The Paribus Match Session review screen provides an easy method for determining which groups of matches to process and identify the surviving "Master" record.

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SalesLogix custom plug-in

The Paribus for SalesLogix component is a custom plug-in which provides the ability to remove duplicate SalesLogix Accounts and Contacts, while automatically reassigning (consolidating) associated information - including Contacts, Opportunities, History and your Custom data extensions - into a single master Account or Contact.

Paribus for SalesLogix provides the complete review process of all matching SalesLogix Accounts and Contacts, enabling users to verify the results before the duplicate cleansing process is initiated. Information reassignment is based dynamically upon your specific SalesLogix database model so that no data will be lost, and synchronized users will be able to continue to work during the cleanup process.

This custom solution provides a complete pre-defined library of Paribus data definitions mapping to the SalesLogix data model, enabling users to quickly and easily implement Paribus without knowledge of complex SQL and database schema.

The result? Paribus will find duplicates you would be hard-pressed to ever find with other methods. Paribus allows you to review what it finds, so that you're certain you're only merging records you wish to merge, and in the direction you wish to merge them. Paribus then takes all the information from the Primary record and the Duplicate records and combines them WITHOUT LOSING DATA.



The screenshot shows a software window titled "Paribus Accounts" with a sub-header "Paribus FOR SALESLOGIX". It contains a table with columns: Database Table, Column Name, Database Value, Paribus Session Name, Deposit Date, and Last Switch D... The table lists several merged records for "ACCOUNT" and "FAX" types, all with a "Sample SalesLogix Account Match" session name and a date of 6/18/2008. The last row is highlighted in blue.

Database Table	Column Name	Database Value	Paribus Session Name	Deposit Date	Last Switch D...
ACCOUNT	ACCOUNT	Jupiter Astronomy Equipment	Sample SalesLogix Account Match	6/18/2008	6/18/2008
ACCOUNT	ACCOUNT	Jupiter Astronomy Equipment	Sample SalesLogix Account Match	6/18/2008	6/18/2008
ACCOUNT	FAX	(555) 411-3004	Sample SalesLogix Account Match	6/18/2008	6/18/2008
ACCOUNT	FAX	(555) 409-4883	Sample SalesLogix Account Match	6/18/2008	6/18/2008
ACCOUNT	MAINPHONE	(555) 409-4882	Sample SalesLogix Account Match	6/18/2008	6/18/2008

The Paribus Merge process builds the best possible record from the duplicates and even keeps all the extra data elements that you may need at a later time.

Extending your Paribus investment

After using Paribus to clean up your data, how do you ensure new entries are not going to be duplicates? Once duplicates have been cleansed from within your SalesLogix database, prevent the introduction of additional duplicates with QGate's data entry component PowerEntry™ for SalesLogix.

To find out more about Paribus, PowerEntry or any of our quality products, visit us at www.QGateSoftware.com, contact your favorite Sage Business Partner or contact us directly at the phone or email address shown below.

Powered by IntelliSearch

IntelliSearch is a collection of sophisticated algorithms which provides the ability to intelligently identify matches within data based on phonetic likenesses, synonyms and name variations; irrespective of word segmentation, noise words, spelling errors and even word sequencing.

Phonetic Matching

IntelliSearch is able to match data based upon phonetics:

- Photo Centre, Foto Center
- Robert Stephenson, Bob Stevenson, Bobbie Stevensen
- Cheryl Wiatt, Sheryl Wyiatt, Sherril Wyatt

Synonyms and Abbreviations

IntelliSearch provides support for matching synonyms and acronyms:

- Robert, Bob, Bobbie, Rob, Robbie, Roberto
- William, Will, Willy, Bill, Billy
- Richard, Rich, Ric, Rick, Dick
- International Business Machines, IBM, I.B.M., I B M, The International Business Machines Corporation

Sequence Variations

IntelliSearch provides a unique feature of identifying matches regardless of the sequence and extent of the words and/or names contained:

- Florida University, University of Florida
- Arizona First National Bank, 1st National Bank of Arizona

Data Segmentation

IntelliSearch provides the ability to match names regardless of their segmentation (spaced / punctuated words):

- QGate Software, Q Gate Software, Q-Gate Software
- HallMark, Hall Mark, Hall-Mark
- 3Com, 3 Com, 3-Com



QGate Software

2843 E Grand River Ave #212
East Lansing, MI 48823

Tel: 517.853.1214
Email: info@QGateSoftware.com
www.QGateSoftware.com

