

# DotAlign Cloud

relationship intelligence in the enterprise cloud



# DotAlign Cloud

## Relationship intelligence in the enterprise cloud



The solution including all data and compute is entirely hosted in the enterprise's Microsoft Azure tenant. DotAlign, Inc. cannot access the data



A focus on automation, and minimizing manual work



Privacy-first, respecting users' rights and control over their data. Helpful with GDPR and similar compliance.

# Important use cases delivered

Tap into mailbox data to automatically extract value

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1. What is Andrea Laughlin's latest job title and contact information?
2. When did we last reach out to Sam Roberts?
3. Does any colleague know Bruce Leung?
4. Do we know any senior executives at Reed Erasmus?
5. What founder relationships do we have?
6. Does Susan have any warm MD level relationship we could leverage?
7. Can I get a “relationship report” for a list of leads?
8. Can I bring this data into our CRM/in-house apps?



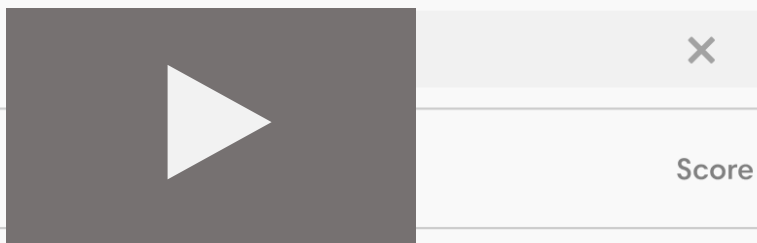
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INTRODUCERS



<input type="checkbox"/>	Name	Title		Score
<input type="checkbox"/>	<a href="#">Diane Warren</a>	Managing Director	<a href="#">Norton Kohl Franklin</a>	99
<input type="checkbox"/>	<a href="#">Boris Leary</a>	Sourcing Manager	<a href="#">Norton Kohl Franklin</a>	99
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<input type="checkbox"/>	<a href="#">Vanessa Lam</a>	Chief of Staff	<a href="#">Norton Kohl Franklin</a>	43



Aliases

Bruce Leung



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Affiliations

**Rainvest Advisory Impact Network**  
 Senior Vice President, Agriculture & Climate  
 Last evidence on 12/16/2016

**Generation Earth Capital**

# Analysis and insights

DotAlign Cloud keeps up to date, and intelligently removes duplicates and noise

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## Up to date contact info

Automatic analysis of email messages, contact cards and calendar entries, including signature blocks to always have the latest information about your contacts



## Entity alignment

Intelligent and flexible entity alignment lines up and de-dupes identities of people and companies involved in mailbox data, so you see a clean list of people and companies



## Strength of relationships

Every relationship is assigned a score based on a number of data points such as number of reciprocal messages, meetings, and a number of other data points

# Privacy and sharing done right

DotAlign Cloud is a privacy-first platform that makes it a win-win for employees and the enterprise

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## Sharing levels that reflect human sensibilities

Each user specifies the sharing level they'd like to share at, for example, share relationships but not contact info, and can mark relationships they don't want shared as private



## Not scary for employees

The provenance of every piece of data is tracked, and so the system can automatically re-adjust when a user changes their sharing settings, or if they leave the team or firm



## Not scary for CIO and compliance

Solution is deployed on the enterprise's Azure tenant, and helps with GDPR and similar compliance

# Security

Security is a primary consideration with DotAlign Cloud

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The solution is entirely hosted in the enterprise's Azure tenant. No data leaves the cloud firewall. DotAlign, Inc. never sees any data



Encryption keys are hosted in the enterprise's Azure Key-Vault



Access secured via Azure Active Directory. Integration with IDaaS providers like Okta is on our roadmap

# What's included in DotAlign Cloud

API, a mobile ready web app, support and enhancements are included

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## People/Company API to power in-house apps

DotAlign Cloud is always running in the background, and makes available a private and secure API that you can tap into to bring your network to in-house apps



## App for employees to interact with the network

A mobile ready web app where employees can see the people and companies lists and profiles that are a part of the network



## Support and enhancements

DotAlign, Inc. will monitor and support your app. Most enhancements and fixes are included as a part of the solution



# Getting started with DotAlign Cloud

It is easy to get started, with minimal setup and user involvement

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## Try and verify for free

We work with your cloud team/admin to set up a private instance of DotAlign Cloud in your Azure cloud. We provide a script that will set up all the components with minimal manual intervention needed



## Confirm functionality and data quality

You take 30 days to try out the system, and verify performance, functionality and data quality



## Broader rollout

If DotAlign Cloud meets your requirements, it can be upgraded to "production" and expanded to include a broader set of users