



# CLOUD COMPUTING

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**S. Thenmozhi**

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## Software as a Service

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## Streak

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- Streak is a fully embedded workflow (CRM) and productivity software in Gmail
- It comes as a Google chrome extension
- Manage relationship in your Gmail
- It manage all your work right in your inbox
- Email tracking – know when and where the email is read
- Helps to Organize your emails, Collaborate with your team & Prioritize your work
- It's free, color coded, customizable, endless options



- Pipelines represent your **use-case**
- It could be Sales, Partnerships, Recruiting, Investing, or any other workflow
- Pipeline – helps you to use CRM for specific purpose. It is like a bucket
- Each pipeline is like a spreadsheet which can be used to manage your events, contacts, follow-up and many more
- You can search, sort, filter, group as how you do it excel.
- Share a timeline of emails
- Understand who you are talking with
- Know what to do next
- You can easily import the pipelines

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## Streak

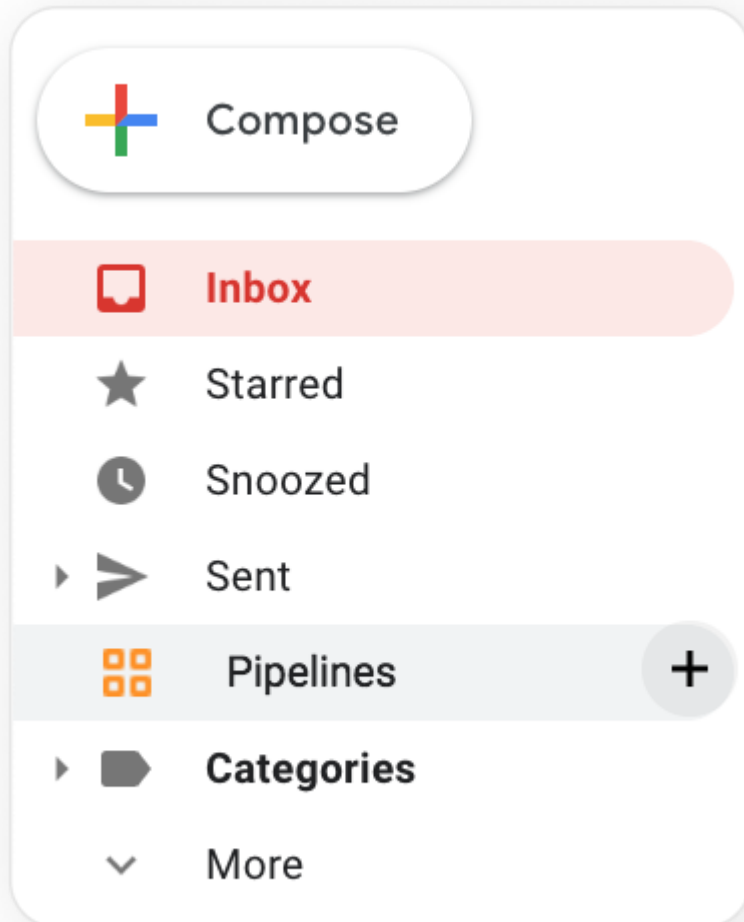
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- Login to your gmail account
- Open [streak.com](https://streak.com) and click install
- It will take couple of minutes to install.
- Now Open your gmail account. You can see the streak icon on the top right. In the sidebar, you can see pipelines where you can see the + symbol near it to create a new pipeline.
- Add your task sequences
- Manage the pipeline
- Add boxes to each tasks
- Add details in the boxes
- Manage boxes by integrating mailtracking, todo lists, notes, calendar etc

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## Streak



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## Streak



TEMPLATES

Sales

Projects

Business Dev

Hiring

Job Search

Investor

Fundraising

Orders

Real Estate (Selling)

Networking

Support

Email Campaign

Sales

Stages

Pitched

Demo

Negotiating

Closed - Lost

Closed - Won

Nurturing

Fields

Date of Last Email

Last Email From

Lead Source

Cancel


Create

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## Streak

Sales 0 Count ▾

0 Lead 0 Contacted 0 Pitched 0 Demo 0 Negotiating 0 Closed - Lost 0 Closed -



Let's populate your pipeline!

Use the right sidebar

















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## Streak



- Boxes let you **collaborate and store** as much rich detail as you need
- Add boxes to the first stage of the pipeline

10 Prospecting			5 Negotiating			0 In Progress			8 Closed						
▼	<input type="checkbox"/>	Name	▼	Stage	▼	Deal Size	▼	Weston Sales Pipeline	▼	Assigned To	▼	Date Column	▼	Date Two	▼
▼	<input type="checkbox"/>	Prospecting	+			132,756	Sum ▼			2	Unique ▼				
	<input type="checkbox"/>	Adobe		▶ Prospecting						 Weston L		Feb 17			
	<input type="checkbox"/>	Apple Computers		▶ Prospecting		52,000		Apple Computers		 Andrew S		Feb 05		Apr 23	
	<input type="checkbox"/>	Adobe		▶ Prospecting		2,500				 Weston L		Feb 03		Apr 22	
	<input type="checkbox"/>	Microsoft		▶ Prospecting		22,000				 Weston L		Feb 14		Mar 25	
	<input type="checkbox"/>	Oracle		▶ Prospecting		7,500				 Andrew S		Feb 27		Apr 06	
	<input type="checkbox"/>	Y Combinator		▶ Prospecting		17,500		Y Combinator		 Weston L		Feb 09		May 29	
	<input type="checkbox"/>	Tesla		▶ Prospecting		20,000				 Weston L		Jan 08		Apr 16	
	<input type="checkbox"/>	500 Startups		▶ Prospecting		10,500				 Weston L		Mar 25		May 20	
	<input type="checkbox"/>	Uber		▶ Prospecting		6		Uber				Apr 16		Apr 02	
	<input type="checkbox"/>	AirBnb		▶ Prospecting		750				 Weston L					
▼	<input type="checkbox"/>	Negotiating	+			26,750	Sum ▼			2	Unique ▼				
	<input type="checkbox"/>	Google		▶ Negotiating		22,250				 Weston L		Feb 28			
	<input type="checkbox"/>	AOL		▶ Negotiating		4,000						Feb 27			
	<input type="checkbox"/>	Dell		▶ Negotiating		350				 Weston L		Feb 01			

# CLOUD COMPUTING

## Streak

- **Sidebar** brings it altogether.
- In your email threads, the sidebar enables you to organize your emails, get context, and **update your Boxes**



The screenshot displays the Streak email interface. On the left, a sidebar shows the email management tools: Compose, Inbox (18), Starred, Snoozed, Sent, Drafts (12), and Pipelines (+). The Pipelines section is expanded, showing a list of sales funnels: Ney's Sales, Eng - S73, Partnerships, Streak Leads, Streak Sales, Accounts, Candidates, Hidden pipelines, and More.

The main email view shows an email from Yen Tan (yenz88@icloud.com) with the subject "Great connecting at CES!". The email body says: "Hey, nice chatting at CES last week. Wanted to learn more about Streak and see how it could fit into my company. Let's chat next week?". Below the email are buttons for Reply, Forward, and Share link.

On the right, a sidebar provides context for the email. It shows the contact "Yen T" and a list of other contacts: Srikanth S, Danielle Aronow, and circlec1.zendesk.com. Below this is a "RECENT ACTIVITY" section showing a "Thanks!" message 8m ago and the current email 9mos ago. At the bottom, a "FIELDS" section displays metadata: Priority (High), Source (Conference), Deal size (\$10,000), Probability (90%), Last Call (Oct 1, 2019), and Location (Gotham).



# THANK YOU

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