



About Appirio

Appirio provides products and services that help enterprises accelerate their adoption of on-demand. Appirio has a proven track record of delivering business value to customers by implementing mission-critical Software-as-a-Service (SaaS) solutions, and developing innovative applications that connect and extend today's leading on-demand platforms.

- Appirio is the fastest growing partner of the two leaders in cloud computing – salesforce.com and Google – and was the first company to create solutions combining the power of these platforms.
- Appirio's leadership team has decades of enterprise software experience – developing award-winning products, building highly-effective IT organizations, and driving customer success at companies like Borland, webMethods, McKinsey, and SAP.
- Appirio was founded in 2006 and has offices in Silicon Valley and Tokyo. Appirio has a growing team of experienced consultants across the country, an offshore development team, and a network of independent advisors. Appirio is privately funded, backed by Sequoia Capital and GGV Capital.
- Appirio practices what it preaches. It is a server-less company and uses on-demand for all its primary business applications.

Our Customers

Appirio is proud to have completed innovative project work for over 150 enterprise-class customers including some of salesforce.com and Google's largest and most complex customer engagements. In addition, over 2,500 customers of all sizes use Appirio products.

"We see huge potential for cloud computing and the Force.com platform in our organization, and Appirio's proven success with enterprises and insight into the platform's capabilities will help us realize that potential,"
 - Akira Iwasaki, CIO, Japan Post

"Appirio is my first choice for any on-demand project that needs to be done right. They work miracles."
 - Erin Fiorita, Plantronics



Our Services

Appirio delivers a full range of professional services focused exclusively on accelerating the adoption of on-demand solutions like salesforce.com and Google Apps in medium to large enterprises. Our service offerings include Cloud Strategy and Portfolio Mapping, Business Model Prototyping, Implementation and Custom Application Development, Education and Organizational Change Management.



Our Products

Appirio offers enterprise-class, fully supported applications that connect and extend today's leading on-demand platforms. Over 2,500 companies use our applications, and we have created 3 of the top 7 vendor applications on AppExchange. Our portfolio includes:



Services Management: Appirio offers a native Force.com Professional Services Automation solution to more effectively manage what's core to every services business: your people, your customers, your projects, and your transactions.



Referral Management Solutions: Referrals are the highest quality and lowest cost way to build your business. Appirio brings together Facebook and Salesforce to encourage referrals within your community for viral marketing and recruiting.



Collaborative Sales and Support: Appirio offers a cost-effective way of extending Salesforce.com with Google Apps to improve sales and support collaboration. Allow your users to share data, documents, and events across your company and your ecosystem.

Cloud Connectors: Appirio's search, synchronization and cloud storage products bring together the power of today's leading on-demand platforms: Salesforce, Google, Facebook, and Amazon.



Our Insight

Appirio is an established leader in building the business case for cloud computing and has been quoted in publications such as *BusinessWeek*, *CIO Magazine*, *CNET*, *ComputerWorld*, *Dow Jones*, *Forbes*, *Fortune*, and *TechCrunch*, and has been highlighted as one of the "20 Top Cloud Companies to Watch" in *InformationWeek*. Appirio has showcased customer successes on stage with salesforce.com and Google at a number of different industry events.