

2020

# HintEd

Building Bridges Between Humans and Technology



## Познакомьтесь с Женей!

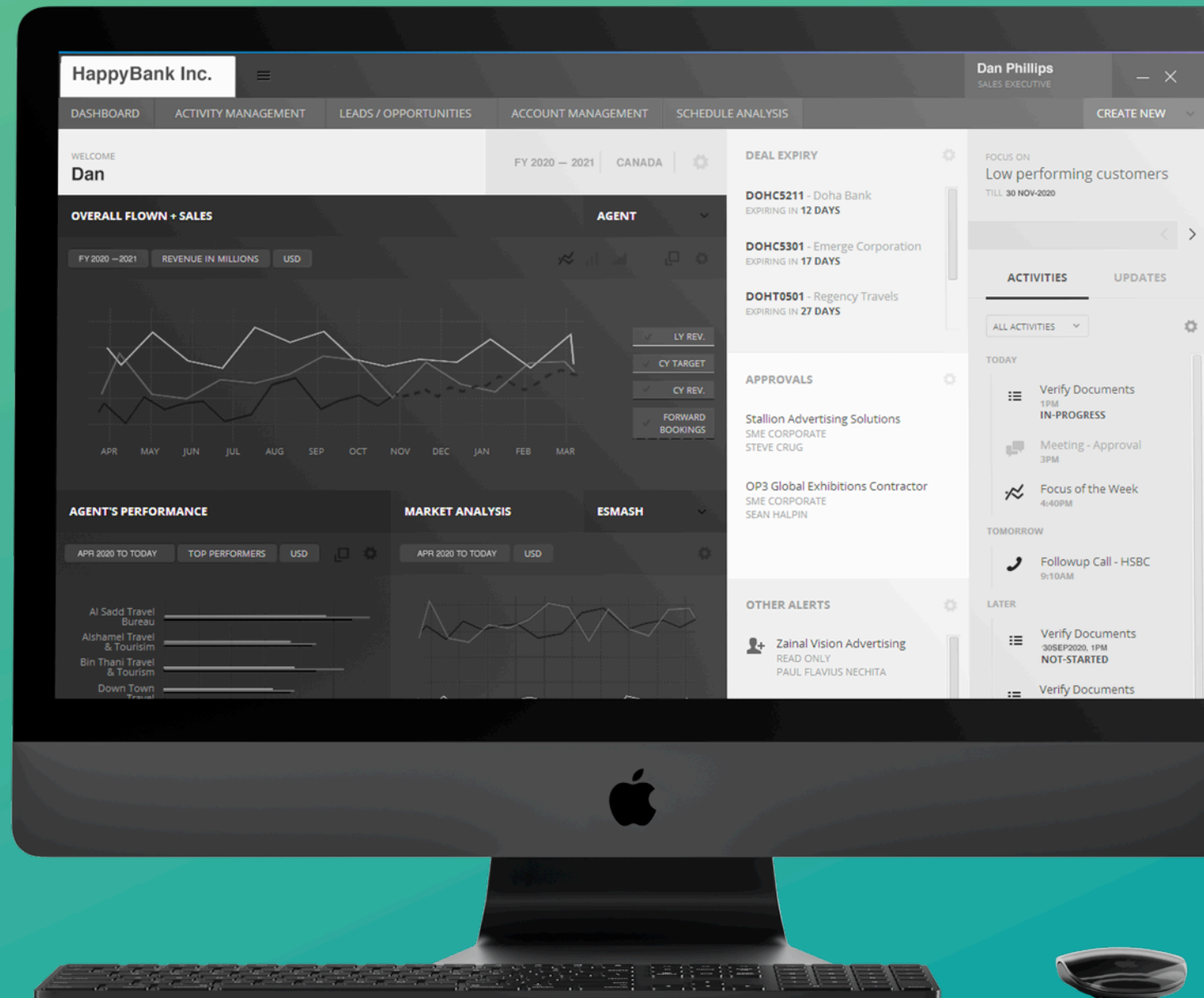
Сегодня его первый рабочий день в крупном банке.

Ему не терпится начать работать с клиентами и приносить пользу компании.



# Как пользователи видят корпоративное ПО

Женя растерян. Он не знает, с чего ему начать.



# Внедрение корпоративного ПО



2 – 4 недели на  
обучение



До **₽15**  
**МИЛЛИОНОВ** на  
создание  
инструкций

Show Chart New Refresh Delete Email a Link Flow Run Report Excel Templates

### My Open Leads

Search for records

Name Topic Status Reason Created On

Alex Wu				20.01.2017 22:52
Artem Taganov				31.01.2020 15:23
Brian LaMee				25.01.2020 8:30
George Sullivan				25.01.2020 8:30
Kim Abercrombie				25.01.2020 8:30

**Hey, Artem! It seems you need help in creating new lead here?**  
 Hey, Artem! It seems you need help in creating new lead here?

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**Next**

- Home
- Recent
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- My Work
  - Dashboards
  - Activities
  - Auto capture (preview)
  - Activity suggestions
  - Contact suggestions
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  - Opportunities
  - Competitors

All # A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Show Chart + New Refresh Delete Email a Link Flow Run Report Excel Templates

### My Open Leads

Search for records

Select New

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Name	Reason	Status Reason	Created On
Alex W...	Expressed interest in A. Datum X line of ...	New	20.01.2017 22:52
Artem Taganov	HintEd license	New	31.01.2020 15:23
Brian LaMee	Interested in online only store	New	25.01.2020 8:30
George Sullivan	Store is expanding - send new literature	New	25.01.2020 8:30
Kim Abercrombie	Likes our products	New	25.01.2020 8:30

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All # A B C D E F G H I J K L M N O P Q R S T U V



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Save Save & Close New Flow

### New Lead

Lead Source: --- Rating: Warm Status: New Owner: Artem Taganov



Summary Details Files

**Contact**

Topic \*

Type \*

Item based

First Name \*

Last Name \*

Job Title \*

Business Phone \*

Mobile Phone \*

**Timeline**

This record hasn't been created yet. To view this record, save it to your

**Fill in the topic of your lead**  
this field is required, don't miss it

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Empty text box

- Home
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    - Contacts
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    - Opportunities
    - Competitors

Save Save & Close New Flow

### New Lead

Lead Source: --- Rating: Warm Status: New Owner: Artem Taganov



Summary Details Files

**Contact**

Topic \*

Hinted license

Type

Work based

First Name

Last Name \*

Job Title

Business Phone

Mobile Phone

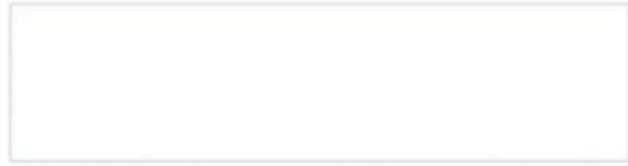
**Timeline**

This record hasn't been created yet. To view this record, save it to your timeline.

**Select the type of lead**

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Next





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Save Save & Close New Flow

### New Lead

Lead Source: --- Rating: Warm Status: New Owner: Artem Taganov



Summary Details Files

**Contact**

Topic \*

Hinted license

---

Type \*

Work based

---

First Name \*



---

Last Name \*

---

---

Job Title

---

---

Business Phone

---

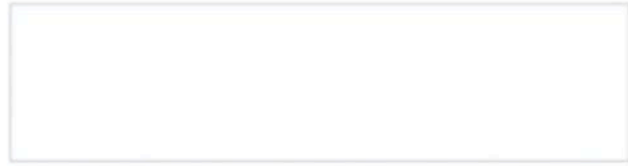
---

Mobile Phone

---

**Timeline**

This record hasn't been created yet. To view this record, save it to your timeline.



**This is the first name of your contact**

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Save Save & Close New Flow

### New Lead

Lead Source Warm Rating New Status Artem Taganov Owner



Summary Details Files

**Contact**

Topic \*

Hinted license

---

Type \*

Work based

---

First Name \*

Artem

---

Last Name \*

---

Job Title

---

---

Business Phone

---

---

Mobile Phone

---

**Timeline**

This record hasn't been created yet. To view this record, save it to your timeline.



**And here is the last name**

This field is required, don't miss it

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Save Save & Close New Flow

### New Lead

Lead Source: --- Rating: Warm Status: New Owner: Artem Taganov



Summary Details Files

Company

Company

Website

Street 1

Street 2

Street 3

City

State/Province

Select the company of your lead

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Save Save & Close New Flow



### New Lead

Lead Source: --- Warm Rating: --- New Status: --- Owner: Artem Taganov



Summary Details Files

Company

Hinted

Website

Street 1

---

Street 2

---

Street 3

---

City

---

State/Province

---

ZIP/Postal Code

You can always update this info

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Save Save & Close New Flow

Now click here to save this

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Lead to Op  
Active for less than one mi...

Lead Source --- Warm Rating New Status Artem Taganov Owner



Summary Details Files

Company

Hinted

Website

---

Street 1

---

Street 2

---

Street 3

---

City

---

State/Province

---

ZIP/Postal Code

Save Save & Close + New Flow

AT Artem Taganov  
Lead · Lead

Lead Source Warm Rating New Status Owner Artem Taganov

Lead to Opportunity Sale...  
Active for less than one mi...

Qualify (< 1 Min)

Develop

Propose

Close

Summary Details Files Related

That's it! Check your new lead in the table

That's it! Check your new lead in the table

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Done

Company

Hinted

Website

Street 1

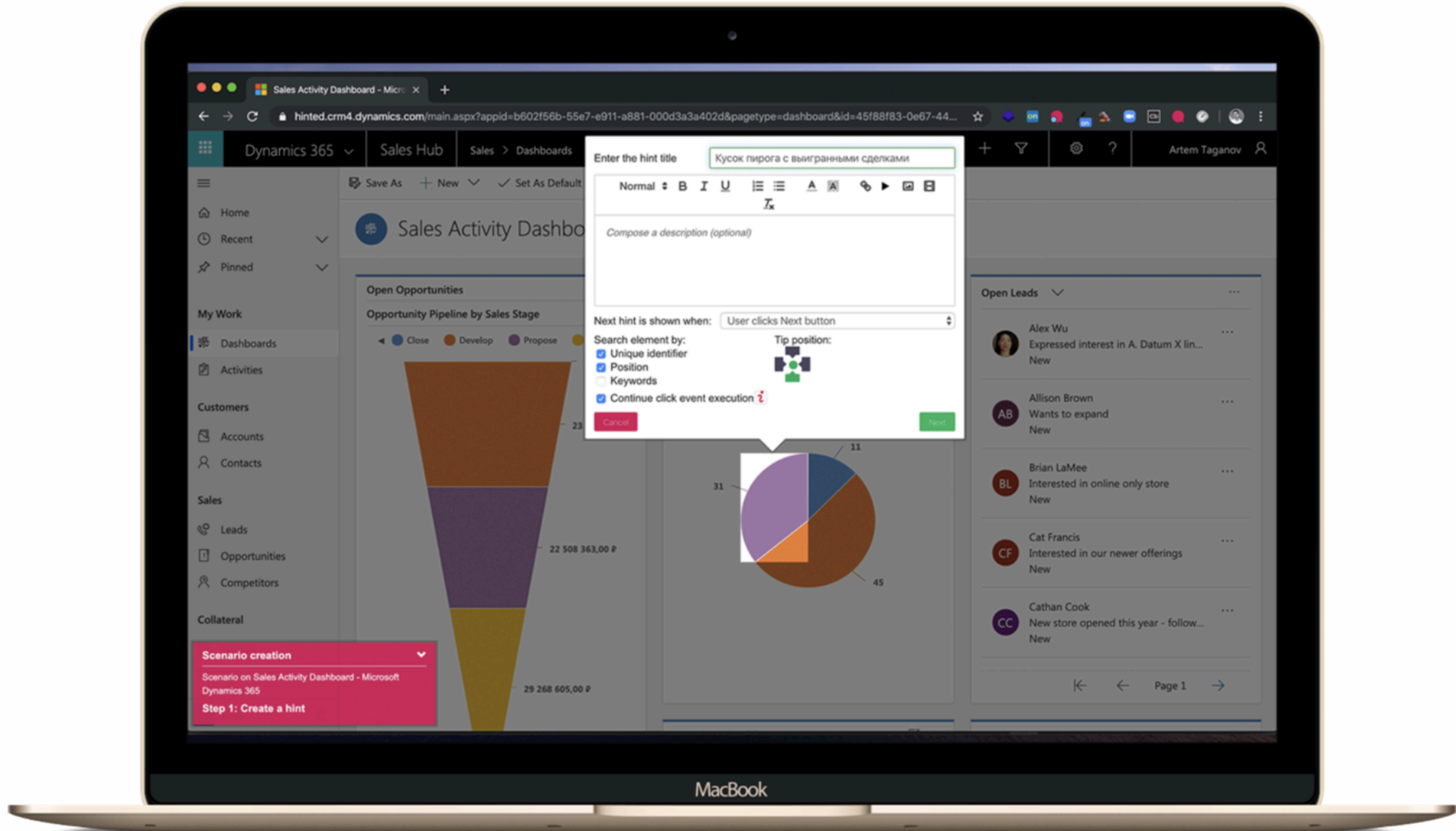
Street 2

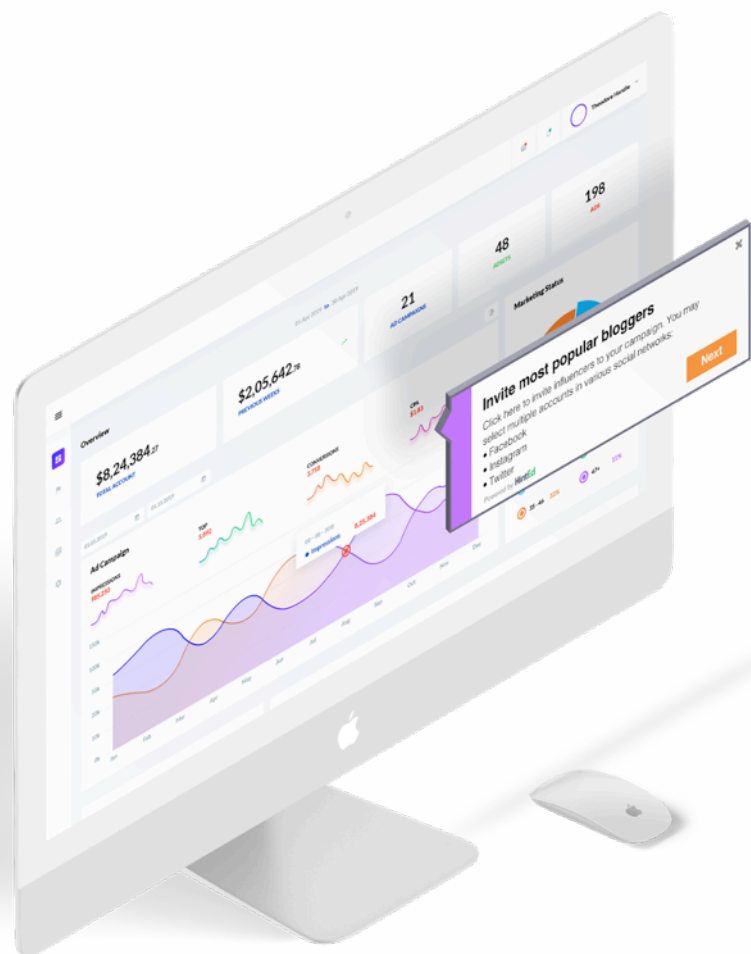
Street 3

City

State/Province

ZIP/Postal Code





## HintEd

Без программирования  
и интеграций

- Не забираем данные
- Привязываемся к интерфейсу
- Работаем “сверху”
- Не влияем на систему





## Бизнес-модель

- Корпоративная лицензия (подписка)
- Облако или on-premise



С кем уже поработали?



HintEd

20 000 пользователей  
80 000 проигрывании  
инструкций



## Какой эффект получаем?



Сокращаем  
затраты  
в 2 раза



Разгружаем  
поддержку  
на 30%



Уменьшаем  
ошибки  
в 1,5 раза

## Sergey

CTO, co-founder

Domain expertise: Full-stack development, AR, AI and ML technologies

Work experience:



Navigine

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## Artem

CEO, founder

Domain expertise: HR Tech, ED Tech, Enterprise IT  
Work experience:



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## Nastya

Business Development Manager

Domain expertise: Product Development, Customer Research

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## Andrey

Full-Stack Developer

Domain expertise: Full-stack development, JavaScript,

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## Liza

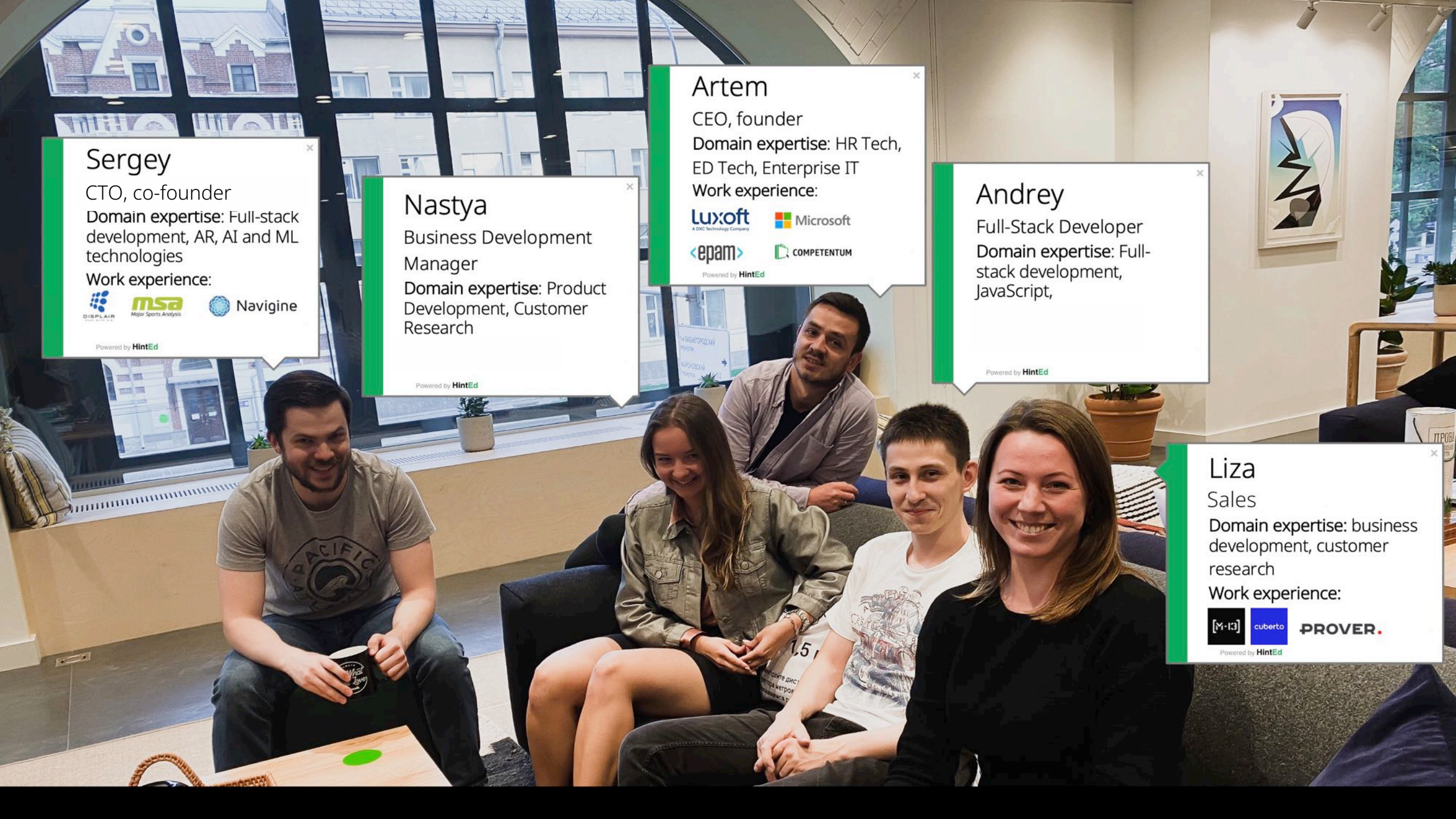
Sales

Domain expertise: business development, customer research

Work experience:



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hello@hinted.me



<https://hinted.me>



@rusdap

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HintEd