

# The Simple, Smart CRM for Office 365 and Microsoft Dynamics 365

**Built for Office 365, Dynamics, And Everywhere You Work**

Nimble is the #1 social sales and marketing CRM that works for you everywhere you engage: inside Office 365, Dynamics, and more.

## Who Uses Nimble?

- Fast-growing individuals and teams
- Sales, Marketing, PR, Business Development, Insurance, Real Estate, Investment Advisors, Financial Services, Technology Companies, Mortgage Bankers, Consultants, Digital Agencies, and more
- Nimble is built to be your company-wide relationship manager – across all teams.

## Key Features:

- Simple sales and marketing automation
- Social business insights on people and companies
- Native web browser app provides instant insights and access alongside your workflow
- Individual and group message templates with open & click tracking analytics
- Customizable dashboard to help keep track of key contacts and activities
- Sales Pipeline Management and Reporting

## Integrations

- **Office 365** Email, Contacts, Calendar, Outlook Desktop, Outlook Mobile, Skype, & Microsoft Edge
- **CRMs** like Microsoft Dynamics 365, Salesforce, and more
- **Email Marketing** tools like MailChimp, Constant Contact, and more
- **Marketing Automation** tools like HubSpot, Marketo, and more
- **Accounting** Software tools such as Quickbooks, Xero, and more
- **Customer Service** tools such as Zendesk, Freshdesk, and more

## Nimble Unifies Your Team's Contacts, Communications, & Apps



### Tired of managing relationships in your inbox and spreadsheets?

Nimble is the simple, smart CRM that works for you everywhere you engage: inside Office 365, Gmail, and G Suite; on social media and within your web browser; in 130+ SaaS business applications; and on your mobile device.

Nimble automatically builds and updates itself for you by combining your team's contacts, communication history, emails, and calendars into one **unified relationship manager enriched with the business insights you need to take action.**

Nimble allows teams to nurture relationships across email and social networks by combining the power of enterprise CRM, contact management, and social media into an easy-to-use platform.

It's perfect for individuals and teams managing their contacts and sales pipelines within spreadsheets, email, or on scattered sticky notes. After transitioning to Nimble, teams are able to focus on selling more, quickly connecting with more prospects, and optimizing internal processes.

Nimble was founded by Jon Ferrara, co-founder of GoldMine and a pioneer of Sales Force Automation, Marketing Automation, and the modern CRM.

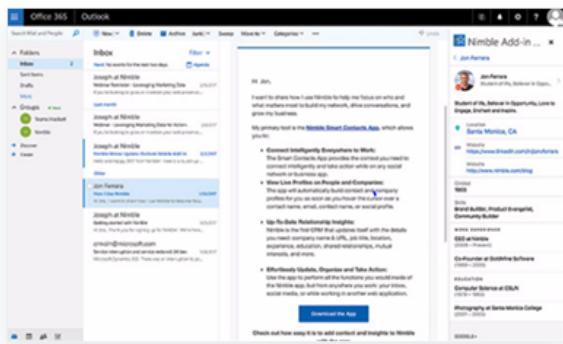
## Grow Your Business Faster with Nimble

### Everything You Need in a CRM

Nimble provides you with the key benefits of Enterprise CRMs without the cost or complexity. It unifies contact records from your team's email, social, MailChimp, Hubspot, Salesforce, Quickbooks, and over 130 SaaS apps. Your team will have a single source of truth, ensuring that everyone is on the same page regarding who a prospect is and what they're all about.

### Smarter Prospecting

The Nimble Smart Contacts browser extension delivers business insights on people and companies everywhere you work to help you prospect more effectively inside your Outlook for mobile and desktop inbox, social platforms, inside cloud-based business apps, and in any web browser app, **without having to toggle between windows**. It automatically displays up-to-date contact and company details, communication histories, and more.



### Intuitive Relationship Dashboard

Nimble's Today Page dashboard allows individuals and teams to scan their sales pipeline, tasks, social signals, and track priorities to build relationships with the customers and prospects that matter most.

### Pipeline Management and Reporting

Nimble automatically ties your team's tasks, events, and communications to each deal to ensure everyone is on the same page with each of your opportunities. Keep your finger on the pulse of your sales team with our deal forecasting and pipeline analytics. You can also check out your team's historical or projected revenue and stay informed about deals that need your attention.

### Learn More

Find out why thousands of teams are adopting Nimble as their Sales and Marketing CRM for G Suite and Office 365.

Experience Nimble for Yourself at

### Social and Professional Insights

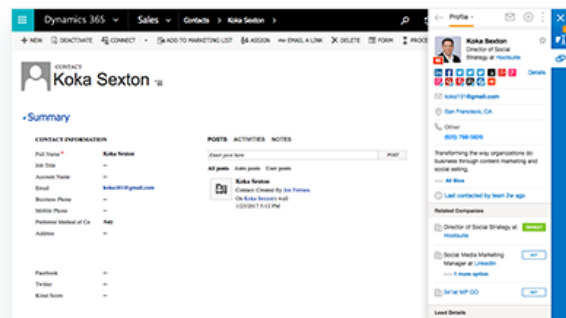
Nimble delivers instant insights on people and companies to keep you informed. Whether you're working in your inbox or browsing the web, Nimble enriches contacts with details about who they are, where they work, where they're from, their interests, and their complete social profiles. **Nimble uses AI to pull verified contact information, including up-to-date email addresses, phone numbers, social profiles, and to parse email signatures.** All of this provides teams with vital intel to qualify prospects within seconds. You can use Nimble on any social platform, website, or cloud application to create and enrich contact records.

### Group Email Marketing, Tracking, and Analytics

Nimble's Group Messaging capabilities empower you to send personalized, trackable individual and group emails to targeted contacts based on tagged groups or segments built using social business insights. Each outreach appears as a sincere one-to-one conversation rather than a mass email blast, increasing your probability of opens and clicks. You can then measure your success with complete analytics and reporting, allowing you to identify valuable follow-up opportunities.

### Nimble in Dynamics

Microsoft Dynamics customers can easily access enriched Office 365 contact profiles within Dynamics, as well as access enhanced profiles of Dynamics contacts in Office 365 and everywhere you work. Nimble bi-directionally synchronizes contact changes with Dynamics CRM and Office 365, enabling you to use those shared contacts in either place and everywhere you



### Nimble Works Everywhere You Work

With its mobile apps for iOS and Android and the Smart Contacts App browser plugin (for Chrome, Edge, Firefox, and Safari), Nimble delivers people and company insights everywhere you engage — in your Gmail inbox, social, and 130+ SaaS apps.