



The Ultimate Guide to Zoho

ZOHO *for* Enterprise



Why Zoho?

Serious software, friendly company,
tremendous value.



Proven

Companies around the world use Zoho
So do we—Zoho runs entirely on Zoho



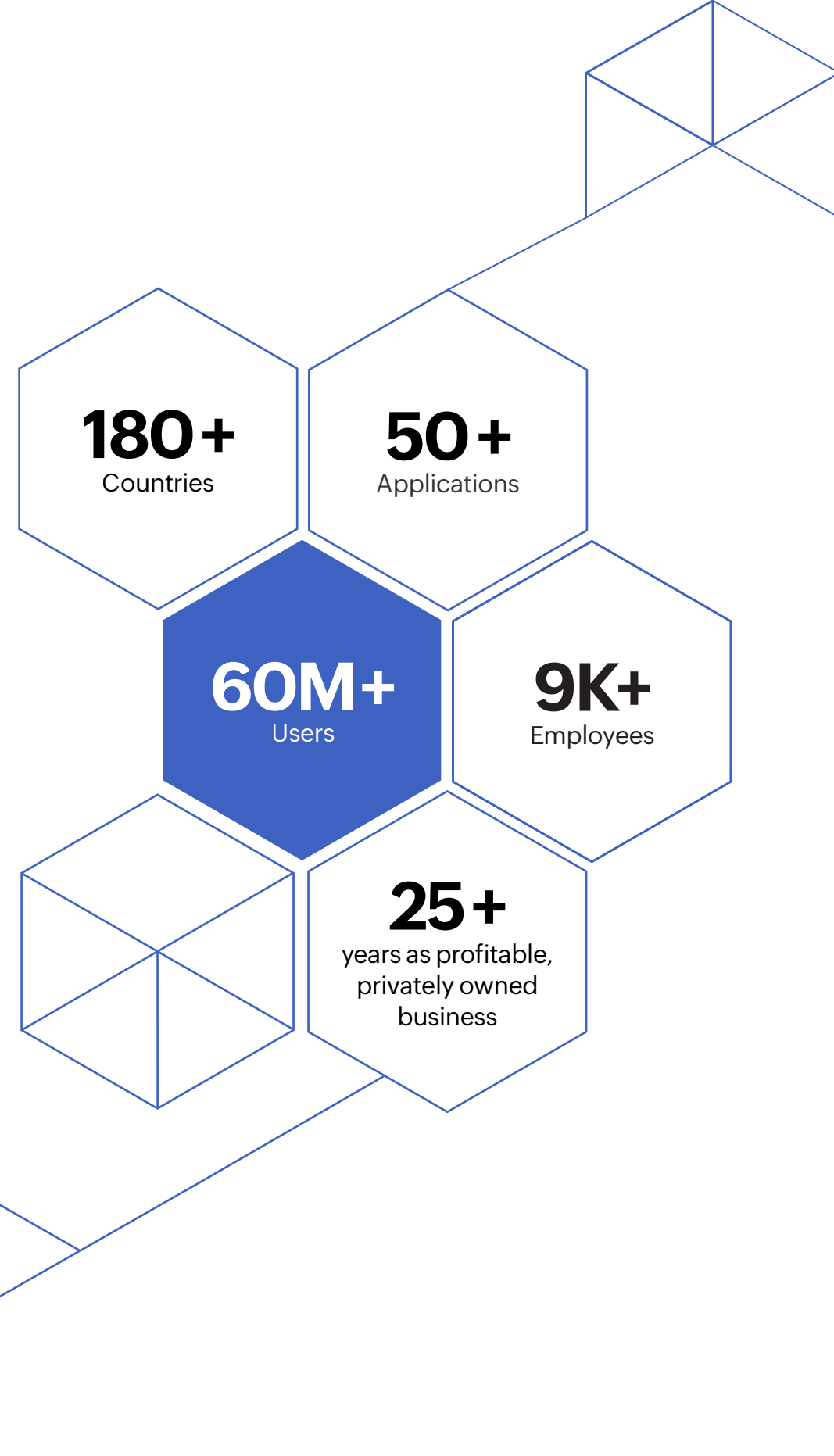
Flexible

Customizable and deeply integrated
Designed to fit your processes



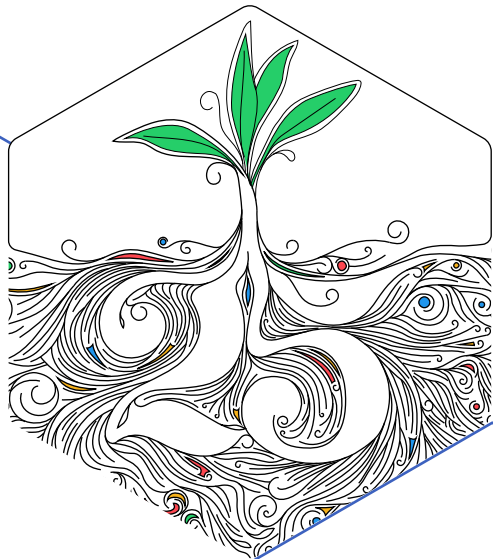
Refreshing

Focused on your success
Friendly and knowledgeable



Don't just choose a technology provider. Choose a growth partner.

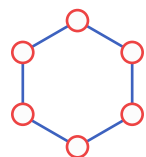
Over the last 25 years, Zoho has grown into a multinational software company serving millions of users worldwide.



Bootstrapped and privately held, that growth wasn't a result of VC investment or aggressive marketing campaigns. We grew because our users did. We grew because people saw the value we offered. We grew because the market recognized we were doing something special.

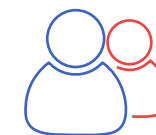
Early on, we realized that if we built great products, priced them fairly, and truly committed to serving our users, we could change how people thought about business software. In that spirit, we offer an unprecedented suite of over 50 applications, supported by thousands of integrations, touching every aspect of your business operations.

The Principles that Drive Us



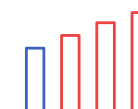
Technology companies should focus on technology

Unlike most other tech companies, Zoho spends twice as much on R&D as it does on Sales and Marketing. By not losing sight of what we do best or compromising on our commitment to innovation, we've managed to build the industry's most comprehensive suite of business apps.



Serve your users, not your shareholders

Very few global corporations have gotten where they are without ceding control to investors or shareholders. Zoho is the exception. In 25 years of business, we've never taken a dime of funding and we only make money from what our customers pay us. This means our goals are aligned: we grow when you do.



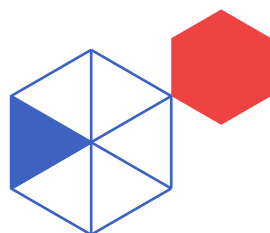
Invest for the long-term

We're not here for a quick exit and a big payout, so we think in terms of years and decades, not months and quarters. This has allowed us to build our entire suite of applications in house, on our own technology stack, hosted in our own data centers.



Privacy is non-negotiable

Zoho considers privacy a moral issue, not merely a legal one. We don't sell your data, we don't put ads in our products (even the free versions), and we've removed all third-party trackers from our website. Consistently at the leading edge of data privacy, we offered strong protections to our users even before government regulations forced us to do so.



Talent is universal; opportunity is not

Zoho doesn't care where our employees went to school or whether they live in a trendy tech hub. Instead, we look for passion and potential, which allows us to offer opportunity to people who've traditionally been ignored.

To learn more about what Zoho stands for, visit zoho.com/25

What kind of teams or organizations use Zoho?

From sales and support to logistics and HR, Zoho offers solutions for practically every aspect of business administration. With the breadth and depth of our fully customizable solutions, the Zoho app ecosystem can be tailored to fit a wide range of team requirements across a wide range of industries.

90% of Fortune 500
companies use Zoho
technology.

Zoho serves
organizations of
all sizes

We specialize in
200-5,000
employee
companies

**Solution
driven**

**Trusted by
businesses
worldwide**



Four months after deploying Zoho, we achieved an impressive 271% ROI through the modernization of the company's analytics, reporting, expense management, business processes, and sales capabilities.

- Amanda Dolan,
Manager, CRM
Integration at Purolite

Companies that grow with Zoho



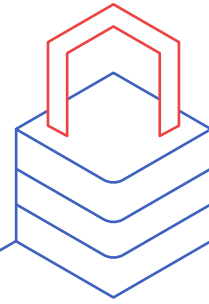
Want to learn how other companies have scaled with Zoho?

Over the last 25 years, we've seen micro-businesses go multi-national, using our software to scale their growth every step of the way. To learn more about the solutions we've provided for other organizations, visit zoho.com/customers.html

Benefits of working with Zoho

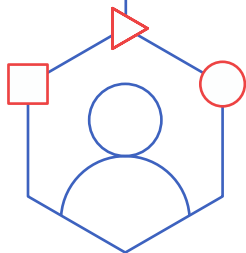
Data Privacy

We have never and will never profit off your data. At Zoho, privacy isn't an afterthought; it's baked into everything we do.



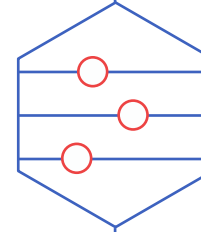
User Experience

Powerful enough for enterprise, but simple enough for SMBs, our products are designed for ease of use at every level.



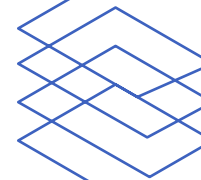
Customizable Solutions

Zoho's broad range of products can be combined, customized, white-labeled and integrated to serve practically any need.

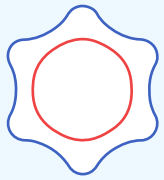


Flexible Contracts

We aren't looking to take advantage of our customers. No forced lock-ins or strict multi-year contracts. Just valuable software priced fairly.



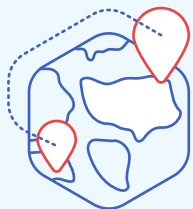
Is Zoho right for your organization?



Do you need a custom solution that can be mapped to your particular processes?



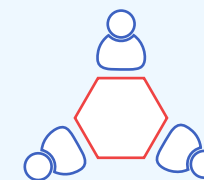
Do you want to break down information silos between disparate teams?



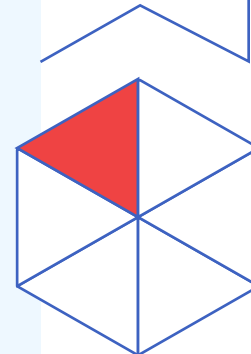
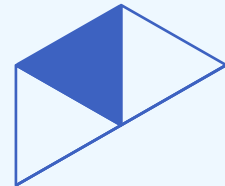
Does your workforce need to collaborate remotely across different regions?



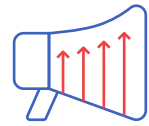
Does leadership want more visibility into team operations and business performance?



Do you want to unify your business data inside a single system, so everyone is working off the same information?



Solutions



Sales & Marketing

Our sales and marketing solutions are designed to work together seamlessly out of the box, ensuring your forward-facing teams are always in sync. Combine data from all your promotional and sales channels to streamline communication, leverage powerful analytics, and create a unified customer experience.



Customer Support

Cut down on average customer response times and prioritize incoming tickets with automated workflows and self-service support assistance. Improve both the speed and quality of your team's responses by giving them complete customer context for every interaction.



Zoho is solving problems for us that we didn't even know we had.

- Casey Tristan

IT Systems Support Manager,
Lubrication Engineers

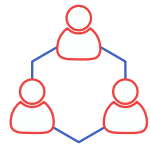


Our bottom line has increased by over \$100K per year from the cost savings alone. That's not including the increased revenue due to our improved customer experience.

- Alex Tolbert

CEO, Bernard Health





Productivity and Collaboration

Provide your workforce with a comprehensive ecosystem of remote-ready productivity and collaboration apps. Geographically dispersed teams can keep their work coordinated at a distance with centralized, cloud-based project management tools.



Recruitment and HR

Manage your entire employee life cycle within a single integrated platform. Save time and resources by automating key HR tasks and make informed decisions with powerful analytics and reports.



Thanks to Zoho and the Workplace tools, we have been able to close 12 percent more business, as well as grow services with our largest client exponentially. The collaboration tools streamlined communication for our entire team, which includes senior team leads operating remotely."

- Marc Fishman

Director of Sales and Marketing
for ONE Business Solutions



Global IT vendor, Rahi Systems, avoided a \$275,000 annual expense with Zoho's HR application.

- Barbara Peck,

Principal Analyst,
Nuclueus Research



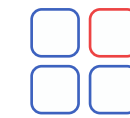
Finance

Zoho's fully integrated software ecosystem means that all your important financial data remains up to date across the board. Sync invoices with sales, automate expense approvals, and customize sophisticated pricing models to remain prepared for any economy.



Business Analytics

Blend data from across all your departments with Zoho's advanced BI solutions. Customize and share insightful dashboards to break down raw data and collaborate with decision-makers.



Custom Apps

Provide your entire organization with the tools to rapidly create custom software designed to resolve unique enterprise-level problems. Free up IT resources, and maintain operational flexibility to meet rapid growth head-on.



To date, we've deployed 46 applications with mobile and web capabilities using Zoho Creator, and when comparing it with other platforms we realized that we've saved \$670k.

- Jojo Guingao

Chief Digital Officer,
Aboitiz Equity Ventures

World-class products for world-class organizations

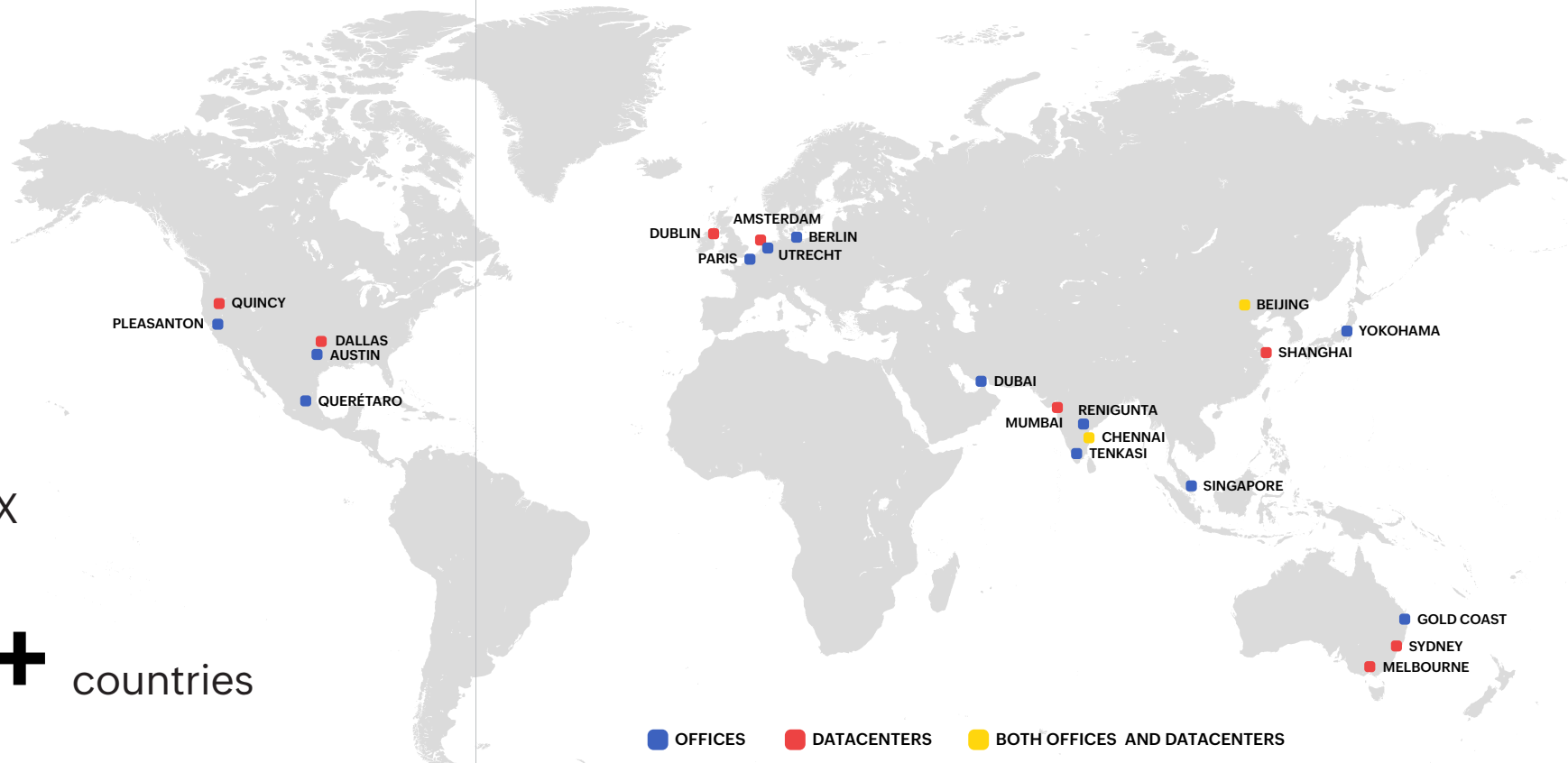
Zoho's comprehensive suite of business apps is trusted by companies all around the globe.

US Headquarters - Austin, TX

Customers from **180+** countries

14 global offices

zoho
Worldwide



■ OFFICES ■ DATACENTERS ■ BOTH OFFICES AND DATACENTERS

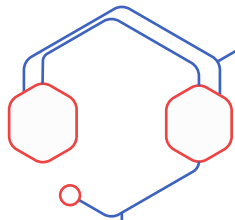
Leverage Zoho's global Partner Network

Our extensive network of global customers is supported by an extensive network of global implementation partners, vetted by Zoho. To find a partner in your region, with the right technical expertise and the right industry background, browse our Partner Directory at

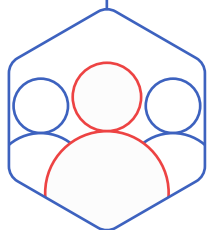
zoho.to/partner

Zoho's Enterprise Success Team

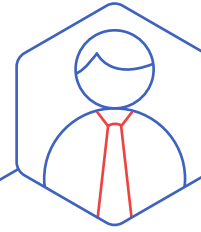
Throughout the consideration and implementation process, you'll be in contact with a range of specialists:



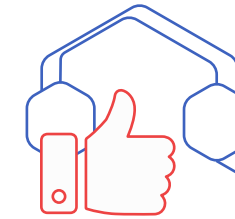
Solutions consultants to help you select the right offerings



An onboarding team that ensures adoption and implementation success

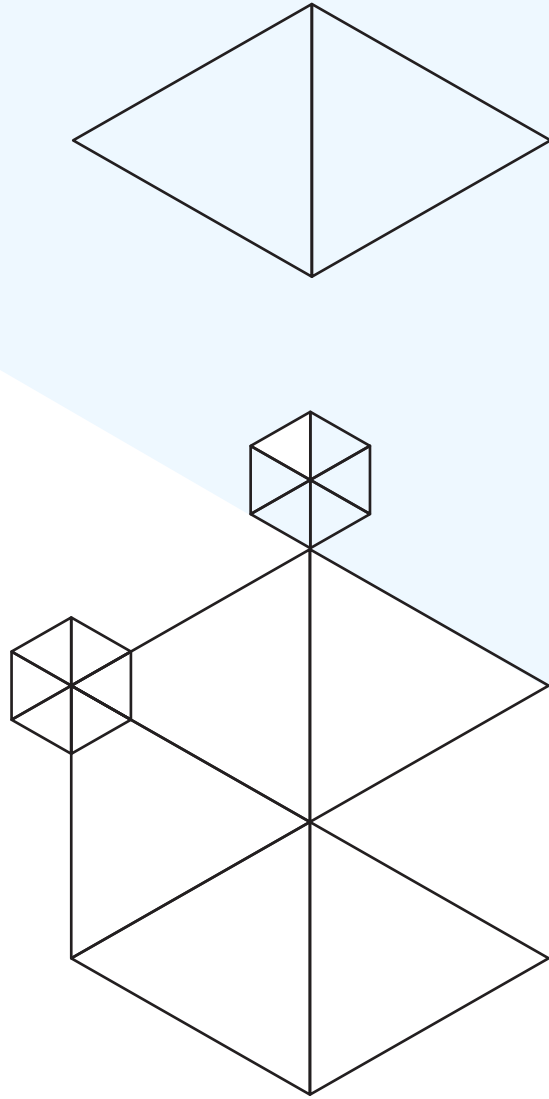


A dedicated technical account manager committed to your success



Ongoing enterprise-grade customer support





Contact Us

To learn more about the Zoho app ecosystem or to set up a product demo visit:

zoho.com/enterprise