

## Your reference questionnaire

1.	Refere	nce company
	Comp	any name:
	Comp	any address:
	Numb	per of employees (total)
	Numb	per of employees which use
	the es	tos solution (total)
	at the	workstation:
	mobil	e:
	Numb	per of offices:
	Yourv	vebsite:
2.	Contac	t Person for the estos Joint Success Story
	2.1	Primary Contact Person for customer referrals
		Name, surname:
		E-mail:
		Phone:
	2.2	Primary Contact Person for marketing issues
		Name, surname:
		E-mail:
		Phone:



2.3 Primary Cor	itact Person f	or technical issues
Name	, surname:	
E-mai	l: _	
Phone	e: _	
3. Who was you	r implementa	ation partner?
Please note	company nam	ne and Primary Contact Person.
Comp	any:	
Name	, surname: _	
E-mai	l: <u> </u>	
Phone	e:	



## 4. Used estos products

Produkt	Version
ProCall Enterprise	
ProCall LiveChat	
ProCall for Mac	
	Android
	iPhone
ProCall Mobile	iPad
1 Tocali Mobile	
	Remark:
ProCall Analytics	
MetaDirectory	·
Contact Kit for Lync / Sykpe for Business	
PhoneTools for Lync	
CallControlGateway	
ECSTA-Series	
For which PBX?	
ProCall One	
PushToSmart	

Does your company use IP-centrex?
Yes, hosted No



	Are you planning to use Federation for exchanging information between companys? If
	yes, with which platforms?
	ProCall Lync SIP/SIMPLE XMPP
	Not planned currently
5.	Your benefits
	Please tell us your individual primary advantages that your employees percieve since
	using the estos solutions. Which was the main reason that made you choose an estos
	solution?
6.	Which client or server applications are you using in combination with estos
	software?
	software?  Microsoft Outlook/Exchange Server
	Microsoft Outlook/Exchange Server
	Microsoft Outlook/Exchange Server  Microsoft Lync Server
	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter  other:
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter  other:  Are you using an integration to your business processes?
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter other:  Are you using an integration to your business processes?  Individual connection to one/more ODBC data sources
7.	
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter other:  Are you using an integration to your business processes?  Individual connection to one/more ODBC data sources  Individual conntection to data sources via estos MetaDirectory  Cobra Microsoft Dynamics SAGE SAP Business One  DATEV
7.	Microsoft Outlook/Exchange Server  Microsoft Lync Server  Lotus Notes/Domino  Tobit David InfoCenter other:  Are you using an integration to your business processes?  Individual connection to one/more ODBC data sources  Individual connection to data sources via estos MetaDirectory  Cobra Microsoft Dynamics SAGE SAP Business One



Which percieved characteristics of the solutions do you value the most?
(f.e. networked locations, integration with Microsoft Navision business solutions, 64-bit server
Which working processes are you going to support with estos-Software? (f.e.
Which working processes are you going to support with estos-Software? (f.e.
Which working processes are you going to support with estos-Software? (f.e.

9. As a Joint estos success story you are granting us permission to share your reference story on our website. Please choose in the following other options of how we can use the joint success story.

estos information materials (flyers, brochures, presentations)
Press release published by estos
Mentioning as part of the Microsoft Partner Programm portal
Willing to participate in Microsoft customer satisfaction studies
The phone number of the indicated reference contact person may be provided to interested parties after prior notification and confirmation
After prior notification and confirmation the reference customer may be visited
Mentioning in an estos newsletter



	10.	Social	Media	<b>Promotion</b>
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10	Social Media Promotion		
10.	If requested we provide an extra Social Media promotion free of charge.		
	Mentioning on facebook, linkedin, google + and xing.		
	Thank you for your time!		
Ple	ease complete this document, sign it and send it back to us. After we have recieved it we		
wil	ll contact you and discuss the next steps.		
Ple	Please note, that we will not publish anything without your clear permission.		
We	We are looking forward to your participation and send best regards,		
est	tos GmbH		
z.⊦	I. Susanna Heine		
Pe	Petersbrunner Str. 3a		
D-8	D-82319 Starnberg		
<u>Te</u>	l.: +49 (8151) 36856-122		
<u>Fa</u>	x: +49 (8151) 36856-822		
E-N	Mail: susanna.heine@estos.de		
We	ebseite: www.estos.de		
Date	and signature of the reference customer		
	Yes, I wish to recieve the monthly estos newsletter		