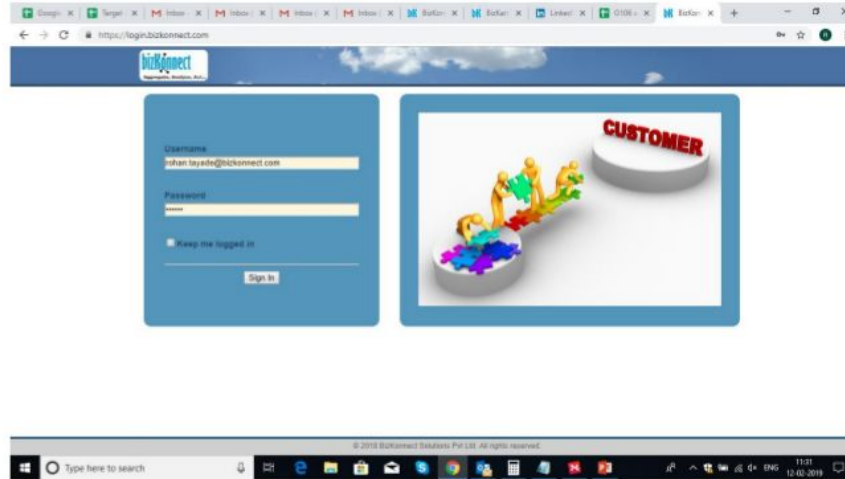




# **Guidelines to access the BizKonnnect Org chart**

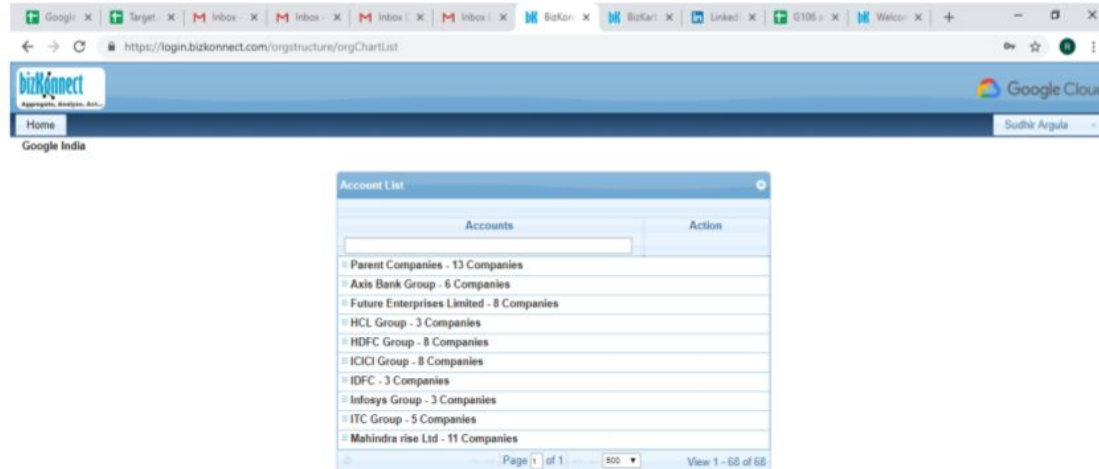
# Step 1 - How to login

Please login with the credentials shared with you.  
Login site - <http://www.bizkconnect.com/>



# Step 2 - How to see the list of org's

Once you login, you can view landing page where you can see the list of Accounts whose ORG charts have been mapped



The screenshot displays a web browser window with the URL <https://login.bizkconnect.com/orgstructure/orgChartList>. The page header includes the bizKconnect logo and a Google Cloud logo. Below the header, there is a navigation bar with a "Home" button and a user profile for "Sudhir Argula".

The main content area shows a table titled "Account List". The table has two columns: "Accounts" and "Action". The "Accounts" column contains a list of parent companies and their associated company counts:

Accounts	Action
Parent Companies - 13 Companies	
Axis Bank Group - 6 Companies	
Future Enterprises Limited - 8 Companies	
HCL Group - 3 Companies	
HDFC Group - 8 Companies	
ICICI Group - 8 Companies	
IDFC - 3 Companies	
Infosys Group - 3 Companies	
ITC Group - 5 Companies	
Mahindra rise Ltd - 11 Companies	

At the bottom of the table, there is a pagination control showing "Page 1 of 1" and "View 1 - 68 of 68".

# Step 3- How to view the org chart

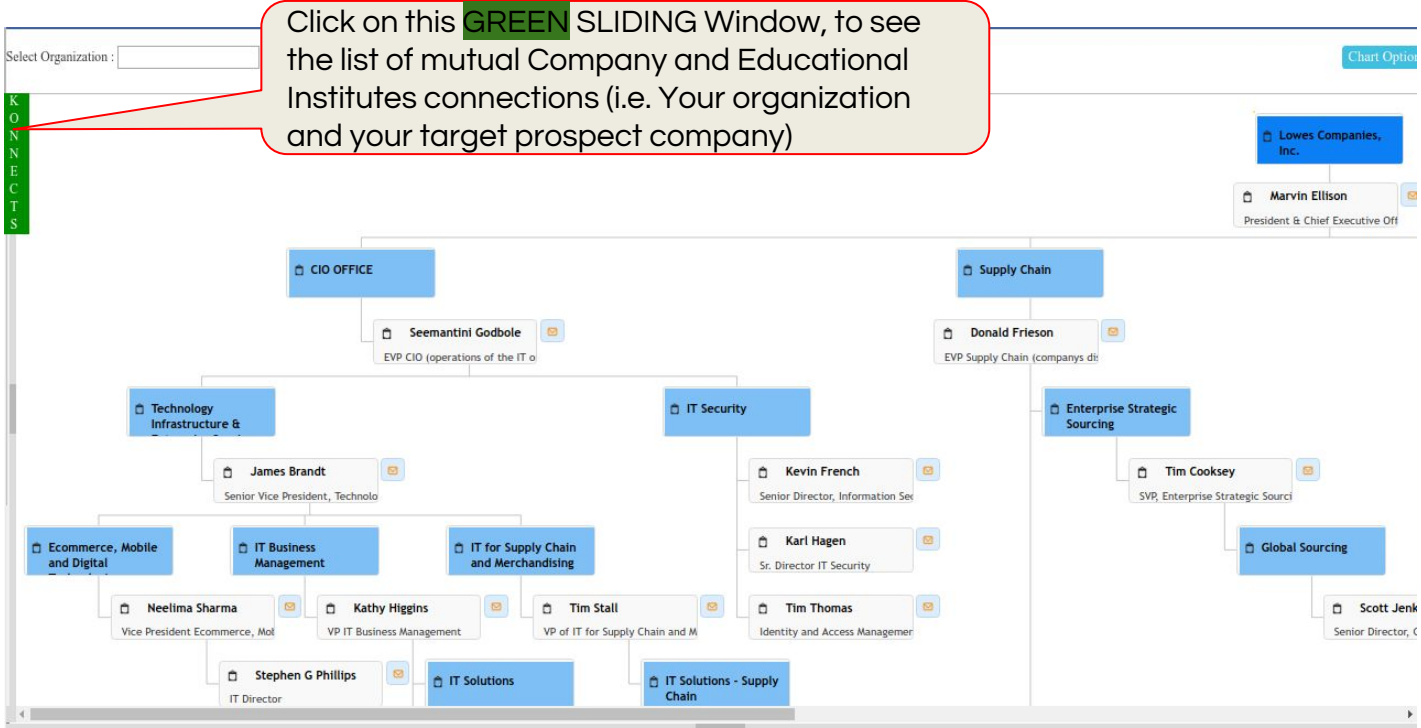
- How to view the ORG Chart:-
  - Click on the Parent company whose ORG chart you have to view
  - You can see 2 icons (Export Authorities and View).
  - To view the ORG chart – please click on the view
  - To export the Authorities list – please click on the export Authorities icon. (You will have the downloaded list of Authorities in Excel format)



The screenshot shows a table of companies. A thick black vertical bar is positioned above the first column, with the text "To export Authorities" above it. A thick black horizontal arrow points to the right, positioned above the second column, with the text "To view ORG chart" to its right.

Mahindra rise Ltd - 11 Companies	
Club mahindra holidays and resorts india ltd	± ☰
Mahindra Insurance Brokers Limited	± ☰
Mahindra and Mahindra ltd automotive farm equipment and agribi	± ☰

# Step 4 - How to see the list of common connections



# Step 5 - How to explore common Corporate/ Institutional connections filters

**FILTERS** CLEAR ALL

**PERSON**

- Paul Kennedy
- Viren Agrawal
- James (ed) Farris
- Paul Burel
- Jay Mytheen

Less

**COMPANY**

- IBM
- Fujitsu North America
- Staples

**EDUCATIONAL INSTITUTE**

**TECHNOLOGY**

**CONNECTS**

**Trusted Advocates** (CXO/VP/Director level authorities from from your company)  
- This is the list of persons from your organization who has mutual connection with the persons of your prospect company.

**List of Corporate connects** (company connects) - which means the person from your organization and the target Decision makers (from your prospect company) had previously worked in the same companies.

**List of Institutional connects** (University/School connects) - which represents common Alumni connection of Educational Institute/University between the target Decision makers (from your prospect company) and persons from your organization.

**CIO OFFICE**

**IT Security**

**Donald**  
EVP Supply C

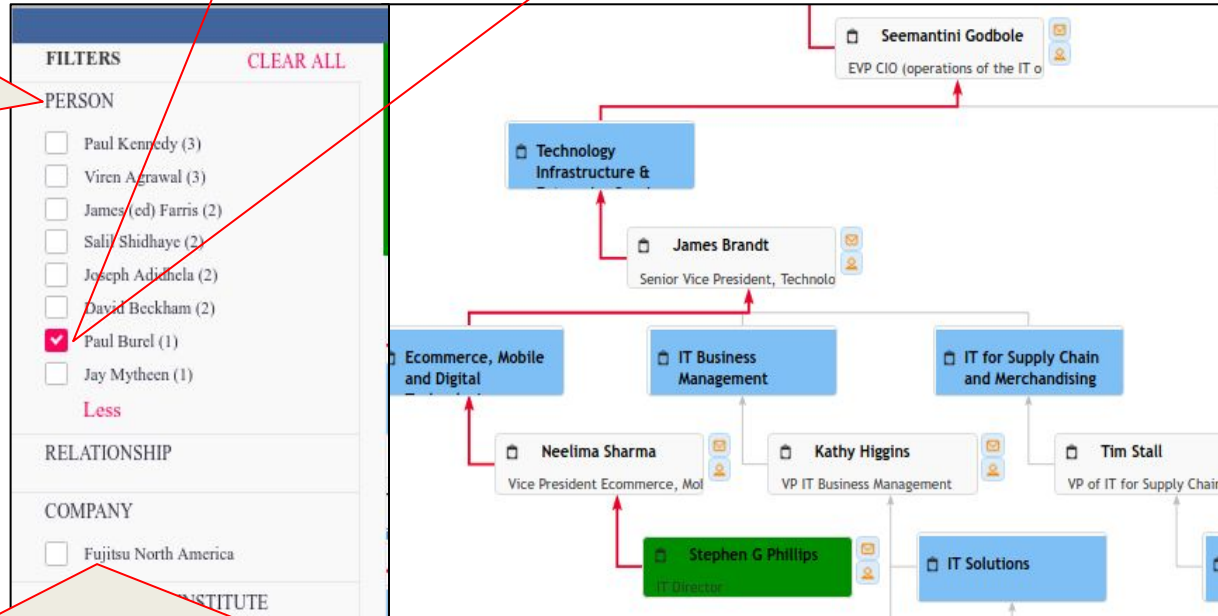
**French**  
Director, Information Ser

**Karl Hagen**

# Step 5 - How to explore common Corporate/ Institutional connections filters

E.g. - If you select any one particular person it will highlight the person (Green) in the ORG chart

**Trusted Advocates**  
(CXO/VP/Director level authorities from from your company) - This is the list of persons from your organization who has mutual connection with the persons from your prospect company.

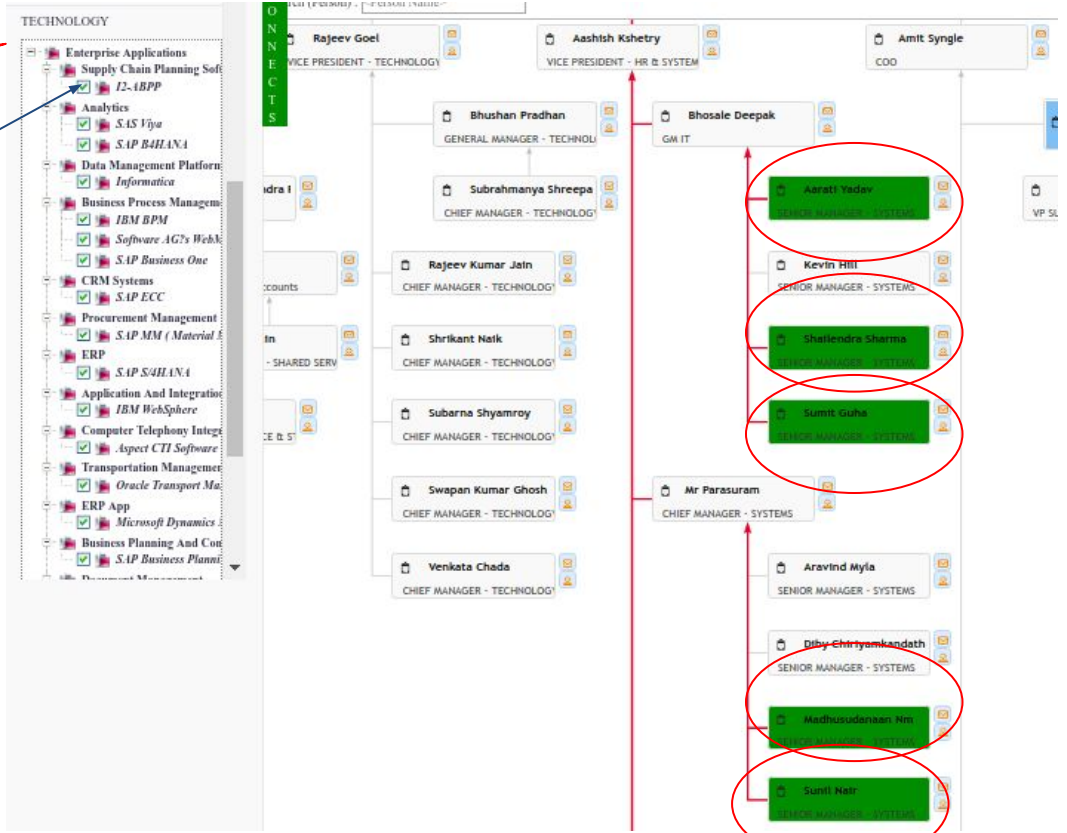


Here, we've selected "Paul Burel" (in Company connect filter) and "Stephen G Phillips" is highlighted on org chart, which represents that "Stephen G Phillips" from the prospect company and the person from your company (here. E.g is "Paul Burel") had previously worked in the same company i.e. "Fujitsu North America".

# Step 6 - How to explore technology connections filters

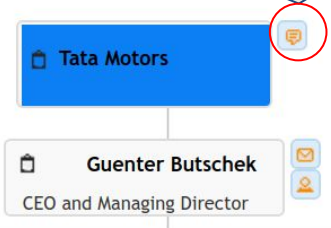
Here you will see the entire list of targeted accounts technology connects (currently leveraging)

E.g. If you select any one / multiple technologies, the org chart will highlight the persons with relevant technology expertise/user/influencer




# Step 7 - How to explore insights (company/person specific News/Articles)

Company Insights - On the top of company node (top of the chart window), CLICK on the Insights button “  ” to see the company specific News/Articles.



Insights

<p><b>Watch: In Conversation with Girish Wagh from Tata Motors</b></p> <p>Girish Wagh, President, Tata Motors - Commercial Vehicle segment feels medium and heavy commercial vehicles will continue to face 'axel norm aftereffect' as he speaks with Nabeel Khan, ET Auto</p> <p><b>Technology :</b> Amazon Web Service</p>	<p><b>April 2019</b></p>
<p><b>Girish Wagh: 'In today's CV market, there is a clear need to engage with customers better.'</b></p> <p>Tata Motors' turnaround strategy is yielding results, but the mission is yet to be accomplished. Under the 'Turnaround 2.0' plan, there's a three-pronged approach to "win decisively in the commercial vehicle business, win sustainably in the passenger vehicle business, and embed the turnaround culture in the company".</p> <p><b>Technology :</b> Amazon Web Service</p>	<p><b>January 2019</b></p>
<p><b>Tata Motors' Rajendra Petkar: 'Going forward, modularity is going to be a way of life at Tata Motors.'</b></p> <p>In his nearly 30-year stint with Tata Motors, Rajendra Petkar, Chief Technology Officer, hasn't seen busier days than now. He talks about strategies to tackle new challenges and tap new opportunities in the fast-evolving automotive landscape.</p>	<p><b>December 2018</b></p>

Person Insights - On the top of the person node, CLICK on the Insights button “  ” to see the person specific News/Articles.



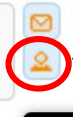
Insights

<p><b>Watch: In Conversation with Girish Wagh from Tata Motors</b></p> <p>Girish Wagh, President, Tata Motors - Commercial Vehicle segment feels medium and heavy commercial vehicles will continue to face 'axel norm aftereffect' as he speaks with Nabeel Khan, ET Auto</p> <p><b>Technology :</b> Amazon Web Service</p>	<p><b>April 2019</b></p>
<p><b>Girish Wagh: 'In today's CV market, there is a clear need to engage with customers better.'</b></p> <p>Tata Motors' turnaround strategy is yielding results, but the mission is yet to be accomplished. Under the 'Turnaround 2.0' plan, there's a three-pronged approach to "win decisively in the commercial vehicle business, win sustainably in the passenger vehicle business, and embed the turnaround culture in the company".</p> <p><b>Technology :</b> Amazon Web Service</p>	<p><b>January 2019</b></p>

# Step 8 - How to Set Authority Relationship Stage and Authority Type

Click here to set Authority Relationship Stage and Authority Type

 **Tom Flack**  
Chief Procurement Officer



Set Your Action 

Set Relationship

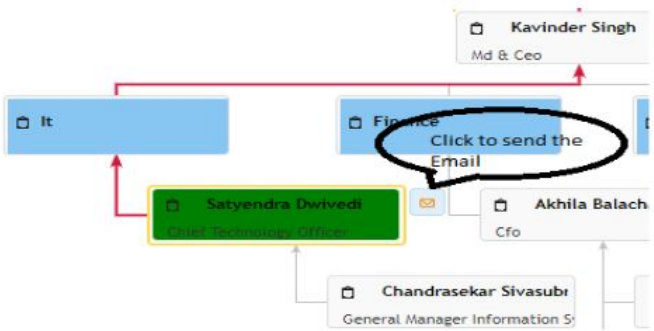
Set Authority Type

Here, you can see two options-

1. Set relationship
  - a. Trusted Associates - Mark your associate who has relationship
  - b. Relationship Stage - You can mark relationship stage as:
    - i. Aware,
    - ii. Connected,
    - iii. Warm
    - iv. Hot
2. Set Authority type - You can categorize the target authority as;
  - a. Decision Maker
  - b. Influencer
  - c. Owner

# Step 9 - How to send the email

- Email icon is provided with the box, you can click on the email icon to send the email.





THANK YOU