

AVIONTÉ  
CONNECT

# Maximizing the Potential of APIs

AVIONTÉ+

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# You are here because...

- You know tech can help solve business challenges
- You may be stuck with current business problems



# Meet the Team



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VP Avionté+



**Jason Smith**

Solutions Engineer



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Senior Account Manager



# The Agenda

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Let's hear from you!

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What is Avionté+?

3

Open APIs vs Closed APIs

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Success Stories

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Putting knowledge to work!

6

Next Steps



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# Poll

What is your role at your staffing firm?



**Let's get your thoughts!**

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**What business challenges are you seeing impacting your firm today?**

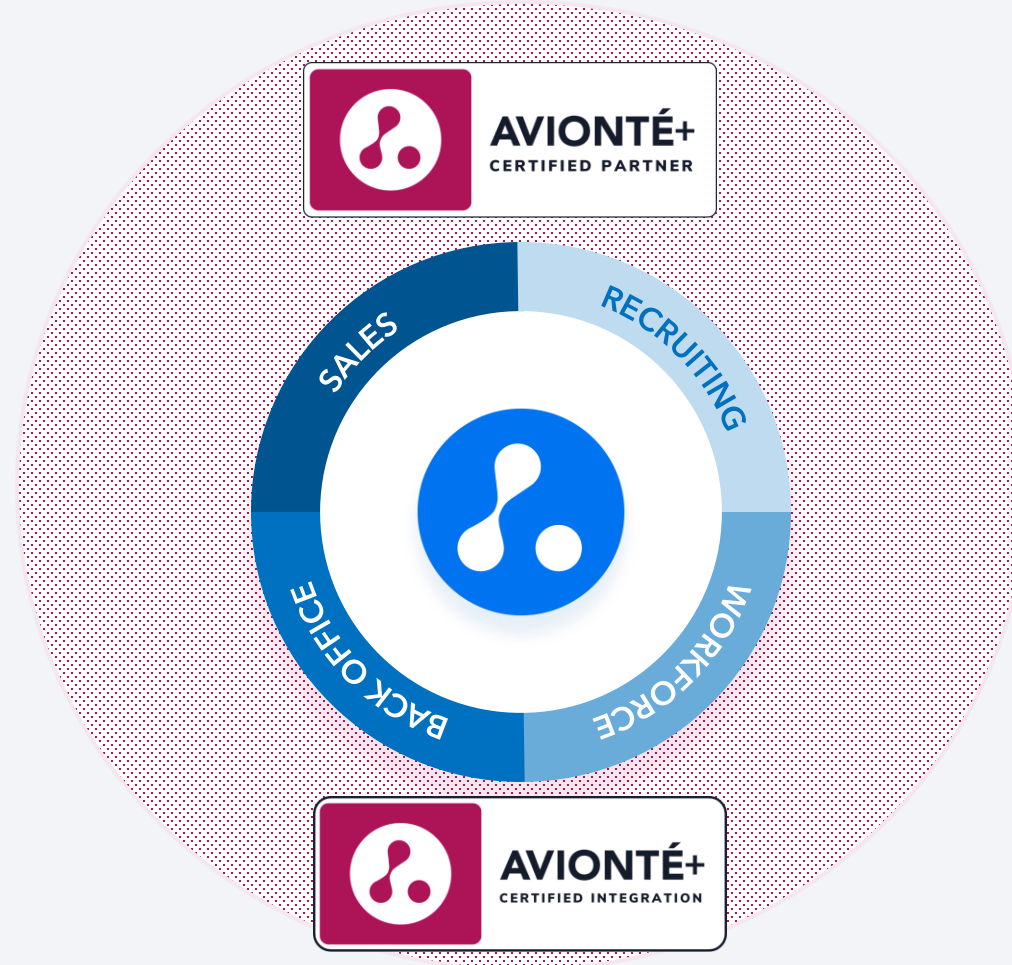




# What is Avionté+?

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# Avionté+

The + in Avionté

- **Increase** your firm's workflow efficiency, data integrity and data security.
- **Improve** productivity and drive **incremental** value and **increased** profits.

## Avionté+ Partnerships

Strong proven working relationship with our platform.

## Avionté+ Certified Integrations

Vetted and approved by Avionté to create a 1-to-1 connection.

## Avionté+ API Connection for Clients

Connect to client owned technologies, creating better efficiency for all.



# Avionté+ Categories



## Certified Partners

A contracted certified technology provider who we market and refer/resell



## Certified Integrations

A contracted certified technology provider that is used to fill one client's need



## APIs

A developer resource that is available for clients to connect into for a fee to enhance their current connect to Avionté

We have three categories of the Avionté+ platform



# Open vs Closed API

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## API Analogy

- BOLD is your house
- Your front door is built to be open
- Each “room” is a set of data
- You want to know who is entering and what data they access
- Third Party’s need to plug in



# What's included?

Robust data exchanges moving data in and out.

Improved data integrity, data security, productivity.

No new dropdowns, pop outs or iframes.

Drastically increased speed to market with a new tool.

Transparency on what data it moves for you.

**INTEGRATE IQ™**  
Accredited HubSpot Integration experts are

## HubSpot AviontéBOLD Integrations

**INTEGRATION BENEFITS**  
Information is the lifeblood of your organization. It's critical to ensure that your systems connect effortlessly to unlock the full potential of your data. System integration emerges as the linchpin to achieve this synergy, but it's a journey that demands meticulous planning, flawless execution, and sustained care.

**WHY INTEGRATE IQ**  
More than 44 million fields sync through Integrate IQ-built integrations every day.

**HubSpot Diamond SOLUTIONS PARTNER PROGRAM**

**AVIONTÉ+ CERTIFIED INTEGRATOR**

**INTEGRATE IQ™ AVIONTÉ+**

Integrate IQ custom integrations enable syncing any property available in the AviontéBOLD API with HubSpot and vice versa. The following is for illustrative purposes and not an exhaustive list.

### AviontéBOLD Talent to HubSpot Contacts

AviontéBOLD Talent Fields	HubSpot Contact Fields
Talent ID	Contact ID
First Name	First Name
Last Name	Last Name
Email Address	Email
Phone Number	Phone
Documents	CV/Resume (Attachment/Link)
Skills	Skills (Custom Field)
Employment History	Work History (Custom Field)
Education	Education (Custom Field)
Certifications	Certifications (Custom Field)
Availability	Availability (Custom Field)
Contact Activity	Notes

### AviontéBOLD Job Postings to HubSpot Deals

AviontéBOLD Job Posting Fields	HubSpot Deal Fields
Job ID	Deal ID
Title	Deal Name/Title
Job Description	Description
Location	Location (Custom Field or Note)
Employment Type	Employment Type (Custom Field)
Pay Range	Salary Range (Custom Field)
Posting Date	Deal Creation Date
Application Deadline	Close Date
Job Status	Deal Stage (Mapped to Job Status)



# Success with Avionté+

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# Success Story

**Client:** Award Staffing - Clerical LID

**Need:** Improve job posting performance and save budget

**Challenge:**

- Struggling to find enough talent to fill client commitments
- Manual process to rekey data into programmatic job posting tool
- Talent data populates without recruiters loading into Avionté

**Solution:** Introduce the [!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f\_img.jpg\) pando logic](#) Certified Integration

**Time to launch:** 4 weeks




# Success Story

**Need:** Conduct onsite screenings - Multiple Avionté Clients

## **Challenge:**

- Manual process moving talent data from BOLD to screening software
- Manual entry of any screening test results

## **Solution:**

- Introduce Certified Integration with  **LOCHNESS**  
MEDICAL
- Customer opens app, picks existing talent, then scans & confirms results directly in BOLD

**Time to launch:** 3 weeks





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## About APIs

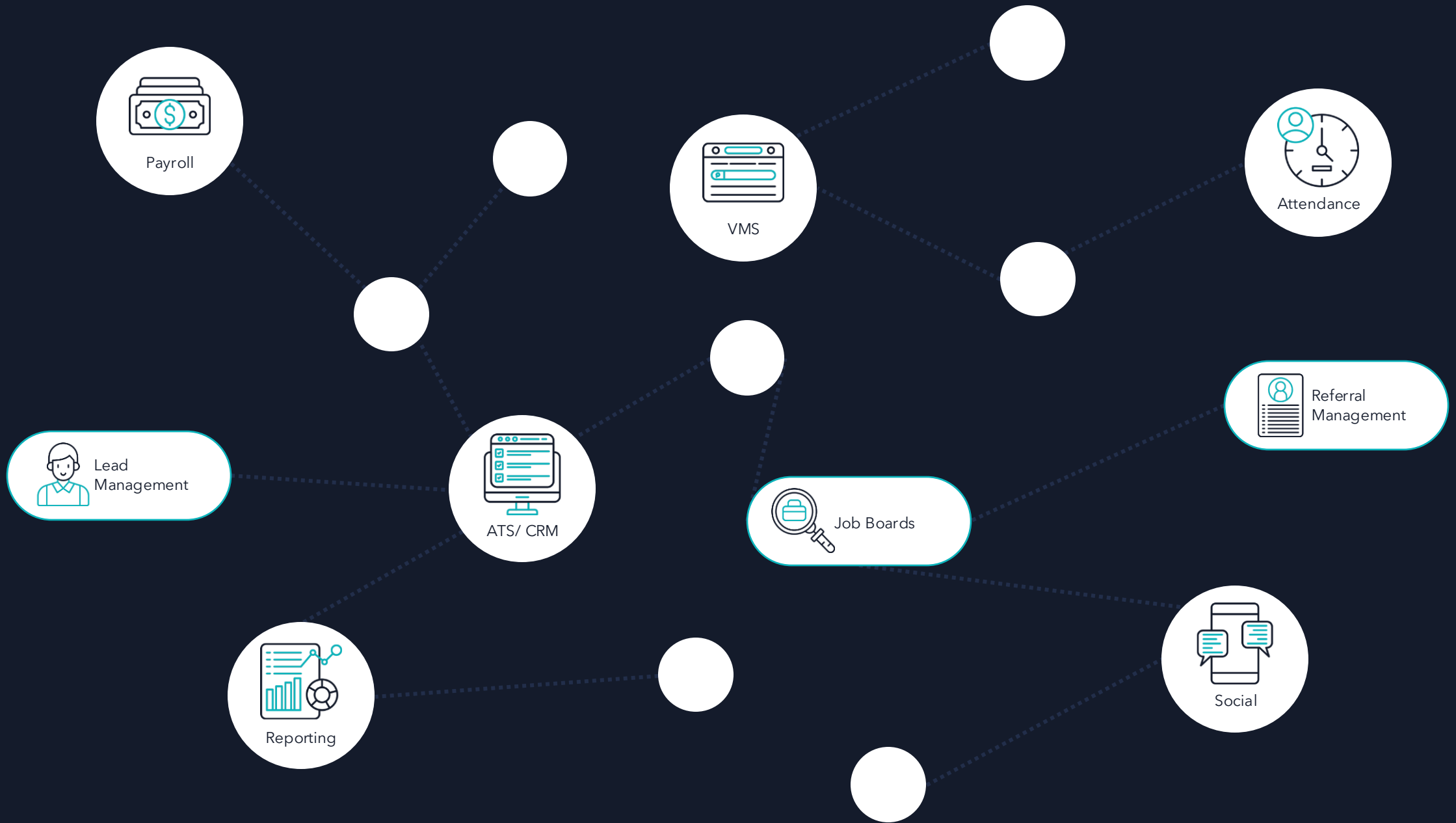
- Integrate Slack
- Make mass updates
- Automate manual tasks
- Much, Much More!



# Hit the Ground Running

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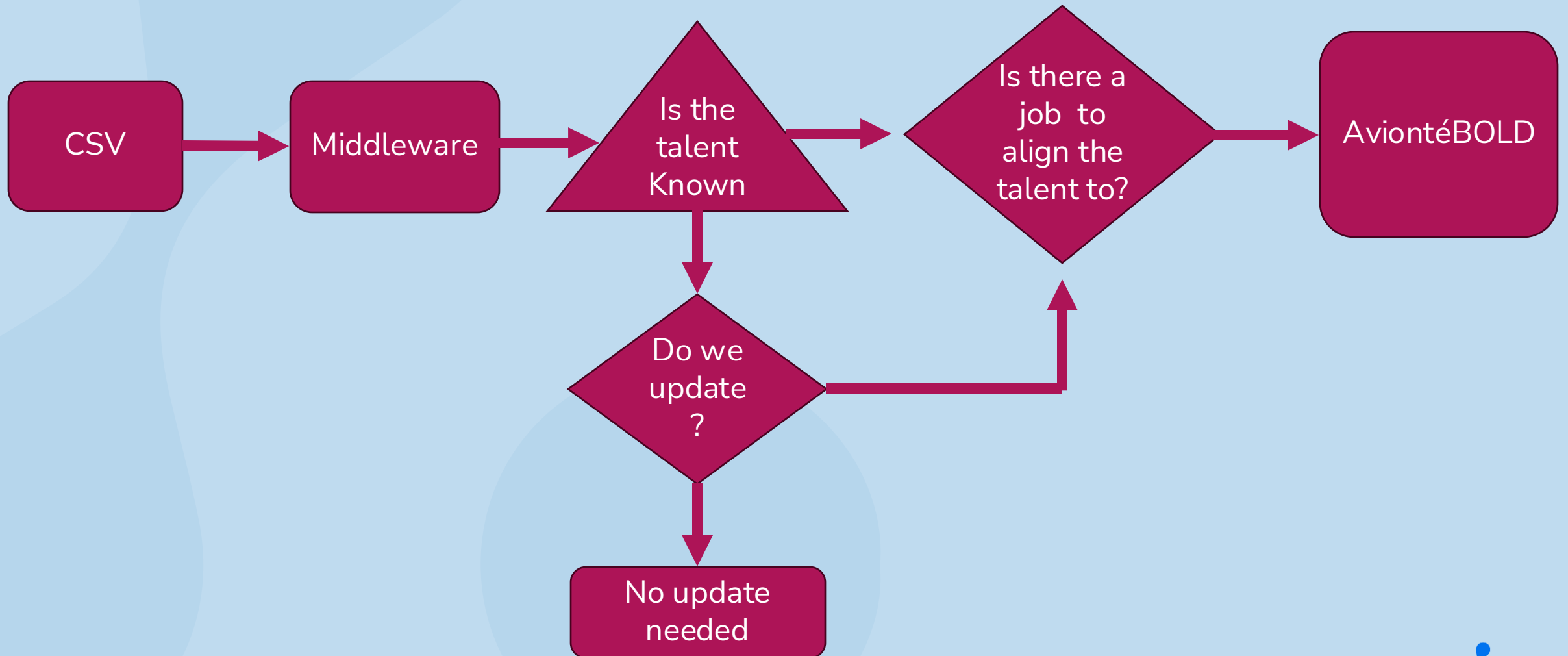






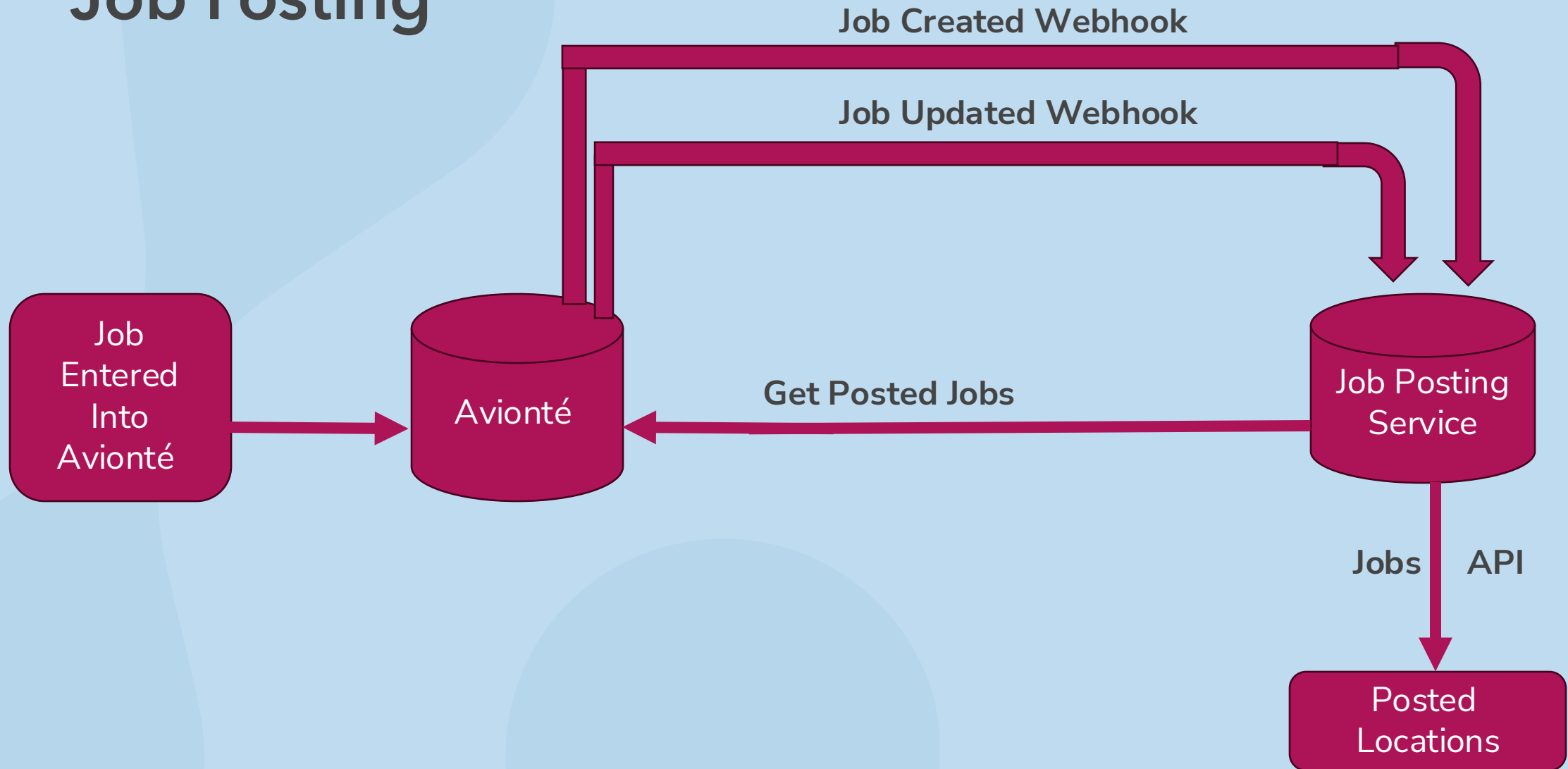


# Recruiter getting talent from 3rd party sources and working in Excel versus BOLD

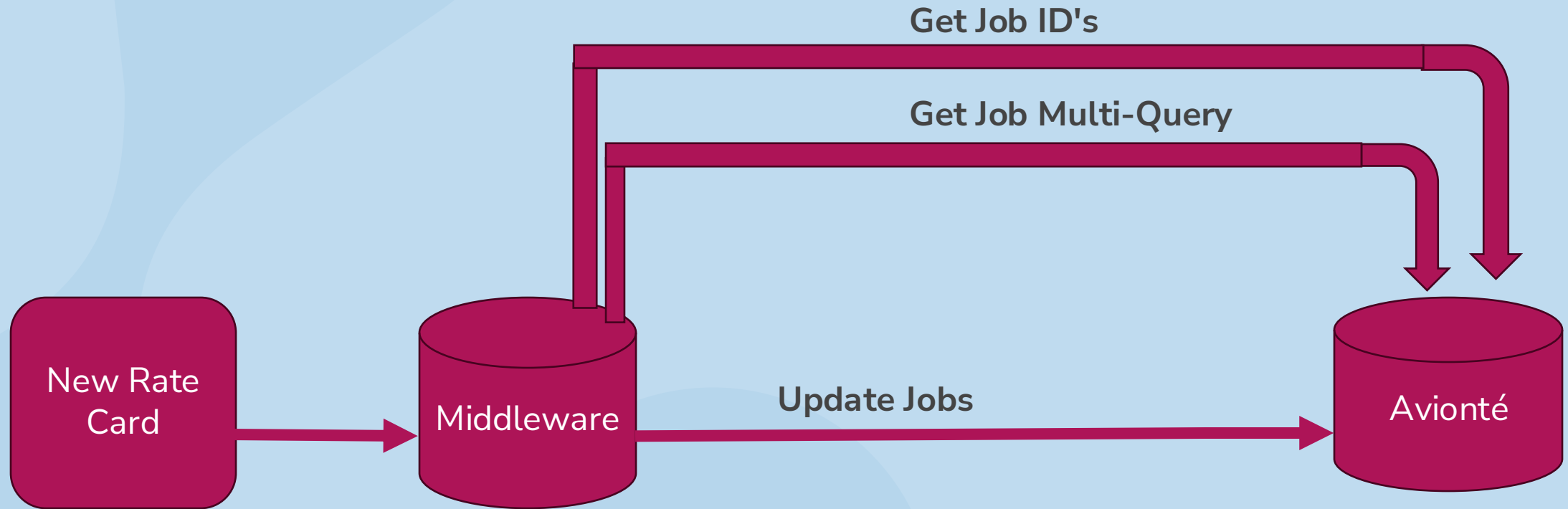




# Job Posting



# Rate Card Update



# Next Steps

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## Where do we go from here?

- How to tell third party to become certified. Apply at [avionte.com/integrations](https://avionte.com/integrations)
- How to get a subscription
- AM will follow up with you on these concerns we talked about- scan QR code
- Continue education- video series/BLOGS



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Thank you to our **CONNECT** sponsors!

PLATINUM



Choice Screening



GOLD

ASURINT  
BACKGROUND SCREENING SOLUTIONS



CONVERZAI



HOORAY  
HEALTH



SILVER



daXtra



Formerly Crimcheck



Greenshades



maximus



YARDSTIK

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- Select the Agenda tab from the main screen
- Locate this session by Name, Date and Time
- Rate the session
- Optional to leave further feedback

**THANK YOU FOR YOUR FEEDBACK**

# Questions & Answers

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**Thank You**