

KRONOLOGIC

HOW TO GUIDE

Outreach Integration

Outreach Integration Overview

Objective

Ability to integrate with the Outreach to allow import of prospects without the need of CSVs and initiate an Outreach sequence based on Kronologic instance status

Authentication

Kronologic uses the standard OAuth 2.0 protocol to authenticate; the open protocol enables authorization and a secure data sharing between Kronologic and Outreach.

API Call Volume

Kronologic checks Outreach for record changes every 2-3 minutes, and throttles API calls:

- up to 10,000 calls per hour
- Each call can import up to 1000 new/changed prospects



Prerequisites

Create a secure Outreach integrated user

Kronologic recommends creating an integrated user in your organization solely for integration purposes. That way, if an actual user leaves your organization, you'll always have a user with the correct permissions available.

User Permissions

Assign the appropriate permission set to the integration user. Kronologic will work with your Outreach admin to define the right permission set based on what is required to fulfill the business requirements and needs

Outreach Knowledge Base: Add and Remove Users

<https://support.outreach.io/hc/en-us/articles/115002866748-Outreach-Seat-Management-Process>

Outreach Knowledge Base: User Permissions Management

<https://support.outreach.io/hc/en-us/sections/1260801189010-User-Permissions-Management>

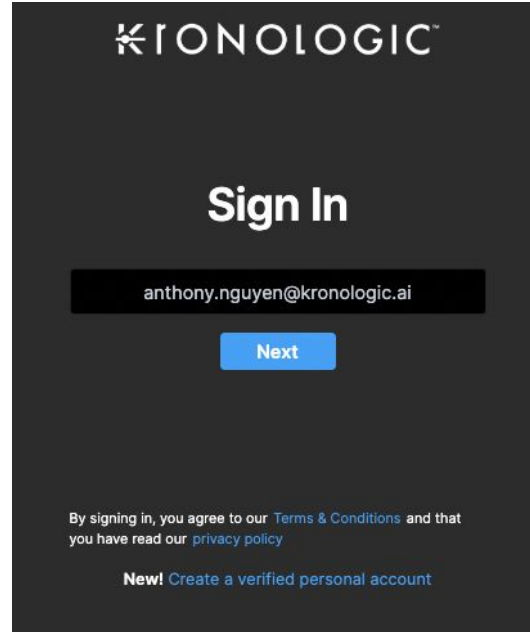


Log into Kronologic

Open your browser and go to
us.app.kronologic.ai

Enter in your corporate email address and click
Next

If SSO is activated, you do not need to enter in your password. Otherwise, please enter in your password to log in.



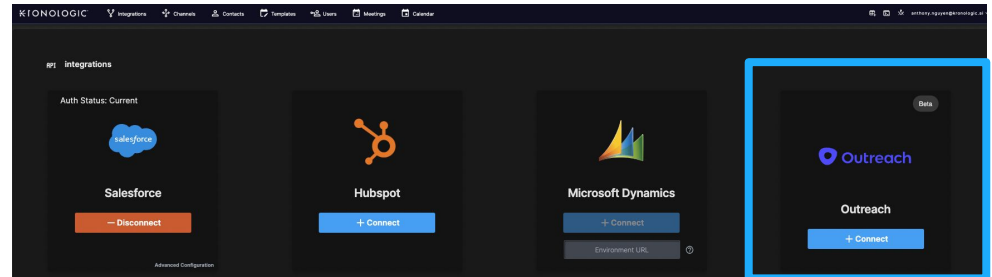
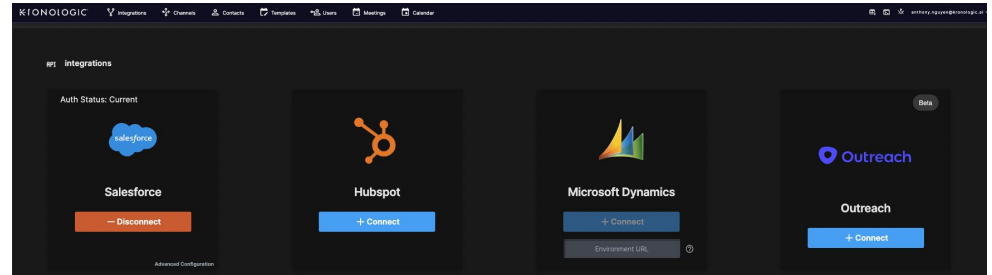
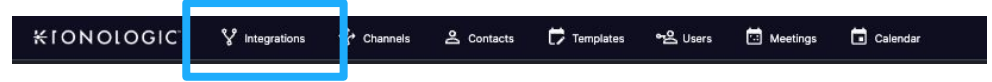
Navigate to Integrations

Navigate to the **Integrations** option

If the Integrations option on the menu is not available, you may not have admin rights to access. Please reach out to your Kronologic administrator to ensure you have the right permission.

Click on the **Integrations** option and the integrations page will load

Locate the Outreach option and click **+Connect** to execute the prompt to the Outreach login page



Outreach Integrated User Log in

Log in with the Outreach integrated user credentials



Sign In

Next

Confirm Outreach integration is successful

If you have successfully logged in the with correct credentials in Outreach, Kronologic will automatically navigate back to the API Integrations page. If the integration is successful, it will display – **Disconnect**

The Outreach integration is now complete and Channels now can be created to import prospects into Kronologic or activate an Outreach sequence directly through Kronologic

