



# SalesCentre

## Overview



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With SalesCenter™, powered by WebEx™, you can meet instantly with prospects around the globe—and capture their attention with lively, interactive presentations and product demos. Bring subject-matter experts into any call on the fly. Then post presentations, meeting notes, and other resources in personalised portals that your prospects can access any time. Empower your sales force with SalesCentre and take your sales to new heights. Use SalesCentre to show anyone, anywhere what you have to offer.

### With SalesCentre, you can:

- + Engage prospects with dynamic online sales presentations and demos.
- + Bring other sales team members or experts into a call instantly to help close the deal.
- + Give prospects ready access to the information they need to make timely decisions by creating customised portals.
- + Accelerate the sales process by easily and frequently reaching key decision makers.
- + Increase sales productivity by shortening the learning curve for new reps.

### GAIN A STRONG COMPETITIVE ADVANTAGE

Deliver high-impact sales presentations while reducing costly field calls. Touch more prospects more often right from your desktop. You can even launch directly from many popular sales force automation (SFA) applications.

### IMPROVE PERFORMANCE WITH WORLD-CLASS MANAGEMENT TOOLS

As a sales manager you're well-equipped too, with full visibility into selling activities. Observe any online sales call, analyse staff performance, and zero in to close the sale with coaching in real-time. Easily record calls for team training and review, and take advantage of integrated reporting and analysis tools to drive operational productivity and team success.

### COUNT ON WEBEX FOR SECURE, SCALABLE SERVICE

SalesCentre is delivered on demand over the WebEx MediaTone™ Network, a private global network.

No new software or hardware is required, making it easy to implement and easy to scale to meet the growing needs of your sales organisation. It offers better than 99.99% reliability, as well as robust security. WebEx provides 128-bit SSL and AES encryption to ensure all your sales calls are private and secure. WebEx is SAS 70 and WebTrust™ certified.



## Supercharge your sales force with powerful capabilities

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### **TEAM SELLING**

Specify team roles in your sales process. Locate and leverage specialists to help you sell during the sales meeting using chat sessions or phone calls. Search by name or area of expertise with a presence-aware expert locator tool. Use private or group chat and note taking for team communication.

### **SALES PRESENTATIONS AND PRODUCT DEMOS**

Spontaneously share presentations or graphics with zooming and annotation capabilities. Demonstrate any desktop or web application in real-time.

### **COMMUNICATION PORTAL**

Engage prospects throughout the sales cycle with personalised portals. Track activity in real-time and run reports.

### **FASTER LEAD QUALIFICATION**

Use portals to self-qualify prospects. Present to multiple prospects as hidden attendees so only you know who's there.

### **OBSERVING**

Sales Managers can view all scheduled calls to join direct reports' sales calls in observer mode to review skills or train new reps.

### **PERSONALISED SELLING**

Upload your picture to show prospects. Send prospects personalised e-mails. Learn who's who within the buying organisation even when they join as a group.

### **FLOATING POWERPANELS™**

Provide the impact of full-screen views for prospects while you manage your online sales calls behind the scenes. An unobtrusive tool bar provides access to controls.

### **ATTENTION DISPLAY INDICATOR**

Get a visual alert when an attendee uses other applications during a presentation.

### **AUTO-PLAY PRESENTATION**

Turn downtime into selling time. Engage, inform, and influence prospects before the call begins by customising a corporate overview presentation.

### **QUICK SCHEDULING**

Turn a cold call into a persuasive presentation with a One-Click sales call. Quickly schedule recurring meetings with template-driven scheduling. Streamline scheduling using MS Outlook plug-in.

### **DESKTOP AND APPLICATION SHARING**

Share anything on your desktop, share a browser, or demonstrate any software application in real-time while keeping anything you don't want to share private.



## VIDEO

Share video from a desktop camera, or stream from a VCR, DVD player, or camcorder.

## RECORD AND PLAYBACK

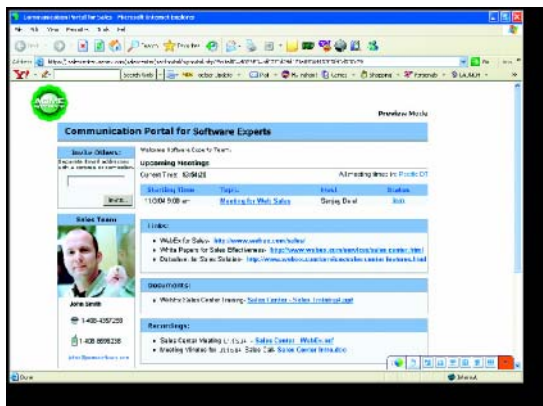
Record presentations or demos and post them for playback.

## INTEGRATED TELEPHONY

Choose from toll or toll-free global teleconference with call-in or call-back option. Schedule and track audio-only sales meetings alongside your other meetings.

## SFA INTEGRATION

Deliver seamless integration with leading sales force automation applications to associate sales activities with the appropriate account, opportunity, or contact.



Create customised portals for your prospects where they can access presentations, marketing collateral, meeting schedules, sales contracts, and other resources anytime.

### Languages supported:

English, Spanish, Brazilian Portuguese, French, German, Japanese, and Chinese (Simplified and Traditional).

SalesCentre is regularly updated to meet the latest system compatibility needs.