

## WebEx™ Sales Center

### Close more deals at lower cost and drive revenues up.

Use WebEx™ Sales Center to show anyone, anywhere what you have to offer. 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 personalized portals that your prospects can access at any time. Empower your sales force with WebEx Sales Center and take your sales to new heights.

#### 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 WebEx directly from many popular sales applications.

#### Improve performance with world-class management tools.

As a sales manager you're well-equipped with full visibility into selling activities. Observe any online sales call, analyze 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.

WebEx Sales Center 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 organization. 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. And WebEx is SAS 70 and WebTrust™ certified.

#### Supercharge your sales force with powerful capabilities.

##### Team Setting

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 too. 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 personalized portals. Track activity in real time and run reports.

##### Faster Lead Qualification

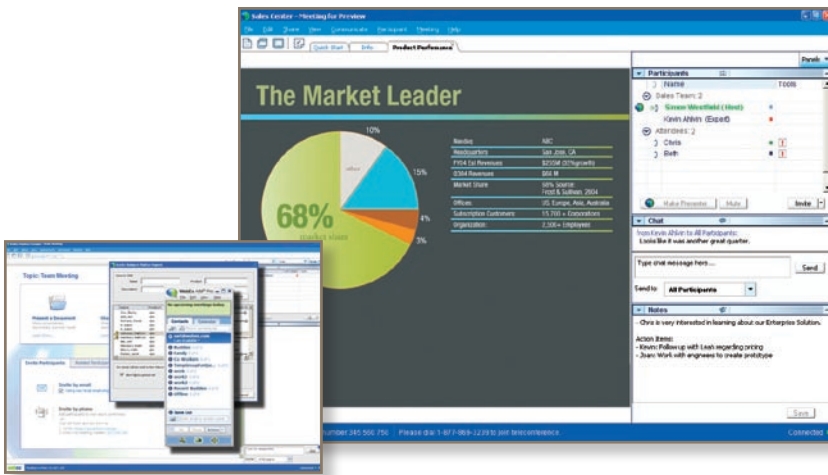
Use portals to self-qualify prospects. Present to multiple prospects as hidden attendees so only you know who's there.

##### Observing

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

##### Active Talker

Identify who's speaking by a flashing icon.



Bring subject matter experts or other team members into any sales call to close the deal. They can join you from any location. Use private or group chat for team communication.

### Personalized Selling

Upload your picture to show prospects. Send prospects personalized e-mails. Learn who's who within the buying organization 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.

### Integrated Instant Messaging

Secure ad-free instant messenger streamlines communication with your sales team. Powered by WebEx AIM Pro Business Edition.

### 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 customizing 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.

WebEx Sales Center is regularly updated to meet the latest system compatibility needs. Please visit [www.webex.com](http://www.webex.com) for a current listing of system requirements.

**Languages supported:** English, Spanish, Brazilian Portuguese, French, German, Japanese.

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### 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.

### About Premiere Global Services

Premiere Global Services, Inc. is a global provider of on-demand business process improvement solutions that enable businesses to automate and simplify their business processes and to communicate more efficiently and effectively with their constituents.

Our *Premiere Global Communications Operating System* offers hundreds of industry-specific business applications within the following solutions: Conferencing & Collaboration, Desktop Document Solutions, Enterprise Document Solutions, Notifications & Reminders and eMarketing.

Headquartered in Atlanta, Georgia, and with presence in 23 countries worldwide, Premiere Global delivers solutions to an established customer base of over 50,000 companies, including nearly 95% of the *Fortune 500*. Additional information can be found at [www.PremiereGlobal.com](http://www.PremiereGlobal.com).

### For More Information

Check out [premierglobal.com](http://premierglobal.com) for customer videos, testimonials, white papers and rich media demonstrations explaining how Premiere Global helps you improve, automate and create better business processes.