



Close more deals at lower cost and drive revenues up.

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.



Make more sales calls in less time and grow your business faster. 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 personalised portals that your prospects can access 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 force automation (SFA) applications.

“With WebEx, our sales expenses have been reduced by nearly 50%... Simply put, we could not do business without WebEx. I really don't understand how any organization that sells anything can do without it.”

— Carol Andersen, Chief Executive Officer, Prism

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.

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 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. And WebEx is SAS 70 and WebTrust™ certified.

Supercharge your sales force with powerful capabilities.



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. Run reports to view activity.

Observing

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

Active Talker

Identify who's speaking by a flashing icon in the meeting participant panel.

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.

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 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.

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

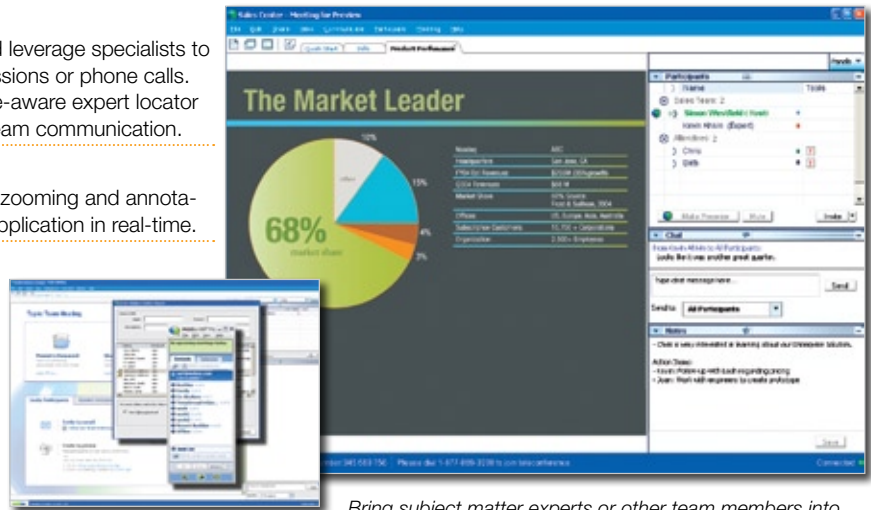
Deliver seamless integration with leading sales force automation applications to associate sales activities with the appropriate account, opportunity, or contact.

Reporting and Analysis

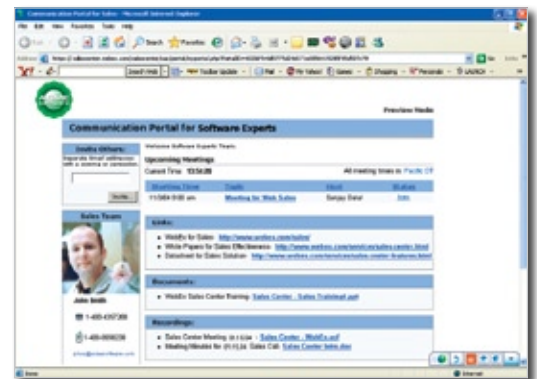
Generate detailed management reports in real time to improve your sales process.

MS Outlook™ Integration

Streamline scheduling using the leading enterprise workflow application.



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.



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

Minimum Windows system requirements to host or attend fully interactive meetings:

Windows 98,NT, 2000, 2003 server or XP; Intel x86 (Pentium 400MHZ +) or compatible processor with 128MB RAM; Microsoft Internet Explorer 6, Netscape 7, Mozilla 1.4 or Firefox 1.0; JavaScript and cookies enabled in the browser; 56K or faster Internet connection.

Languages supported:

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

Find more information about WebEx Sales Center and other web meeting applications at www.webex.co.uk/applications.