

Empower Your Sales Team with the CloudShare Sales Enablement Solution

Do you spend more time running your sales process than selling your software? If so, it's time to look at CloudShare.

With CloudShare virtual labs, you can showcase your software and technology solutions without traveling to customer premises, setting up complicated infrastructures, falling prey to surprise glitches, or keeping track of countless field copies of your environments.

Beyond the sheer convenience of our industry-leading labs, CloudShare brings powerful benefits that can speed up your sales cycle. CloudShare sales enablement lets you:



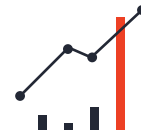
Manage Your Funnel

Gain visibility into critical stages in your sales funnel so your reps can react quickly and effectively.



Align Your Teams

Ensure that everyone is using the same up-to-date demos and POCs.



Optimize Sales Activity

Understand and improve ROI with advanced tracking tools.

Like all CloudShare virtual lab environments, demos and POCs are easily managed and can be spun up for any number of users, anywhere in the world, in minutes.

Boost Your Sales Funnel Efficiency in the Cloud

Deploying your software securely in the cloud—where sales personnel and prospects access it instantly—can dramatically reduce sales administration costs and improve funnel response.

- Engage any number of prospects quickly, with automatic or custom invitations
- Empower any number of sales reps to perform full-featured demos with one click
- Track critical handoffs in your sales funnel and instantly identify high and low points of engagement
- Extend or cancel a demo or POC anytime, instantly
- Send POC invitations directly from Salesforce using our integration package

Maintain All of Your Demos in One Location

Product demos can be expensive—especially if they're not managed well. CloudShare provides the ideal way to organize and standardize demos while still providing your teams with the creative space they need to bring home the sale.

- Centralize and easily control your demos using our powerful, versatile environments
- Align your sales teams using demo templates, while enabling the freedom to create custom instances at any time—from simple tweaks to one-off additions of prospect data
- Make presenting demos simpler, more consistent, and more efficient
- Know who's using each demo and which demos are most popular

End-to-End Engagement Data from Your POCs

Never again wonder if and when a sales prospect has run your proof-of-concept software or how much time they've engaged with it. CloudShare opens the process to enable you to understand what's happening.

- View day-to-day usage by a prospect to determine their true level of commitment
- Know exactly when to follow-up with a prospect
- Intuitive dashboards display aggregated activity metrics, environment details with extensive filtering and drill-down options
- Every POC is linked to extensive engagement metrics for total visibility and ongoing sales performance improvement
- Analyze historical end-user behavior and opportunity outcomes to intelligently raise ROI

About CloudShare

As the leading supplier of virtual IT environments in the cloud, CloudShare provides its clients with specialized solutions designed to meet a wide variety of business needs—including lab environments for virtual training, development and testing, and sales demos and POCs. All CloudShare environments are completely customizable and offer on-demand access to infrastructure resources such as servers, storage, networks, and software.

To learn more about CloudShare's sales enablement solution, visit us at

www.cloudshare.com.

