

vSearch *Sales*

Sales Sell What Sales Knows Best

Altus365 vSearchSales

Sales people sell best what they know. The trouble is salespeople spend up to 35% of their time looking for the knowledge they need to sell effectively — a huge drain on a company's productivity. **vSearchSales™** makes expert knowledge readily accessible and searchable so sales spends less time looking for knowledge and more time generating revenue.

Altus365 media enabled software captures presentations, meetings, training, and web conferences and makes them fully searchable down to the spoken word—providing instant access to critical sales knowledge, anytime and anywhere.

Capture and Share Sales Knowledge

Altus365 enables companies to digitally record presentations, seminars, hardware/software demonstrations, web conferences, and conference calls and make them fully searchable and usable by the extended enterprise. Once recorded, the resulting audio, video and slides are transformed into the many digital formats in use in today's media-driven world.

► **Get instant access to knowledge** – Playback presentations On Demand.

► **Search presentations** down to the spoken word to get exactly the knowledge you need.

► **View streaming content** or download PowerPoint, mp3, or mp4 for mobile access

► **Mash up Presentations** – Any slide from any presentation can be added to your own presentation. Save to your profile or publish as a new presentation.

vSearchSales transforms digitized recordings into streaming audio and video presentations, synchronized with PowerPoint slides. By fully transcribing presentations and synchronizing the video and slides, the spoken words become searchable data. Verbatim transcripts are embedded in the PowerPoint files so professionals have everything they need to find, share and use sales content.

vSearchSales is an ideal way to share sales critical information and valuable business lessons with colleagues around the world. The combined intelligence of thousands of people collaborating throughout an extended enterprise multiplied by the network effect enables companies to build and maintain a definite competitive advantage over other content management systems.

Find

Altus365 **vSearchSales** is the first end-to-end solution that offers full text search to the spoken word and the ability to access content at the exact point of interest. Using familiar search technology, sales people can search for the exact term or phrase they are interested in and **vSearchSales** will find the most relevant results, from the

The screenshot displays the vSearch web application interface. At the top, there is a navigation bar with the vSearch logo, a search bar, and links for Event Info, My Account, and Log Out. Below the navigation bar, there are tabs for AGENDA, SESSION CATALOG, BOOKMARKS, EXPO HALL, and SOCIAL. The main content area features a video player for a presentation titled "Overcoming Customer Objections presented on 2010-11-30 by Mark McCain". The video player includes a progress bar and a transcript overlay. Below the video player, there are three comments from users: Dave Sparks, Angie Bowen, and a user with a profile picture. To the right of the video player, there is a "Suggested Videos" section with four video thumbnails and titles: "Influencing Change at the Dealership Level", "Converting Hospitality Theory into Practice", "Creating the Ultimate Dealer Experience", and "A Word from Audi Customers". At the bottom of the interface, there is a navigation bar with links for LEARNING PATH, HIGHEST RATED, TOP SESSIONS, and LOCAL CHATTER.



► Use Google like search capability to find exactly the knowledge you need

► Launch content at the exact point of interest. Watch what you need or download mp3, mp4, or PowerPoint with embedded transcript

The screenshot shows the vSearch website interface. At the top, there is a navigation bar with 'vSearch' logo, 'Event Info', 'My Account', and 'Log Out'. Below the navigation bar, there are tabs for 'AGENDA', 'SESSION CATALOG', 'BOOKMARKS', 'EXPO HALL', and 'SOCIAL'. The main content area is divided into a left sidebar and a main right section. The sidebar contains a 'Keynotes (8)' section with sub-categories: Sales (71), Service (19), Parts (4), OEM (6), Sales (25), and SMG (7). Below this are 'Product (164)', 'Management (26)', and 'Workshops (19)'. The main right section displays search results for 'Overcoming Customer Objections', 'Selling More Cars Starts in Your Head', 'The Pros and Cons of Selling Cars', 'The Questions to Ask When Selling', and 'What Car Sales Techniques Work'. Each result includes a brief description, a date (10/2/2011), the number of comments, and links for 'Downloads' and 'View Transcript'. At the bottom of the main section, there are logos for GM, BMW, Honda, and Mercedes-Benz. The footer contains navigation links: 'LEARNING PATH', 'HIGHEST RATED', 'TOP SESSIONS', and 'LOCAL CHAT'.

slide text, notes, or spoken word. Users can preview the slide and launch at the sentence or topic level. With full text search of video or audio content, sales spends less time searching and more time selling.

Go Mobile

vSearchSales works with a wide range of mobile devices including the iPhone, iPod, BlackBerry, and Treo so that sales professionals do not have to sacrifice mobility for accessibility. Presentations can be downloaded in various digital formats including streaming video and audio, downloadable MP3/MP4, and PowerPoint with embedded, verbatim transcripts. These assets can be viewed on almost any mobile device capable of playing audio or video.

A Comprehensive Solution from the Leader in Global Knowledge Sharing

Altus365 is a SaaS-enabled software solution so there is no hardware or software to install, no networking or content management nightmares, or end-user training required. Customers simply focus on presenting their mission-critical knowledge and Altus365 does the rest.

Outstanding ROI for leading technology companies

Used by sales teams in global technology giants like Cisco, IBM, NetApp, and Oracle, vSearchSales delivers outstanding ROI, huge productivity gains and shorter sales cycles, and saves companies millions of dollars in travel and training costs.