

# Verizon Customized Net Conference Powered by WebEx Sales Center

## Features

Live PC sharing capabilities

Online whiteboards for brainstorm sessions

Single interface for audio and Web Meeting management

## Benefits

Easy, reliable, and secure

Improved employee productivity

Real-time group collaboration

There is no denying the fact that technology has changed the way business operations are managed today. Companies can no longer depend on traditional communications methods to conduct their daily business efficiently. It is the companies that are willing to expand their communication avenues by finding ways to conduct business in a more timely and efficient manner that are taking the lead in increasing customer satisfaction, productivity, product quality, and financial performance. In fact, the use of web conferencing can be a predictor of a top-performing company.\*

Help accelerate your project cycles and drive business growth with Verizon Customized Net Conference powered by WebEx® Sales Center. With Verizon Customized Net Conference, you can communicate and collaborate with customers, co-workers, and partners from around the world, as well as:

- Meet nearly instantly with prospects around the globe and capture their attention with lively, interactive presentations and product demos
- 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 customized portals
- Accelerate the sales process by easily and frequently reaching key decision-makers
- Increase sales productivity by shortening the learning curve for new reps

## Benefits for Your Business

**Gain a strong competitive advantage.** Deliver high-impact sales presentations while reducing costly field calls. Touch more prospects more often – right from your desktop.

**Company-branded site.** Customers will receive a unique site with their own branding. In addition, they may select to disable certain features.

**Integration with Verizon Instant Meeting.** Now with one interface, leaders can control both the audio and web portions of their meeting. Leaders may view, mute, and disconnect participants who are on their Instant Meeting number directly from the Meeting Center screen.

**Easily launch your meeting.** Customized Net Conference powered by WebEx Meeting Center integrates with many business applications, including Microsoft® Office, to make starting a meeting fast and easy. Send out invitations with links to your meeting directly from Microsoft Outlook®. Create action items and notes online in real-time.

**Flexible enough for either impromptu or scheduled meetings.** Customized Net Conference can quickly start a meeting or, with the online scheduling tool, set the date and time for an upcoming one. Leaders can even schedule reoccurring meetings with the same meeting information and passwords.

### Easy Collaboration With Powerful Features

**Team selling.** Specify team roles and responsibilities in your sales process. Invite specialists to sales demos in advance or on-the-fly. Use private or group chat and note-taking for team communication.

**Sales presentations and product demos.** Spontaneously share multiple high-resolution presentations or graphics with multi-level zooming and annotation capabilities. Demonstrate any desktop or web applications in real-time.

**Communication portal.** Stay in contact with each prospect through a personalized portal. Give prospects access to meeting schedules, meeting recordings, presentations, and other important resources. Run reports to view portal activity.

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

**Simplified prospect view.** Maintain prospect's focus on your demonstration with a simplified interface.

**Personalized selling.** Add a personal touch to online selling by uploading your picture to show sales prospects. Send prospects customized e-mails to make that connection.

**Floating PowerPanels™.** Provide the impact of full-screen views for prospects while you use control panels to manage your online sales calls behind the scenes. An unobtrusive on-screen tool bar lets you access controls when panels are minimized.

**Attention display indicator.** Be visually alerted when an attendee activates or uses other applications during an online sales presentation.

**Auto-play presentation.** Turn downtime into selling time. Engage, inform, and influence prospects before the call begins by customizing a corporate overview presentation.

**Desktop and application sharing.** Share anything on your desktop and 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 in a portal or over the Internet.

**Integrated telephony.** Choose audio conferencing with call-in or call-back options.

**Reporting and analysis.** Generate detailed management sales reports in real-time to measure the success of individual or team sales efforts.

**MS Outlook™ integration.** Streamline scheduling using the leading enterprise workflow application for fast sales follow-up.

## Fact Sheet

### **Use the Power of the Internet Today**

For more information about Verizon Net Conferencing and other Conferencing applications, visit [www.e-meetings.verizonbusiness.com](http://www.e-meetings.verizonbusiness.com).

\*Frost & Sullivan, 2006 Meetings Around the World Study sponsored by Verizon Business and Microsoft.

