

Obidicut Sales™ makes your sales organization proficient in Web conferencing so your company can accelerate its sales process and enhance revenue.

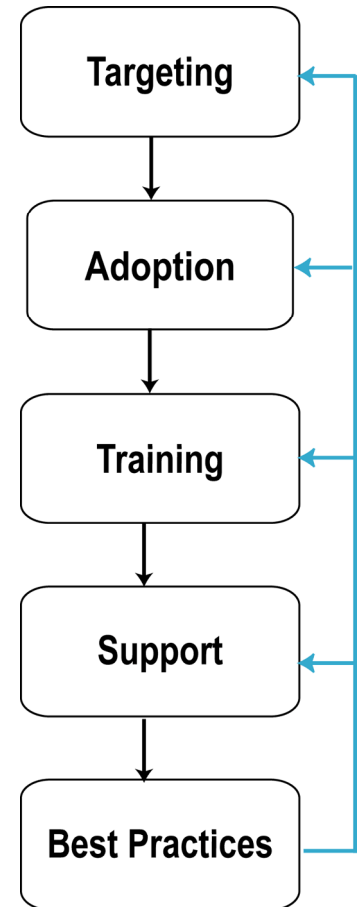
Through highly effective meetings using the Internet and phone, Web conferencing can increase the reach of your company and shorten the time it takes to close business. It augments your face-to-face meetings, giving your company more control over its time and resources. Obidicut Sales can bring you up to speed quickly in key applications:

- Qualify prospects using a Web browser and phone from the convenience of your office, home or hotel room
- Increase the impact and information delivery of traditionally audio-only conference calls, using your existing slides and Web site
- Give live demonstrations and share applications with prospects for a highly effective, yet controlled, hands-on session
- Bring your executives and technical and financial experts into the sales process quickly and conveniently
- Collaborate on proposals, contracts, plans and schedules with other company and customer staff as needed to complete the sale

Program Elements – Obidicut Sales process explores your current sales process and pinpoints specific applications of Web conferencing. We help you choose and deploy the optimal technology and process for your organization. We follow through with consulting, training and support to make your staff Web meeting experts.

1. **Targeting** – We work with your sales executives to pinpoint the most effective uses of Web conferencing, often using the tool itself to make this step fast and convenient for all involved.
2. **Adoption** – Obidicut uses its industry experience and connections to help you select the best platform for your particular applications.
3. **Training** – We train your salespeople and other customer-facing staff in the best use of the tools, content preparation and meeting flow for Web meetings. Again, we use the tools themselves to reach remote staff and further demonstrate their use.
4. **Support** – We provide live support during your first few Web meetings to make presenters and attendees more comfortable, so they can focus on the ultimate meeting goals.
5. **Best Practices** – We continuously collect and package our industry experience and deliver it to our customers through the Web, e-mail and our own Web seminars.

Obidicut Delivers – Obidicut Sales starts at \$3950 for enabling, training and supporting three presenters. You leverage our experience planning and executing Web seminars and meetings for a variety of companies and industries. Moreover, we draw on decades of experience in business processes involving marketing, sales, operations and technology. We focus on the business value and measurable results made possible by Web conferencing.



The Obidicut Sales process focuses on your particular organization and sales process. Through training, support and access to our experience, we make your sales staff experts in the art of Web meetings.

Contact Obidicut

P/F (503) 452-7621

info@obidicut.com

www.obidicut.com

870 SW Cheltenham St

Portland, OR 97201