

# WHAT'S NEW ON BLIQ?

## SHARING

This BRAND-NEW feature allows teams to share their work on bliQ.

### HOW IT WORKS

Start by creating a folder in "My Folders."

Add custom bliQ content, such as comparisons, brochures, TCOs. You can also add reports, awards and specs.



Share your folder with your team. bliQ makes it easy to find teammates with their email addresses, first or last name.

Select access levels either by individuals or the whole team. Read Only access prohibits members from adding items into the folder, while Collaborator access allows members to add items.

Members will be notified that a folder has been shared with them once they log in to bliQ.

### BENEFITS

#### **Increase Sales**

Share competitive information with the team: winning comparisons, cash-saving TCOs, etc.

#### **Improve Training**

Easily supply new hires with the tools they need to succeed.

#### **Maximize Efficiency**

Minimize time spent relaying information to teams, as all folders are updated in real time.

#### **Enhance Communication**

Ensure teams always have the best possible collateral on hand for a sale.

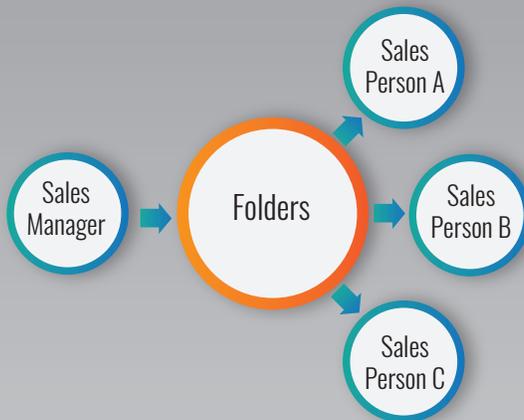
#### **Save Time**

Print or export files directly to Word, Excel or PDF.

#### **Stay on the Cloud**

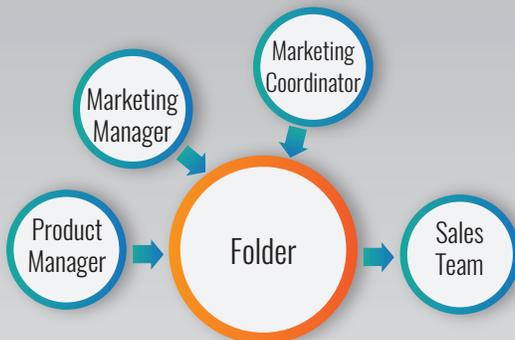
There's no longer a need to download and email files to teammates, or have multiple files circulating around.

# EXAMPLES



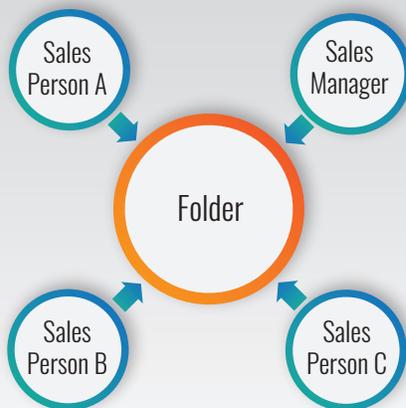
## Read Only

A sales manager spent time creating comparisons, brochures and TCOs to give to the team. They create a folder with all of these items and share it with their team as Read Only. The result? Now the manager has a more efficient process to supply necessary materials to their team, and the team is better equipped with competitive selling tools.



## Collaborate & Read Only

A product manager wants to collaborate with the rest of the marketing team to provide the best collateral to the sales team. They give the marketing manager & coordinator Collaborator access, and the sales team Read Only access. Now, the marketing team can ensure the sales team has access to valuable content.



## Collaborate

The sales team wants to share best practices with each other. The sales manager creates a folder and invites everyone to Collaborate. Now, everyone can add in their best comparisons, TCOS, brochures and more—saving time and improving sales for everyone.