



LogicHub

Job For: Marek Vass
LogicHub

Job Title: LogicHub Rebranding

Description: Provide design and production of the visual elements for LogicHub's new brand including:

- 1. Branding**
- 2. Website**
- 3. PDF**
- 4. Landing Pages**
- 5. Offline Promotions**

Branding

Develop the brand for LogicHub.

Defining your brand is a journey of business self-discovery. The process will be defined by reviewing the following:

What is LogicHub's mission?

What are the benefits and features of LogicHub's products or services?

What do LogicHub's customers and prospects already think of your company?

What qualities does LogicHub want them to associate with your company?

Items considered will be font usage, color palette, imagery and relation to LogicHub's current corporate guidelines (if applicable). Individual projects will include:

LogicHub's tagline

Develop a tagline to compliment the goal/mission/mood.

- Propose up to six (6) concepts for tagline consideration. Revise up to two (2) for a final solution.

LogicHub logo/logo mark

Develop a logo/logo mark by combining elements including imagery and text.

- Propose up to six (6) concepts for logo consideration. Revise up to two (2) for a final solution.

- Final logo will be delivered in a variety of formats; to use on multiple items based on requirements.

LogicHub visual theme

Develop a visual theme, based on the tagline, logo, goal/mission/mood, etc.

- Propose up to four (4) concepts for visual theme consideration. Revise up to two (2) for a final solution.

LogicHub Signage

Combining LogicHub's corporate brand, develop a series of corporate signage to be used within the corporate headquarters, satellite offices, sales and tradeshow events, etc. A template for a series of retractable banner (to display corporate and product messaging), tradeshow booth, and posters will be considered.

- Propose up to three (3) concepts. Revise up to two (2) for a final solution (template).

- Deliver up to five (5) items based on the final solution as a template.

LogicHub style guide

Develop a style guide, which will detail the specifics of usage of the tagline, logo, goal/mission/mood, etc.

Website

Reskin the website. The wireframe, theme, code, etc. will remain in place.

Website

- Propose up to four (4) concepts. Revise up to two (2) for a final solution.
- Develop any custom code where necessary.
- Production of all imagery, color palettes, fonts, iconography.

PDF

Develop a set of three templates to be used for collateral resource pieces; these templates include datasheet, case study and whitepaper.

Datasheet

Develop layout; individual elements including the header, fonts, layout and image treatment will be considered.

- Propose up to three (3) concepts. Revise up to two (2) for a final solution.
- Production of final template in agreed format.

Case Study

Develop layout; individual elements including the header, fonts, layout and image treatment will be considered.

- Propose up to three (3) concepts. Revise up to two (2) for a final solution.
- Production of final template in agreed format.

Whitepaper

Develop layout; individual elements including the header, fonts, layout and image treatment will be considered.

- Propose up to three (3) concepts. Revise up to two (2) for a final solution.
- Production of final template in agreed format.

Landing Pages

Develop set of website landing pages. To stay consistent with the website, use elements including branding, colors, fonts, imagery, etc. Other elements to be considered will be the use dynamic content, ABM, of which will be used in conjunction with the postcards and other advertising and promotional tools. Elements also will be designed for use on LogicHub's corporate website; a series of images, buttons, and animated gifs.

Landing Pages

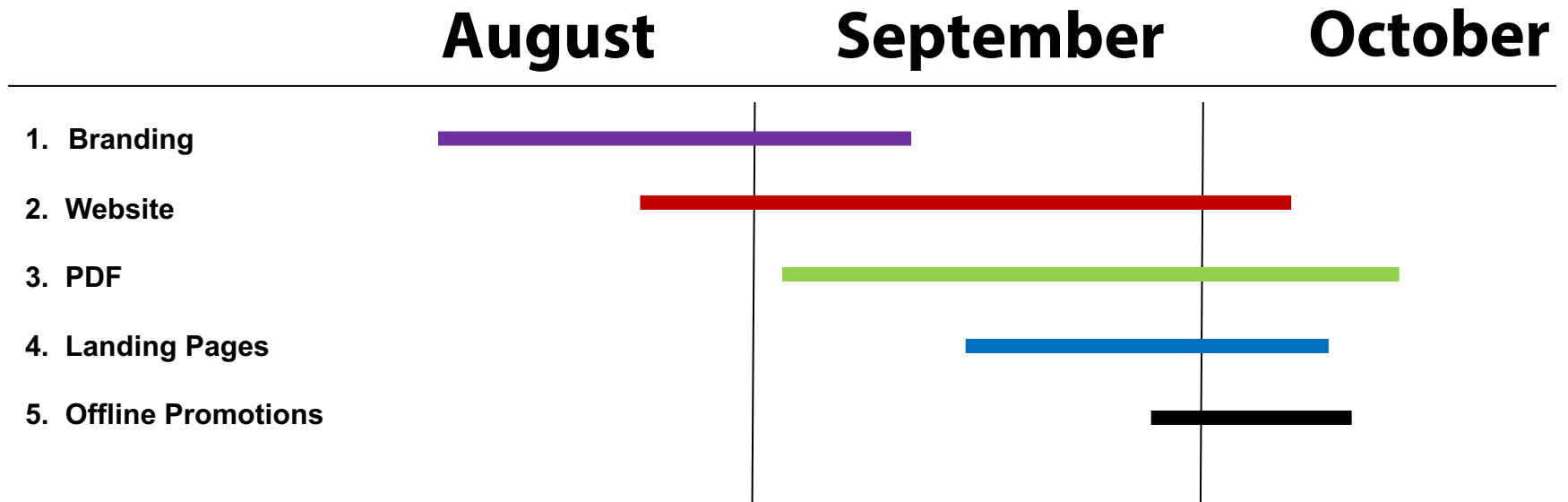
- Propose up to three (3) concepts. Revise up to two (2) for a final solution.
- Develop any custom code needed for template.
- Production and testing of final pages.

Offline Promotions

Develop any offline promotional items. Most items will call for a logo to be embroidered or screen printed such as apparel and tradeshow giveaways. These items will be discussed and ordered at a late time. Some of these may be used in conjunction with a direct mail or other marketing program.

Project Timeline

This project should span no more than three months.



Choose an Option

This proposed budget is based on the specifications outlined in this proposal and is based on the assumption that all aspects of this proposal are completed. Any work that falls outside of this proposal will possibly result in a change order, and may incur additional charges.

I am offering three options for the pricing of this project. Details below.

Hourly

Priced as hourly. No min/max hour commitment.

Total price per hour: **\$65.00**

Retainer #1*

A monthly retainer of forty-five (45) hours per month with an hourly rate of \$60.00.

Total price per month: **\$2700.00**

Retainer #2**

A monthly retainer of forty (55) hours per month with an hourly rate of \$55.00.

Total price per month: **\$3025.00**

*Retainer #1 - Minimum of 45 hours per month. Based on a 30-day period. Hours not used within 30 days will be forfeited. Additional hours (after the initial 45 hours) will be billed individually at \$60.00 per hour until the original 30-day period expires, or an additional ten (10) hour block can be added for \$500.00 (\$50.00 per hour) and subjected to use before the original 30-day period expires.

**Retainer #2 - Minimum of 60 hours per month. Based on a 30-day period. Hours not used within 30 days will be forfeited. Additional hours (after the initial 60 hours) will be billed individually at \$60.00 per hour until the original 30-day period expires, or an additional ten (10) hour block can be added for \$500.00 (\$50.00 per hour) and subjected to use before the original 30-day period expires.

All services are billed monthly. All invoices are due upon receipt.

Choose an Option

I thank Marek and LogicHub for the opportunity to bid on this project. I look forward to your decision on this proposal, and an on going relationship.

Please sign below to indicate your acceptance of this proposal.

Signature/Date: _____

*Prices are negotiable

Services will start on the day a signed copy of this proposal has been received.

*Retainer length to be completed within a 30-day period and will start on the day a signed copy of this proposal has been received. This contract is on a per month basis. LogicHub can renew/modify this contract each month.

All services are billed monthly. All invoices are due upon receipt.

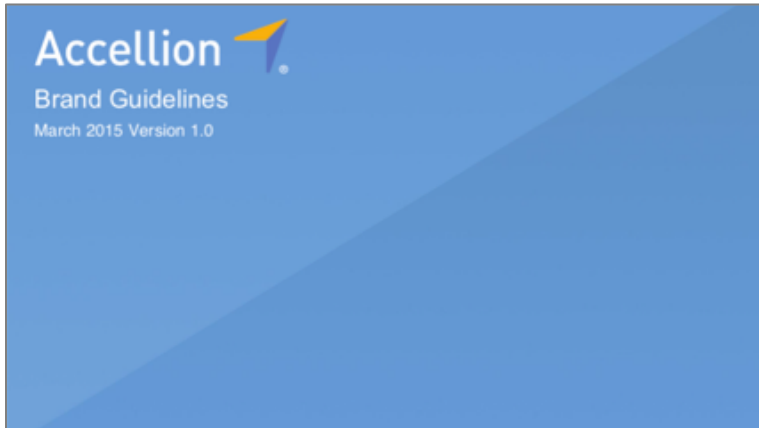
Work Samples

Please take a moment to review the few samples that I have included in the following pages.

Whether it's enhancing a website, developing a marketing program or applying a fresh perspective to a company's brand, I deliver quality, precision and successful trackable results to each project. I always strive to tie a digital solution to each project so that the results of the project can be analyzed for further improvements where needed.

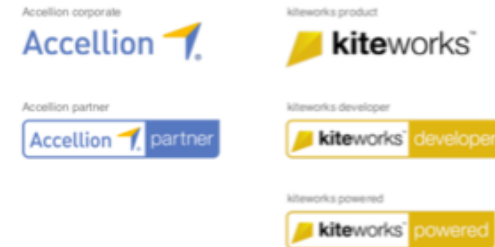
I work well within a team-based environment, as an individual contributor, team leader or when managing outside vendors.





Accellion trademarks

Accellion has a number of trademarks that cover its corporate and product brand identity. In this document we will review the correct usage of the following trademarks:



Accellion corporate trademark—colors

Consistent colors should be maintained in order to create a consistent visual feel within the Accellion brand.

Color values			grayscale			
RGB	87 / 121 / 186	255 / 185 / 76	0 / 0 / 0	140 / 140 / 140	191 / 191 / 191	255 / 255 / 255
CMYK	25.3 / 38.4 / 9.19	0.2 / 36.1 / 95.7 / 0	0 / 100 / 100	47.4 / 39.3 / 39.5 / 3.5	25.0 / 19.9 / 19.4 / 0	0 / 0 / 0 / 0
Pantone Coated	650C	1295C				
Pantone Uncoated	650U	1295U				

kiteworks product trademark—usage

The kiteworks product trademark consists of a custom symbol and wordmark and should not be altered in proportions, colors, elements or type.

To create greater visual impact, it is important that the logo remains legible.

The kiteworks logo clear space ensures the logo is not crowded and should be separated from the text and graphics by 'X'.





Datasheet

Key Benefits

- Retain corporate as well as departmental and organizational branding via kiteworks
- Utilize single URL or multi-URL branding
- Create, copy, and edit branding templates

Key Features

- Single and Multi-URL branding
- Create, copy, and edit branding templates
- Import and export branding templates to utilize across multiple instances of Kiteworks
- Customize look and feel of web interface login page, mobile login page, and sync preferences window

"Our board meetings have taken on a whole new level of efficiency."

Malcolm Gunn, IT Manager
New Zealand Law Society

Custom Branding

Kiteworks by Accellion offers custom branding to help organizations retain their corporate look and feel across the Accellion Mobile File Sharing user interface.

Kiteworks Mobile File Sharing is used by the world's leading corporations and government agencies to enable secure anytime, anywhere access to information on public, private/on-premise and hybrid clouds, while ensuring enterprise security and compliance. Robust features allow users to access and share the latest files and folders on smartphones, tablets, laptops, and desktops.

Kiteworks Custom branding is a key feature offered by Accellion. It gives organizations the ability to customize the look and feel of their kiteworks solution with their own corporate branding. Organizations can quickly customize the web interface, mobile login page, and sync preferences window via the admin interface.

Organizations with a single corporate brand can utilize the standard custom branding. Organizations with multiple brands can utilize Multi-Branding to customize each business unit or brands' Accellion user-interface with branding tied to that entity. Using Accellion custom branding, organizations have the ability to provide a branded file sharing experience to their employees, as well as partners and customers.

Standard Custom Branding

Every organization with using kiteworks Mobile File Sharing has the ability to utilize custom branding to retain their corporate brand across their kiteworks user interface. Standard custom branding gives companies the ability to customize their kiteworks web user interface, mobile login page, as well as their sync client with their corporate brand. Organizations have the ability to customize the color, global text, and image that appears on the web user interface.

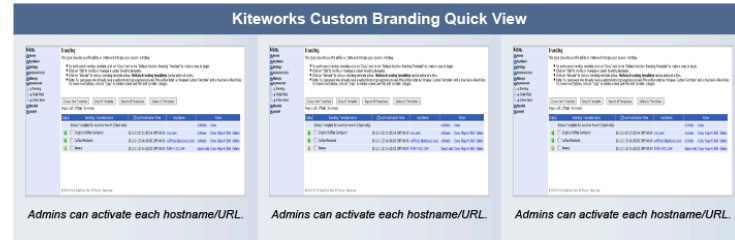
Multi-Branding

With kiteworks Multi-Branding, enterprise organizations with multiple brands or divisions can now ensure that each of their brands or entities is reflected across their kiteworks solution. Organizations can create unique custom branding at different hostnames/URLs.

For example, a large consumer products or advertising company with multiple brands can have a kiteworks server called occ.com with their corporate brand. Each business unit or division within this organization can also have their own branding at each of their URLs – coffeeproducts.occ.com, bakeryproducts.occ.com, and teas.occ.com. With Accellion Multi-Branding, when a customer or prospective client receives a secure link or invitation, they will go to the specified URL and see the logo of the entity they're dealing with, and not the larger corporation's branding.

With kiteworks Multi-Branding, while each business unit or division can have customized branding via different hostnames, the content that users see is same across all hostnames since each additional hostname/URL created points to the main kiteworks server. In the earlier example, all users are going to the kiteworks server called occ.com. However, users see different branding depending on the URL they are using - ie. coffeeproducts.occ.com and bakeryproducts.occ.com. Essentially, kiteworks Multi-Branding simply gives organizations the ability to customize the look and feel of each brand via kiteworks, while ensuring that users have access to all the information they need on the same kiteworks system.

Accellion, Inc.
+1 650-485-4300 | accellion.com



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Enabling Multi-Branding

Accellion Multi-Branding makes it easy to quickly create multiple branding templates via the Accellion Admin Interface. Once a template is created, a copy can be made to create a new template, which can then be applied to any hostname. For example, a company can create a master template called occ.com and then edit the color, global text or image that appears on each new template such as bakery.occ.com. Templates can also be imported and exported to be used across different instances of Accellion.

Utilizing Custom Branding

With Accellion Multi-Branding, organizations with multiple entities have the ability to customize the look and feel of each brand or

divisions' web user interface, mobile login page and sync preferences window, ensuring a customized experience for employees, as well as partners other stakeholders across web, mobile and desktop.

Implementing Custom Branding

Accellion offers both standard as well as Multi-Branding. Standard custom branding is available for all Accellion product packages. Multi-Branding is available for Enterprise Mobile and Enterprise Connect File Sharing packages. For more information on Accellion custom branding, please contact Accellion sales.

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Related Resources



5 Best Practices for Secure Enterprise Content Mobility



BYOD File Sharing Go Private Cloud to Mitigate Data Risks



Enterprise Strategy Group: Evaluating Cloud File Sharing and Collaboration Solutions

About Accellion

Accellion, Inc. is a well-funded, private company that provides enterprise class mobile file sharing solutions to enable secure, anytime, anywhere access to information while ensuring enterprise security and compliance. More than 12 million users and 2,000 of the world's leading corporations and government agencies use Accellion to protect intellectual property, ensure compliance, improve business productivity and reduce IT costs. Accellion file sharing solutions can be deployed in public, private and hybrid cloud environments and provide the ease-of-use business users need while giving the enterprise organization the flexibility, scalability and protection it needs.

Email: sales@accellion.com
Phone: 650-485-4300

Accellion, Inc.
1504 Embarcadero Road
Palo Alto, CA 94303

For additional successful customer deployments: www.accellion.com/case-studies



Case Study



National Health Service Board communications streamlined at South Devon NHS Health Trust with secure information sharing via mobile devices.

"With Accellion, we've empowered users to work in different ways, in a manner that makes them more productive, and it's allowing us to shift how we deliver services – all for the better"

David Hayes
IT Operations Manager

Since its launch in 1948, the NHS has grown to become the world's largest publicly funded health service, providing medical care to more than 60 million UK residents. The South Devon Health Informatics Service (SDHIS) provides IT support services to two Clinical Commissioning Groups (CCGs), South Devon Healthcare NHS Foundation Trust (SDHCT) and Torbay and Southern Devon Health and Care NHS Trust (T&SDHCT). SDHCT is responsible for running Torbay Hospital whilst T&SDHCT is an integrated health and adult social care organization, providing community health services to 375,000 people. These two trusts between them employ approximately 6,000 staff, including district nurses, occupational therapists, and social workers, whose mission is to provide the right care at the right time across numerous community hospitals and clinics.

Challenge

Demands on the NHS continue to grow in a time of austerity and spending freezes. In response, the Trusts have a strategic initiative to enable new ways of working that both save money and increase productivity. They were ready to embrace the idea of mobile devices entering the workplace, if the end result truly fostered increased productivity.

"Following failed attempts with COWs (Computers On Wheels) and some early tablets, it was the release of the iPad 2 that opened the door to fundamentally changing how our employees work," said David Hayes, IT Operations Manager for SDHIS. "Suddenly, we had a device small enough for clinical staff to carry around but powerful enough to support daily computing needs. The question was: how can we provide the functionality they need, but keep it secure?"

Partnering with Bridgeway Security, the NHS Trust initially evaluated several mobile device management (MDM) solutions and ultimately selected MobileIron. The MobileIron platform allowed the Trust to effectively manage the lifecycle of mobile devices from registration through retirement, but the organization soon realized that employees were using free, consumer-based, file-sharing solutions, like Dropbox, to sync files among devices and share documents with colleagues.

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Quick Facts - South Devon NHS Health Trust



Deployed Since
2013



Number of Users
300 internal
unlimited external



Custom Web Interface
Yes



Email Integration
Yes



Mobile Platforms
iOS and
Android



Seamless integration between Accellion and the MobileIron MDM solution delivered a complete enterprise mobility solution



Single, enterprise-class collaboration and synchronization functionality to replace Dropbox



Improved productivity at executive board meetings and communications with third-party partners

"Having employees use unsecure, unapproved applications was a huge risk that did not comply with our information governance policies," said Hayes. "We needed a way for staff to easily share important documents but with watertight security, comprehensive audit trails and files hosted on-site."

The idea of providing direct access to the network without a VPN created concerns for the security-conscious organization. The Trust again turned to Bridgeway Security, this time for recommendations on mobile file-sharing solutions. Accellion was at the top of the list, as it had already been through HIPAA accreditation. Even so, the Trust embarked on a six-month trial of Accellion to ensure the product's encryption, authentication and overall security features would properly safeguard confidential healthcare information. The trial was a success and the Trust moved forward with a private cloud Accellion deployment.

Solution

Accellion immediately had a positive impact on the Trust's day-to-day operations, allowing employees to securely sync and share content from mobile devices without a VPN.

Streamlining Board Communications

At executive board meetings, an administrator previously would prepare the agenda and meeting notes, print and bind the documents and distribute hard copies, each one as much as an inch

thick. Now, the content is uploaded to an Accellion workspace, enabling users to view, annotate and share feedback as desired – before, during or after the meeting, from any location. Plus, the most up-to-date versions are easily synchronized to the devices of their choosing so they can access the information whenever they need it.

"Giving people the right tools to complete work-related tasks from anywhere at any time is a game changer," said Hayes. "With Accellion, we've empowered users to work in different ways, in a manner that makes them more productive, and it's allowing us to shift how we deliver services – all for the better."

Improving Patient Care

Since Accellion provides the same level of security for internal and external collaborators, the Trust has also enhanced interactions with third-party agencies. For example Accellion workspaces serve as a go-to location with the Care Trusts and residential homes. Here teams can work together on individual patient cases and ongoing projects – providing a seamless way to create, edit, and finalize documents.

"Our use of Accellion is spreading through our organization like a spider's web – creating instant collaboration networks with independent providers, health care professionals, and other third-parties," said Hayes. "IT is enabling a new way of working. We have senior executives who now do 95 percent of their work on an iPad, and Accellion ensures this is done in a safe and secure way."

Related Resources



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Building A Compelling Business Case For Greater Diversity and Inclusion

 eightfold.ai

to new intellectual property, including patents. A study published in Scientific American found that diverse teams excel at solving unique, non-routine problems more effectively than their peers. In a recent Forbes study, 56% of international business leaders say diversity is a catalyst for greater innovation.

- **Reduction in class-action lawsuits and fines for not complying with Equal Employment Opportunity Commission (EEOC) guidelines.**

In the United States during FY2017 there were over 28,000 EEOC complaints of companies discriminating on race alone, with over 4,000 complaints of sexual harassment leading to \$46.3M in monetary benefits paid. EEOC's latest FY2017 report shows a total of \$4.254 workplace discrimination charges were filed nationwide, securing \$398M for victims in the private sector and state and local government workplaces through voluntary resolutions and litigation. A strong D&I program reduces the chance of becoming a statistic in an EEOC report for U.S. companies.

- **Enhanced brand reputation and valuation.**

Nike's decision to have Colin Kaepernick be one of their main celebrity endorsers showed the company has strong beliefs in D&I and is willing to stand by them. While there were complaints, the decision led to a \$68 jump in market valuation fueled by a rising stock price and increased sales. McKinsey studied Sodexo and found the diversified services firm was able to improve its brand image by 5% by accelerating its D&I initiatives. McKinsey collaborated with Sodexo and found through internal research that, the greater the representation of women in management positions, the higher the company's performance on customer satisfaction and employee engagement metrics.

Creating A Compelling Case For Diversity and Inclusion

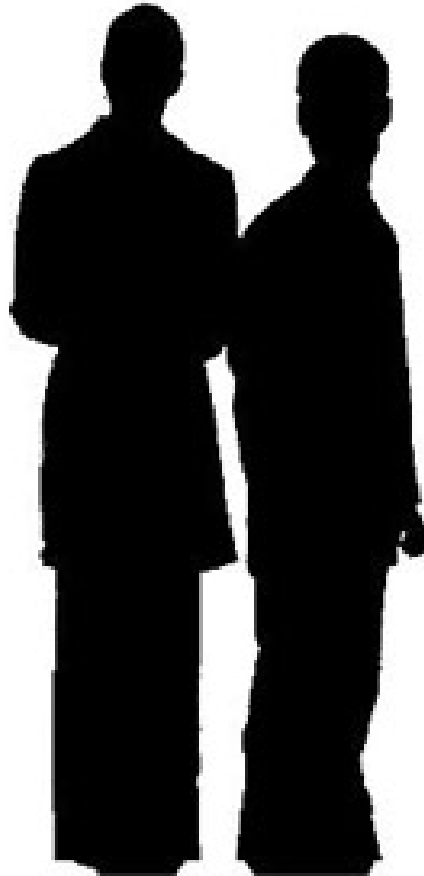
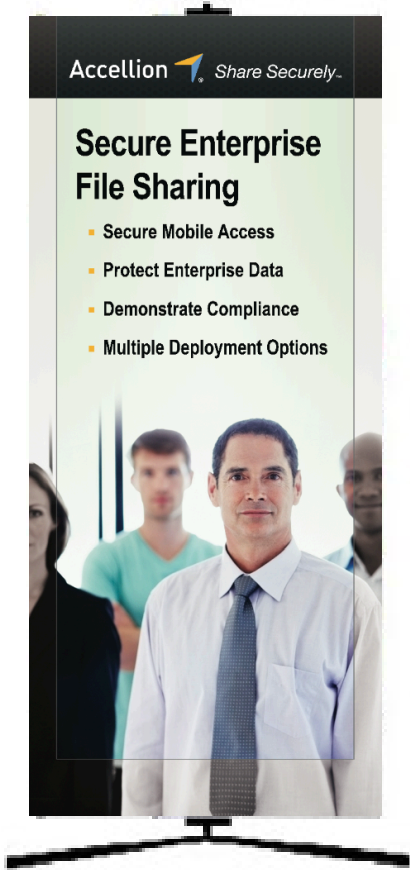
Tangible benefits are the foundation of a compelling business case for an effective D&I initiative. Quantifying their contributions in quarterly and yearly forecasts, then adding them all up into a single figure, is the first step to creating a successful business case.

The costs associated with the D&I initiatives next need to be taken into account. These include but aren't limited to the following: initial software and services costs to acquire and integrate a technology solution, training and change management costs, launch costs for announcing the new platform and its capabilities to the organization and ongoing internal training programs.

The Return on Investment (ROI) for a D&I initiative is calculated as follows:

$$ROI \text{ on D\&I Initiative} = \frac{(D\&I \text{ Initiative Benefits} - D\&I \text{ Initiative Costs})}{D\&I \text{ Initiative Costs}} \times 100.$$

For a financial services company that calculates the annual benefits of a D&I initiative will be \$475,000 and the costs \$65,000, will yield a net return of \$6.30 for every \$1 invested. Another way of expressing this outcome is an ROI of less than two months.



Branding – Tradeshow Booths

PANEL A - LEFT

PANEL A - RIGHT

Don't let mobile devices put information at risk.

Secure Mobile File Sharing

- Secure Mobile Access - No VPN
- Securely Create, Edit, Share Files
- Protect Enterprise Data
- Demonstrate Compliance
- Mobilize SharePoint and ECMs
- Private Cloud Deployment



PANEL B - PEDESTAL



RENDERED BOOTH





Partner Opportunity Management

Providing Vendors With End-to-End Opportunity Visibility.
Providing Partners With The Tools They Need To Succeed.



"BLUEROADS provides channel visibility back to the OEM that other approaches do not. For the first time, OEM's and distributors have a reliable way to proactively see into the activities of their channels rather than simply waiting for results at the end of the quarter."

Debi Pombrint, Beagle Research

Partner Opportunity Management - On Demand

The BLUEROADS Partner Opportunity Management System is deployed as a Software-as-a-Service offering and implemented by a team of professional channel enablement specialists. BLUEROADS provides instant time-to-value for medium and large enterprises that rely on complex partner channels for distribution.

Sales Management
BLUEROADS Sales Management helps vendors identify new sales opportunities, bring new insights into those opportunities, and gain visibility into the performance of all channel partners. BLUEROADS also helps vendors identify bottlenecks in their channel sales process and better empower their partners.

Lead Management
BLUEROADS Lead Management ensures that every sales lead is delivered to the ideal partner every time. It automatically routes the lead generation to customer contact phase, helping partners lead competitors to sales processes emerging in the sales cycle. BLUEROADS Lead Management also improves contact feedback, and improves rates and provides lead ROI analysis through Photo-Of-Sale and marketing integration.

Contract Renewal Management
BLUEROADS Contract Renewal Management ensures that every maintenance and support contract is renewed on schedule by the right partner. BLUEROADS notified base sales opportunities through contract renewals, increases renewal rates and accelerates partner administration.

Deal Registration Management
BLUEROADS Deal Registration Management helps foster an environment of partner self-sufficiency, rewards successful sales and marketing partners to drive pipeline information through a combination of incentives and deal protection. Deal registration programs also allows vendors a formal approval cycle and the ability to better align partner and program incentives with their market strategy.

"The BLUEROADS system provides both sides of the vendor-channel partner continuum with valuable information about which leads are appropriate and why (and where) certain ones bottleneck in the process."

Heather Clancy, CRM

Reducing Channel Conflict, Building Pipeline Visibility, and Protecting Margins
Motivating partners to engage in their own lead generation activities and having them share details of these opportunities has proven difficult for many vendors. Too many partners still harbor a sense of distrust and secrecy with their pipeline information out of fear that sharing these details could result in the direct sales team (or even another partner) swooping in and stealing the deal. It is ironic that partners without details of the opportunities they are working on from vendors – the very people who could use this information to strategize the actions of other channel players and eliminate the very conflict they fear!

Deal registration programs eliminate many of the barriers that impede a partner's success. BLUEROADS is built on deep channel experience and best practices that effectively align partner priorities with vendor interests and reward partners for their proactive behavior and disclosure. Deal registration programs allow BLUEROADS also introduce a formal vendor approval cycle, and deliver complete insight into every opportunity within the pipeline, so revenue from channel partners has high predictability.

In return for their sharing of information, partners who participate in deal registration programs are rewarded with exclusivity and occasionally financial incentives as they manage leads and keep them on track. This allows partners to pursue the opportunity while maximizing margins and preventing the too common "leaves-it-up-for competition" that can derail the hard work of aligned partners. BLUEROADS coordinates these efforts to reduce conflicts, while building stronger partner and customer relationships for everyone.

Leadership in the Sales Cycle

The nature of channel sales has changed dramatically in recent years. Multiple partners may be engaged in a complex "solution sale" that involves many different vendors. Increasingly, "talent-type" partners are influential in the sales process. Competitive partners may even work together, collaborating towards a common objective. The opportunity to embrace these trends and use them to competitive advantages further reinforces the urgency of transitioning from partner administration to Partner Opportunity Management.

BLUEROADS connects a vendor's channel sales team directly with the partner to sales staff. Insights everyone



BLUEROADS helps partners to become their own best source for sales leads and rewards them for their alignment with vendor priorities.



BLUEROADS provides guided setup and continuously relevant sales support to partners throughout the sales process.

business sales success by proactively prompting partners with guided selling tools, and delivering information that helps to shorten sales cycles. This structured selling environment allows vendors the opportunity to implement a standardized selling methodology across their channel.

BLUEROADS also provides individual partner performance analysis – helping to identify the most important partners and the most contributors. Because this means evaluating partners on more than just their revenue contribution, it allows vendors to evaluate partners based on a larger picture, and appreciate the characteristics that contribute to success across other partner organizations.



Partner Opportunity Management

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BLUEROADS helps partners to become their own best source for sales leads and rewards them for their alignment with vendor priorities.



BLUEROADS provides guided setup and continuously relevant sales support to partners throughout the sales process.

Improving Channel Pipeline Profitability
Motivating partners to engage in their own lead generation activities and having them share details of these opportunities has proven difficult for many vendors. Too many partners still harbor a sense of distrust and secrecy with their pipeline information out of fear that sharing these details could result in the direct sales team (or even another partner) swooping in and stealing the deal. It is ironic that partners without details of the opportunities they are working on from vendors – the very people who could use this information to strategize the actions of other channel players and eliminate the very conflict they fear!

Deal registration programs eliminate many of the barriers that impede a partner's success. BLUEROADS is built on deep channel experience and best practices that effectively align partner priorities with vendor interests and reward partners for their proactive behavior and disclosure. Deal registration programs allow BLUEROADS also introduce a formal vendor approval cycle, and deliver complete insight into every opportunity within the pipeline, so revenue from channel partners has high predictability.

In return for their sharing of information, partners who participate in deal registration programs are rewarded with exclusivity and occasionally financial incentives as they manage leads and keep them on track. This allows partners to pursue the opportunity while maximizing margins and preventing the too common "leaves-it-up-for competition" that can derail the hard work of aligned partners. BLUEROADS coordinates these efforts to reduce conflicts, while building stronger partner and customer relationships for everyone.

Leadership in the Sales Cycle

The nature of channel sales has changed dramatically in recent years. Multiple partners may be engaged in a complex "solution sale" that involves many different vendors. Increasingly, "talent-type" partners are influential in the sales process. Competitive partners may even work together, collaborating towards a common objective. The opportunity to embrace these trends and use them to competitive advantages further reinforces the urgency of transitioning from partner administration to Partner Opportunity Management.

BLUEROADS connects a vendor's channel sales team directly with the partner to sales staff. Insights everyone



Partner Opportunity Management



INTRASERVE
SYSTEMS

Service from within.

"We chose IntraServe Systems because of their commitment and dedication to providing the highest-level of customer support. Their deep understanding of Sun Systems and how they play into our overall IT infrastructure was critical to the on-going success of our organization. After 12 months of continuous operation with the help of IntraServe, it's clear that we partnered with right company."

Alex Rubin, CEO, i3Net.com

IT Challenges

In this era of uncertain budgets and changing project priorities, information technology executives require hardware and software support alternatives that reduce operating costs, guarantee networked systems availability and ensure an IT competitive advantage.

IntraServe Systems Value

IntraServe delivers comprehensive systems service within your unique budget, operating and technical requirements. Relying on IntraServe Systems to tackle the daily challenges of servicing and maintaining your IT infrastructure saves you with more time and money to build core competencies and focus directly on the critical business issues at hand. Working together, we can help you lower your total cost of ownership by taking IT management to increasing levels of functionality, performance, and business value.

Economical Systems Services

To enhance the viability of your Unix systems infrastructure, IntraServe assigns highly qualified hardware and software support experts, access inventories of the best priced quality tested infrastructure components, maintains client IT environment profiles, tracks maintenance or migration projects and implements network operations monitoring tools. Your IntraServe account team has the capability, competencies, and trusted advice you need to enhance cross function application performance of your IT infrastructure.

Reliable Network Performance

To maintain the highest level of customer satisfaction, IntraServe Systems offers a complete portfolio of solution development, systems integration, and network management or maintenance services. We recruit and partner with only top talent. IntraServe trained advisors have the expertise and motivation to provide rapid and reliable support required to maximize the performance of your application infrastructure.

Scalable Infrastructure Support

IntraServe gives you the flexibility to effectively manage the return on your systems investments. Depending on your needs to buy, sell, lease, administer, repair or develop Internet applications for your workstation, server, or storage technology, IntraServe Systems can help you manage your enterprise systems with greater efficiency and agility.



Economical Systems Service

IntraServe Systems offers a comprehensive support services program with four levels of support for Sun™ and SGI™ maintenance. The support levels range from self-maintenance support to mission-critical 24/7, anytime support. IntraServe offers a level of support that best meets your business needs and budget.

Tier 1 - Mission-Critical Support

Tier 1 is designed specifically for 24/7/365 mission-critical environments. When your business-critical systems require proactive attention and the fastest problem resolution available, IntraServe Tier 1 is for you. Tier 1 service level includes:

- On-site self-service resources**
- Dedicated account management
- 24/7 unlimited telephone support
- Monthly preventive maintenance procedures
- 24/7 on-site hardware support
- 4-hour on-site response or loss
- Mission-critical escalation support
- Event monitoring and management services**
- Upgrades and software patches**

Tier 2 - Business Week Premier Support

Tier 2 is designed specifically for business-critical environments requiring support around the clock, Monday thru Friday. IntraServe will ensure that our systems remain available to handle your most critical applications and data. Tier 2 service level includes:

- On-site self-service resources**
- 24/5 Monday-Friday unlimited telephone support
- 4-hour on-site response or loss
- Mission-critical escalation support
- Dedicated account management
- Monthly preventive maintenance procedures
- 24/5 on-site hardware support
- 4-hour on-site response or loss
- Mission-critical escalation support
- Event monitoring and management services**
- Upgrades and software patches**

Tier 3 - Business week Support

Tier 3 support is designed for companies that require routine maintenance and support during standard business hours only. Tier 3 service level includes:

- On-site self-service resources**
- Mon - Fri, 8am to 5pm (EST) unlimited telephone support
- 4-hour on-site response or loss
- Mission-critical escalation support
- Dedicated account management
- Monthly preventive maintenance procedures
- 24/5 on-site hardware support
- 4-hour on-site response or loss
- Mission-critical escalation support
- Event monitoring and management services**
- Upgrades and software patches**

Tier 4 - Self-Maintenance

Tier 4 support is ideal for companies looking for a low-cost, self-directed system support solution. This solution is designed to complement your in-house technical capabilities. Tier 4 service level includes:

- On-site self-service resources**
- Mon - Fri, 8am to 5pm (EST) unlimited telephone support
- 4-hour parts availability**
- On-site support
- Next day parts within 24 hours
- Dedicated account management
- Event monitoring and management services**
- Upgrades and software patches**

* Information System Database
** Optional unit

Reliable Network Performance

There are many reasons why a growing number of clients are choosing IntraServe to meet the challenges of managing and maintaining a constantly changing networked systems infrastructure.

Custom Maintenance Services

Solutions can be designed precisely to your business needs and accommodate the most demanding customer requirements.

Solaris™ Software Support Services

Solaris™ support services help keep your systems fine-tuned with the latest updates and patches.

Advanced Technical Resources

All IntraServe maintenance services are provided by OEM-trained hardware and certified software engineers. "State-of-the-art" facilities are equipped with advanced diagnostic laboratory equipment to offer comprehensive testing and precise chip level repair.

Backup Parts Inventory

We mirror your environment at our maintenance laboratory with ready-to-use, quality tested parts.

Preventive Hardware Support (Monthly)

We take responsibility for scheduled maintenance and hardware failures.

Information System Database™ (ISD)

It's a "key-to-lead" OS2 that allows customers a "real-time" view of your entire performance history from beginning to end. ISD permits you to request quotations on hardware and take advantage of specials on off-line hardware listed monthly.

100% Satisfaction Guarantee

To back our quality claims, IntraServe will guarantee the maintenance support services provided. If you are not completely satisfied for any reason, send a written notice of your cancellation thirty days in advance and the agreement will be nullified. Pre-pay customers will receive a pro-rated refund.





Gartner Recognized by Gartner as an... IAM "Cool Vendor" 2009

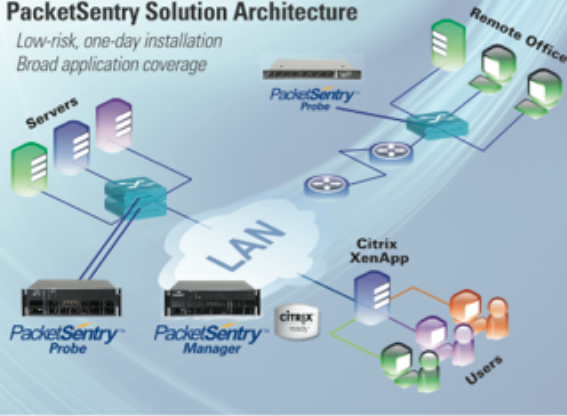
"2009 Cool Vendors in IAM are set apart by a trend toward delivering cost-effective, low-risk IAM — an understandable focus in a time of highly constrained IT, IT security budgets and personal resources."

From the Gartner, Inc. "IAM Cool Vendors, 2009" Report
The Cool Vendor report is available upon request.



PacketSentry Solution Architecture

Low-risk, one-day installation
Broad application coverage



Gartner Recognized by Gartner as an... IAM "Cool Vendor" 2009

"2009 Cool Vendors in IAM are set apart by a trend toward delivering cost-effective, low-risk IAM — an understandable focus in a time of highly constrained IT, IT security budgets and personal resources."

From the Gartner, Inc. "IAM Cool Vendors, 2009" Report
The Cool Vendor report is available upon request.

1st FIRST COMMUNITY BANK Robert Childs, VP and Information Security Officer, First Community Bank of New Mexico
"Auditors continue to put more pressure on us to ensure we have the right security controls in place. PacketMotion allows us to easily adapt to changing requirements with continual monitoring and tracking of user actions across the organization."

Greenhill John Shaffer, Director of Global Systems and Technology, Greenhill & Co.
"PacketSentry's ease of deployment and ability to provide broad coverage without having to pre-define and maintain policies, makes it a great solution for Greenhill & Co., or any firm trying to improve operational efficiency."

OSIRIS Keith Akioto, IT Director, Osiris
"Want to know and do more with your network with less staff? Then PacketMotion is your answer."



Bob,

Please join PHONE+ and BLUEROADS for a discussion on agent lead distribution and management Best Practices.

Join PHONE+ Group Editor Khali Henderson as she co-hosts this on-demand webcast.

www.blueroads.com/Bob-Dris

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Join PHONE+ Group Editor Khali Henderson as she co-hosts this on-demand webcast.

www.blueroads.com/Bob-Dris

This Webcast will tackle tough Lead Management issues such as:

- Getting every lead to the right partner while it's still hot
- Encouraging partners to follow-up on leads in a timely manner
- Encouraging partners to keep you informed about lead status
- Working with partners to ultimately convert leads to revenue
- Measuring the effectiveness of lead generation programs

BLUEROADS CORPORATION
 1033 South Grant Street
 4th Floor
 San Mateo, CA 94402

Bob Dris
 VP of Sales & Marketing
 Verizon
 25 Hg St.
 Boston, MA, 110-2704
 USA

Agent Lead Management
 Lead Referrals Management
 Partner Management
 Renewals Management
 Deal Registration
 Guided Selling

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ACCELLION PRESENTS

ADVENTURES IN FILE SHARING

ISSUE 03
SECURE MOBILE FILE SHARING

USE OF ONLINE FILE SHARING IS WIDESPREAD...

AT LAST! NOW I HAVE ACCESS TO CORPORATE FILES FOR MY PLOT OF WORLD DOMINATION!

WE'RE HERE TO SERVE AND PROTECT YOUR FILES!

60% OF ORGANIZATIONS HAVE EMPLOYEES WHO SHARE CONFIDENTIAL FILES VIA DROPBOX WITHOUT PERMISSION—EITHER, FREQUENTLY, OR VERY FREQUENTLY! 1

ACCELLION PRESENTS

ADVENTURES IN FILE SHARING

THERE ARE MANY VILLAINS OUT TO GET YOUR CORPORATE FILES!

USE OF ONLINE FILE SHARING IS WIDESPREAD... WE'RE HERE TO SERVE AND PROTECT YOUR FILES!

AT LAST! NOW I HAVE ACCESS TO CORPORATE FILES FOR MY PLOT OF WORLD DOMINATION!

60% OF ORGANIZATIONS HAVE EMPLOYEES WHO SHARE CONFIDENTIAL FILES VIA DROPBOX WITHOUT PERMISSION—EITHER, FREQUENTLY, OR VERY FREQUENTLY.

THERE ARE LOTS OF WAYS FILES GET OUT OF YOUR ORGANIZATION... POLICIES ARE IGNORED BY VILLAINS...

HEY HELLO TO MY LITTLE FRIENDS THE FILE EXTRACTORBOT!

PROXIES QUESTION: THESE FILES ARE WHO'S NOW?

EMPLOYEE USE OF ONLINE FILE SHARING SERVICES IS GROWING.

36% OF ORGANIZATIONS NOW ENCLOSED USE THEIR OWN INDIVIDUAL ACCOUNTS. ANOTHER 34% OF ORGANIZATIONS SUBJECT EN-USERS HAVE THEIR OWN INDIVIDUAL ACCOUNTS.

MORE THAN 75% OF CORPORATIONS HAVE POLICIES THAT PROHIBIT THE USE OF CONSUMED ONLINE FILE SHARING AND COLLABORATION TOOLS.

ACCELLION AND IT LEAD THE FIGHT TO PROTECT YOUR FILES!

POLED AGAIN BY IT AND ACCELLION!

WAKE UP! YOU FILE VILLAINS WE SWEET! IT'S TIME TO MAKE IT EASY FOR YOU TO STEAL INFORMATION!

ACCELLION IS WORKING WITH IT TO KEEP TRACK OF SOLUTIONS SUBSEQUENTIALLY DEPLOYED ACROSS ORGANIZATIONS. WITH OVER 70% OF ORGANIZATIONS UNDER THE TIER 1 OF CONSUMED FILE SHARING SOLUTIONS, IT HAS FRUSTRATED REDEFINING APPLICATIONS THAT USERS CAN INSTALL ON THEIR BYOD SMARTPHONES AND TABLETS.

THE TOP 10 UNLICENSED ONLINE FILE SHARING APPS FOR IOS AND/ANDROID DEVICES 1

10	10
9	9
8	8
7	7
6	6
5	5
4	4
3	3
2	2
1	1

BENEFITS OF SECURE ONLINE FILE SHARING

- ENABLES SECURE ACCESS TO DATA FROM MOBILE DEVICES
- REMOVES BARRIERS OF DATA BROTHERS
- DEMONSTRATES COMPLIANCE

GIVE PEOPLE WHAT THEY NEED OR THEY WILL FIND SOMETHING THEMSELVES!

TO FIND OUT HOW YOU CAN BE A SUBSCRIBER FOR YOUR COMPANY VISIT WWW.ACCELLION.COM/ADVENTURE

Accellion

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The screenshot shows a landing page for Accellion's 'External Content Collaboration with Private Cloud' solution. The page features a dark blue header with navigation links: BLOG, SUPPORT, CHAT, CONTACT US, +1-850-783-0741, and LANGUAGE. Below the header is the Accellion logo and a secondary navigation menu with links for Solutions, Use Cases, Resources, Partners, About Us, PRICING, and FREE TRIAL. The main content area has a background image of a person working at a desk with a laptop and tablet. The headline reads 'External Content Collaboration with Private Cloud' and 'Leave Content Where It Lives, No Migration Necessary'. Two call-to-action buttons are present: 'VIEW PRODUCT DEMO' and 'LEARN MORE'. At the bottom, the 'kiteworks' logo is displayed above the heading 'Secure Access to Enterprise Content'. Two columns describe the benefits: 'Secure File Sharing' (Streamline collaboration by providing business users with powerful and secure file sharing that works with internal and external teams.) and 'Private Cloud File Sharing' (Ensure the security, confidentiality, integrity, and availability of enterprise content via a private cloud file sharing solution, either on-premises or as a hosted offering.)

This screenshot shows a page titled 'Focus on Improving Lives, Not Agonizing Over Files' under the 'LIFE SCIENCES' category. The page features a background image of a scientist in a lab coat and mask working with glassware. The headline is 'Focus on Improving Lives, Not Agonizing Over Files'. Below the headline is a sub-headline: 'Don't Let Content Collaboration Challenges Keep You From Helping Others'. A short paragraph follows: 'Drug discovery and development is about research and innovation. It shouldn't be about managing files. While storing, sharing and collaborating on research and other content is a part of your job, we know you'd rather focus on the research and innovation part.'

This screenshot shows a page titled 'Our Customers'. The page features a background image of a person working at a desk. The headline is 'Our Customers'. Below the headline is a sub-headline: 'Accellion Named a Leader in The Forrester Wave: EFS3 Platforms, Hybrid Solutions, Q2 2016'. A list of 'Honors & Awards' is shown, including 'Press', 'Careers', 'Management Team', 'Investors', and 'Events'. A grid of logos for various companies is displayed, including Pfizer, BACARDI, Cooley, Allera + Linklaters, zynga, and DDB. A quote at the bottom reads: 'kiteworks allows IT to step back and not be involved in some of the more mundane issues like account'.

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ADVENTURES IN
FILE SHARING

THERE ARE MANY VILLAINS
OUT TO GET YOUR CORPORATE FILES!

Read the Adventure



Secure Mobile File Sharing. Anytime. Anywhere.

For Enterprise

Enterprise-class secure mobile file sharing solutions for anytime, anywhere access to information. [Learn More >>](#)

For Business

Secure mobile file sharing solutions to improve business productivity, ensure compliance and reduce costs. [Learn More >>](#)

For Government

Mobile file sharing solutions for strict security and compliance requirements of government agencies. [Learn More >>](#)

Latest News July 22, 2013 | EuroCloud UK Awards Accellion and London Borough of Camden...

Events

CDM CIO Chicago Summit (August 29, 2013)

TechEd Australia (September 3, 2013)

Executive Alliance Security Leaders' Summit Northeast (September 12, 2013)


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Industry Whitepaper: Forrester Wave: File Sync & Share Platforms

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Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure

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Mobile File Sharing

Today's mobile workloads need the ability to securely create, view, edit and access enterprise content from their mobile devices. Accellion's mobile file sharing provides secure creation, viewing, and sharing of enterprise content on popular smartphones and tablets while providing the IT administrative controls to manage user privileges and access rights necessary to ensure enterprise security.

The Accellion secure mobile file sharing solution integrates with popular MDM solutions, including MobileIron, Citrix, Moxie, and Symantec, to enable secure mobile content management, an essential component of an overall enterprise mobility strategy.

Key Features

- Security: Browse, create, edit, view, edit, send, and share files on a mobile device.
- Works with Word, Excel, PowerPoint, PDF, JPEG, PNG, just about any type of file.
- Save files securely on a mobile device for offline use.
- Upload files securely from the device to a secure workspace.
- Share secure links to files or share folders with internal and external users.
- Collaborate in real-time by adding or replying to comments.
- Lock and unlock files to control editing of files in Accellion workspaces and SharePoint.
- Bulk upload and download of files.
- Subscribe to notifications to learn who has added files or commented on files.
- Log in using LDAP credentials.
- Selectively view content resulting within secure mobile container of Accellion App.

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Download Mobile Apps



Accellion Mobile Apps require an authorized account. Sign up here for a Free Trial.

Featured Resources

2013 Gartner Enterprise File Synchronization and Sharing MarketScope Report

Featured Video

Accellion Mobile File Sharing Overview: 1:00 min

Featured Resources

- Accellion Mobile File Sharing Solution Overview
- Mobile Enterprise Content
- The 10 Reasons Enterprise Select Accellion

Industry Whitepaper

- Mobile Enterprise Content: Top 5 Enterprise Requirements

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Management Team

Company Overview | Events | Investors | Management Team | Advisory Board | Careers

Yorgen H. Edelman
President and Chief Executive Officer

Yorgen Edelman is a Silicon Valley veteran with 20 years of Enterprise Software expertise. Mr. Edelman co-founded Bro Technology and during 12 years as CEO, took the company public and grew to \$100 million in revenues with over 700 employees and a customer base of over 5,000 organizations. In addition Mr. Edelman was President and CEO of DecisionPoint Applications, an Analytics Applications company. Mr. Edelman has served on several public and private company boards including most recently Optipro (listed to District), Lemery, Resilience, Vesta and Sarna.

Mr. Edelman earned an MBA from the Booth School of Economics and a Masters in Engineering Physics from the Naval Institute of Technology in Stennisville. Trained as a concert pianist, Mr. Edelman studied with Leon Gleason, and has performed in Carnegie Hall (2005).

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Call: 1-850-887-3130

Glen Sigal
Chief Financial Officer and Vice President of Business Development

Mr. Sigal joined Accellion as CFO and Senior Vice President of Finance in December 2002. He has over 20 years experience in finance, fund raising strategy and business development. He was a partner at Mercer Management Consulting and has held finance and strategy positions at GE and GE Capital, Northwestern and Raytheon. Prior to joining Accellion he was CFO of PowerStar, Inc. where his responsibilities included financial management and planning, fund raising, and administration. He has also served as VP of Finance and Corporate Development at FleetStar where he spearheaded multiple initiatives in financing, business development and operations.

Mr. Sigal holds a BA degree in Economics from Whitman College and an MBA from the University of Chicago.

Paula Boshowski
Chief Marketing Officer

Ms. Boshowski joined Accellion in February 2007. She has more than 20 years experience in product marketing, corporate marketing and new product introduction for pre and post-PCD

Featured Resources

2013 Gartner Enterprise File Synchronization and Sharing MarketScope Report

Featured Video

Accellion Mobile File Sharing Overview: 1:00 min

Featured Resources

- Accellion Mobile File Sharing Solution Overview
- Mobile Enterprise Content
- The 10 Reasons Enterprise Select Accellion

Industry Whitepaper

- Mobile Enterprise Content: Top 5 Enterprise Requirements

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kitedrive

Secure File Sharing by Accellion

SIGN UP FREE

Who needs kitedrive?

Business today is Mobile. It's not bound by offices or time zones. It's time-sensitive, it's real-time. You need access to your files at breakfast, over lunch, on the plane and even in the office. You need to be able to share information securely whenever, wherever you are.

You need a secure mobile file sharing solution that's easy, reliable, scalable—and secure.

That solution is kitedrive by Accellion.

What is kitedrive?

Kitedrive provides secure file access, storage and sharing. Whether you are working on your desktop in the office or on your iPad at the airport, kitedrive is your secure connection to critical business files when you need them.

Based on Accellion's award-winning, enterprise-grade file sharing technology, kitedrive brings secure file sharing and storage directly to the business user.

Create your free account and start using kitedrive today!

Why choose kitedrive?

Join the kitedrive revolution and be one of the first to experience the freedom and power of kitedrive. Once you sign up for a free kitedrive account you will be able to store, access and share your files securely, from anywhere—anytime.

Special: 12GB of secure file space on kitedrive FREE! But you have to sign up today.

Don't wait, sign up now!

Get your kitedrive today!

Choose the free Individual Solution and get 12GB FREE storage, plus desktop and mobile apps so you can access your files anytime, anywhere.

Choose the Cloud Hosted Business Solution to quickly deploy secure file sharing for 5 to 500 users.

Choose the Enterprise Solution for custom deployment options and extended enterprise features.

[Compare Solutions](#)

SPECIAL OFFER: Sign up for your kitedrive today and get 12GB FREE!

Accellion

Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure compliance.

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Privacy

Please read the following to learn more about our Privacy Policy. By visiting kitedrive's web site, submitting information to kitedrive or using any of our products or services, you acknowledge that you accept the provisions and terms contained in this Privacy Policy.

What Does This Privacy Policy Cover?

This Privacy Policy covers Accellion's treatment of personally identifiable information ("Personal Information") that kitedrive gathers when you are accessing kitedrive's website and when you use kitedrive services. This policy does not apply to the practices of companies that kitedrive does not own or control, or to individuals that kitedrive does not employ or manage. If you provide any information to such third parties, different rules regarding the collection and use of your personal information may apply. We strongly suggest you review such third party's privacy policies before providing any data to them.

What Personal Information Does kitedrive Collect?

The information we gather from customers enables us to personalize and improve our services. We collect the following types of information from our customers.

Personal Information You Provide to Us

We may receive and store any information you enter on our web site or provide to us in any other way. The types of Personal Information collected include your full name, address, company, email address and telephone number, and if you order products from us through our website, any financial and commercial information you provide for that purpose. The Personal Information you provide may be used for such purposes as responding to your requests for certain products and services, customizing the content you see, and communicating with you about special offers, updates, and new products. We may also compare our customer lists to lists received from other companies in an effort to avoid sending unnecessary messages to our customers.

Personal Information Collected Automatically

We may receive and store certain types of information whenever you interact with our web site or services. For example, kitedrive may choose to automatically receive and record information on our server log from your browser including your IP address, kitedrive cookie information, and the page you requested. We may receive a confirmation when you click an email from kitedrive or from a computer supports this type of program.

Generally, our service may automatically collect usage information, such as the numbers and frequency of visitors to our site and its components. kitedrive generally only uses this data in aggregate form, that is, as a statistical measure, and not in a manner that would identify you personally. However, if you have registered with kitedrive using our site and your browser accepts cookies, kitedrive may automatically record individualized information regarding your visits to kitedrive's web site ("Individual Site Usage Information") to provide you with a more personalized customer experience. As part of this use of information, we may provide aggregate information to our partners about how our customers, collectively, use our site. If you do not wish to have your Individual Site Usage Information collected, please see the "What About Cookies" section below for further information.

What About Cookies?

Cookies are alphanumeric identifiers that we may transfer to your computer's hard drive through your browser to enable our systems to recognize your browser and tell us how and when pages in our site are visited and by how many people. kitedrive cookies do not collect Personal Information; however, we may combine the general information collected through cookies with other Personal Information in connection with our collection of Individual Site Usage Information (as described above). If you do not wish to have your Individual Site Usage Information collected, most browsers have an option for turning off the cookie feature, which will prevent your browser from accepting new cookies, as well as deleting any of the information of your browser software allowing you to decide on acceptance of each new cookie in a variety of ways. Please be

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Help Center

Welcome to kitedrive. Using kitedrive you can store, sync and share files securely, anytime, anywhere. Whether you are working on your desktop in the office or on an iPad at the airport, kitedrive is your secure connection to critical business files.

- Accessing kitedrive**
Access kitedrive from any computer by going to [kitedrive.com](#). Once you login you will be able to store and send files easily. You can also [download the kitedrive mobile app](#) for your iPhone, iPad, Android or Blackberry device and login using secure kitedrive.com as the login url.
- Storing Files**
To store important documents, spreadsheets, images, videos or any type of individual file on kitedrive you will need to login. After you login you can add important files to kitedrive by clicking on the Add button to choose files and folders to upload into your kitedrive. Anything loaded into kitedrive can be accessed by you from any device or device. You can also securely send files inside kitedrive to others.
- Synchronizing Files**
To synchronize files between your PC, desktop or laptop and kitedrive you must first download the [Synchronization](#) module from the Help Center Workspaces. After you install kitedrive on your PC you can login to and synchronize. Enabling you to drive your kitedrive folder will automatically and continuously be synchronized with the about. Mac installer is coming soon!
- Sending Files**
To send a file to someone, select the files you wish to send and click the Send button. You will be given the opportunity to add an email message. Once you have completed your email, click the Send button. Your email will be sent along with a secure link to the file. You will receive a notification email when your file is downloaded.
- How Big are my files and how many?**
Using kitedrive you can store and send any size file and any number of files up to your storage limit. With kitedrive you are initially allocated 2GB of free storage. You can get additional free storage by inviting others to use kitedrive. [View 2GB free offer.](#)

Once you [register](#) you'll have access to the complete kitedrive help center workspace.

If you have any questions regarding kitedrive offerings, please contact us at acc@accellion.com.

That's all there is to it!

Accellion

Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure compliance.

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THE BUSINESS OF OPPORTUNITY.

It's what BLUERROADS is all about. Because opportunity is what drives your company, and by looking at it not only from your perspective but also your partner's, everyone succeeds.



It's time to embrace your channel.

BLUERROADS does more than connect partners and vendors—it creates true collaboration that lets you share the management of opportunities, pipeline information, and lead updates. Finally, there's a partner management solution that allows you and your channel to efficiently manage every opportunity. [BLUERROADS can help.](#)

KNOW YOUR CHANNEL

Channel Advisory Council —
[Advancing the channel effectiveness for all participants.](#)

Partner Opportunity Management —
[Empowering Vendors and Partners to Capture, Manage and Win Every Opportunity.](#)

Channel Smart, Partner Wise —
[The mutual benefits of opportunity management.](#)

Channel Resources

An Intro: Partner Lead Management
This four minute overview introduces best practices in partner lead alignment, campaign performance, and vendor lead tracking.
[Watch It Now!](#)



Resource Center: Top 5 Downloads:
[Building a Leading Channel Margin Program](#)
[Comparing Your Partner Lead Machine](#)
[Lead Referral Program Best Practices](#)
[BLUERROADS Channel Management Overview](#)
[Five Common Myths About Channels](#)

SALES: 800.229.8010

NEWS FROM BLUERROADS

Independent Research Firm Names BLUERROADS A Strong Performer In Indirect Sales Force Management

New Study of Channel Chiefs Suggests Strategic Shift Toward Sales Effectiveness Needed in 2009

BLUERROADS Announces New Financing To Fuel Growth In Partner Opportunity Management For Lower Companies

BLUERROADS Extends Enterprise Commitment With Significant CRM Enhancements To Its Blueroads Connect Integration Platform

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Opportunity Channel Marketing

Channel Sales

Partner Management

Integration

CHANNEL MARKETING

Lead Manager

Leads represent a prospect's interest in your product. Why would you consider them the front-end of an opportunity pipeline leading to revenue? And why are leads typically managed so poorly—especially between vendors and their indirect channel partners? The problems are simple in principle: How do you get the leads to the right person as

RESOURCES

Downloads:
[BLUERROADS Overview](#)
[BLUERROADS Deal Registration Manager](#)

Case Studies:
0000

Flash Overviews:
[Deal Registration Overview](#)

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Lead Referrals Management Overview

Identifying, Enriching and Accelerating Incremental Sales Opportunities with BLUERROADS

Length: 5 Minutes



Click the image thumbnails for a preview of the content.

Email/Flash Overview To:

First Name:

Last Name:

Company:

Job Title:

Phone Number:

Company E-Mail:

Number of partners: (Select...)

% of revenue from partners: (Select...)

Required fields

Take a 5 minute guided tour of BLUERROADS Lead Referrals Management. You'll dive into the product and see how BLUERROADS Lead Referrals management solution allows vendor programs which enable:

- Deal Registration
- Lead Management
- Lead Referrals Management
- Partner Management
- Renewals Management
- Guided Selling

Start with this **Flash Overview** for a preview of the content.

WHO ARE REFERRAL PARTNERS?

- Resellers or service providers from related industry (an accountant who recommends software to clients)
- Part of a formal marketing alliance (System Integrators, ISVs, Consultants)
- Resellers who don't exactly fit the profile

Take a 5 minute guided tour of BLUERROADS Lead Referrals Management. You'll dive into the product and see how BLUERROADS Lead Referrals management solution allows vendor programs which enable:

- Compensation to occur at any stage of sales cycle
- Compensation to occur in multiple currencies?
- Referral leads to be de-duped against current accounts and opportunities

Want you to learn more?
BLUERROADS & I Solutions Insight

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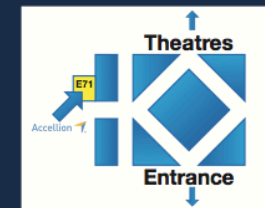
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Without an officially supported alternative for secure file sharing, users will often overlook security and compliance in favor of getting the job done.

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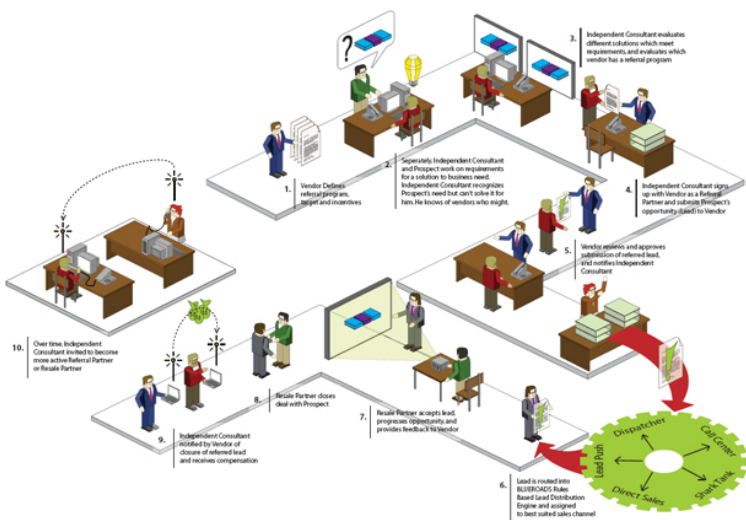
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HOW THE BLUEROADS REFERRAL MANAGEMENT SOLUTION WORKS



The BLUEROADS Referral solution enables vendors to harness the power of the larger channel (and indeed independent organizations with no formal affiliation) to refer incremental sales opportunities into the organization. Sophisticated

workflows within BLUEROADS allow the submission, duplicate checking, partner alignment, and compensation processes – ensuring that every opportunity is properly tracked from submission to closure and that all participating partners are compensated based on the role they play in the sales cycle.

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 650.349.8500 | www.blueroads.com

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CONGRATULATIONS!

You've just generated **209 leads** for your integrators and partners...

NOW WHAT?

If you're a security manufacturer or vendor, join Geoff Kohl, editor of SecurityInfoWatch.com for this Online Webcast on Best Practices in partner Lead Distribution.

Lead Distribution - December 12, 2007 - 1PM ET

www.securityinfowatch.com/leads

Presented by SecurityInfoWatch.com

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55% of Pharma companies see chargeback contracts increasing in volume and complexity over the next three years

95% claim the potential for lost revenue exists in their chargeback processes

40% manage contracts in error-prone spreadsheets

Do you have the tools to maximize the efficiency of your contract and chargebacks processes?

Model N's integrated, automated solutions can boost contract value and reduce chargeback overpayments by providing you with improved controls, including real-time visibility into:

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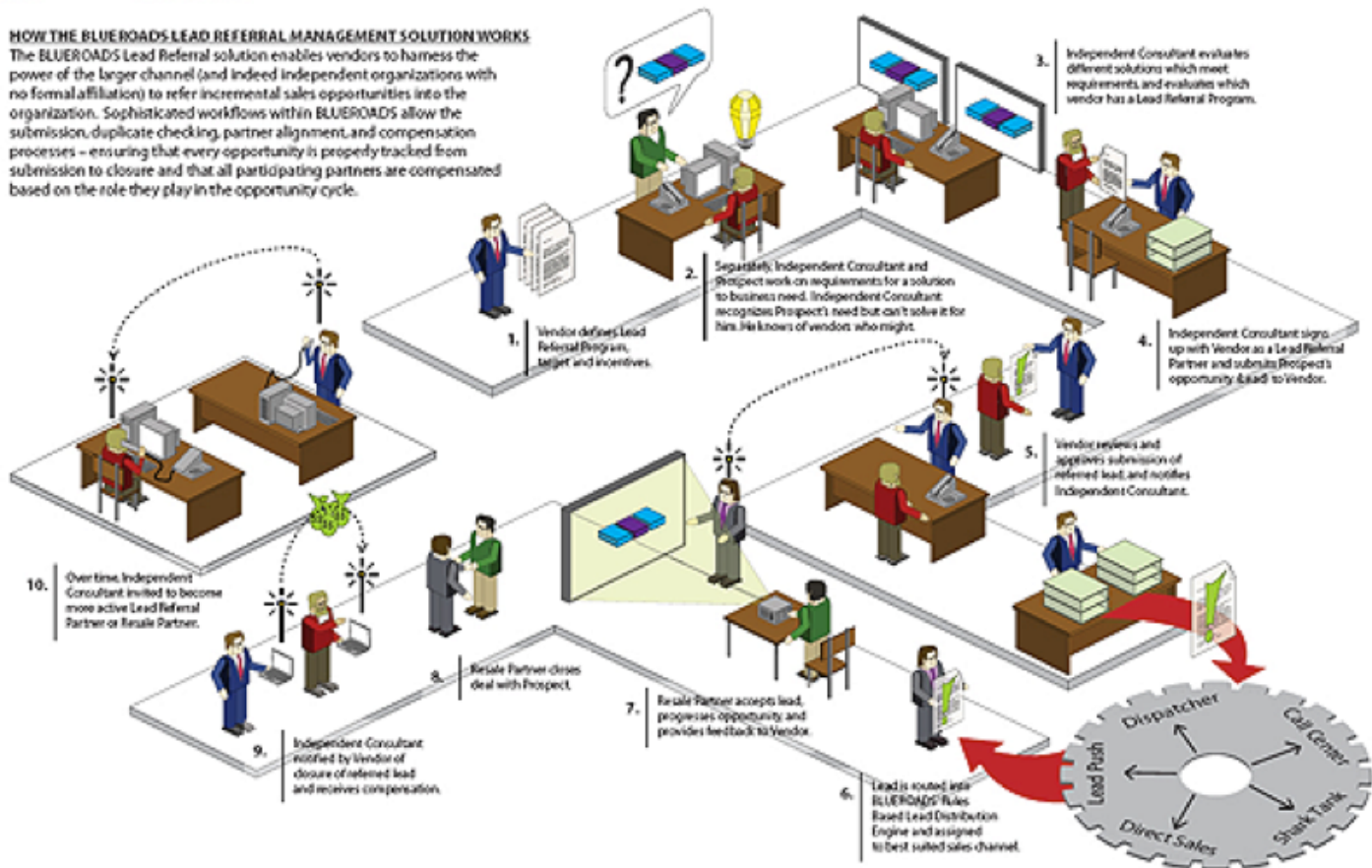
Model N

Lead Referral Process Flow



HOW THE BLUEROADS LEAD REFERRAL MANAGEMENT SOLUTION WORKS

The BLUEROADS Lead Referral solution enables vendors to harness the power of the larger channel (and indeed independent organizations with no formal affiliation) to refer incremental sales opportunities into the organization. Sophisticated workflows within BLUEROADS allow the submission, duplicate checking, partner alignment and compensation processes – ensuring that every opportunity is properly tracked from submission to closure and that all participating partners are compensated based on the role they play in the opportunity cycle.



Thank You

Please contact me if you have any questions or comments.

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