Skytap

Course Manager by Skytap

Showcase your products for any customer

Naturally, users want to know that products work before they commit to buying them.

The best sales pitch is to give prospects the opportunity to see your product in action with a well-executed product demo.

Demos work best when tailored to customers' specific needs. But your teams may lack the requisite infrastructure and resources to configure custom environments for each demo, often resulting in a poor, unpredictable user experience.

Create and manage user-friendly demos

Skytap is a cloud service, ideal for building, hosting and delivering product demos. By adding Course
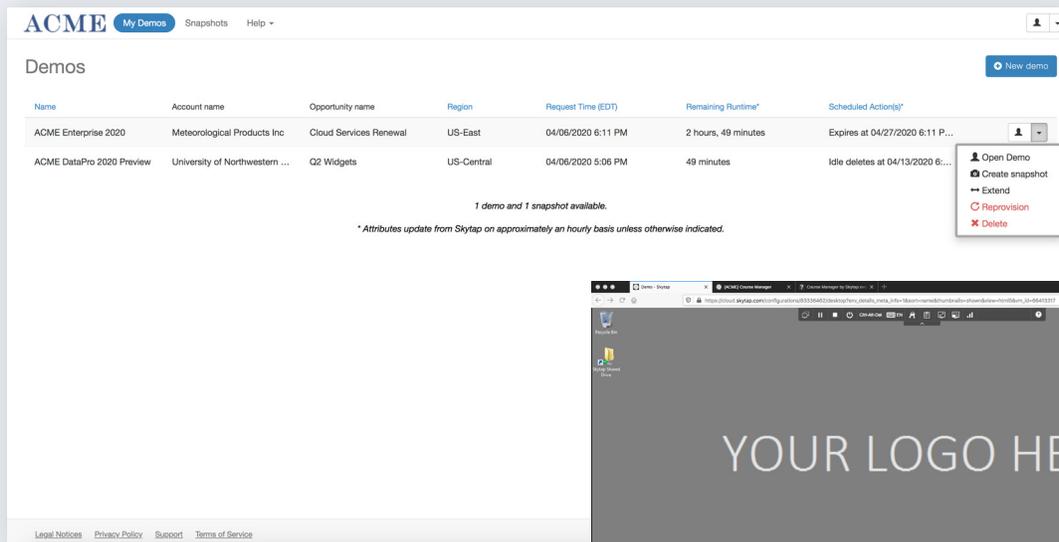
Manager to your Skytap subscription, end-to-end demo delivery is simple, without building costly, time-consuming infrastructure of your own.

Course Manager uses Skytap's flexibility and global presence for an end-to-end demo workflow, enabling vendors to build and clone easy-to-use templates.

This means you can easily create and provision tailored demos so customers can learn, understand, and fall in love with your products. Sales reps can also provide a leave-behind demo so customers can 'test drive' products at their own pace to deepen their understanding and increase the likelihood of sales.

Manage demo lifecycles and provide a seamless experience for your sales teams, showcasing your product favorably for customers anywhere in the world.

Demo management interface

Customize demo environments with your own branding

Key Benefits

Better, intuitive demos every time
- Highly customizable
- Create demos from a known state for a clean, consistent flow

Seamless experience for field sales teams
- Demos on demand, ready in minutes
- Provision demos in multiple regions for better performance
- No training required, works with any modern web browser
- Leave-behind demos to give customers an extended test drive

Control costs with fixed lifecycle
- Customize demo expiration and runtime limits
- Use Skytap's 'autosuspend' feature to stop idle labs and control costs

Manage virtual demo images
- Build complex demo images quickly with Skytap's best-in-class tools
- Import and use existing demo images to accelerate migration
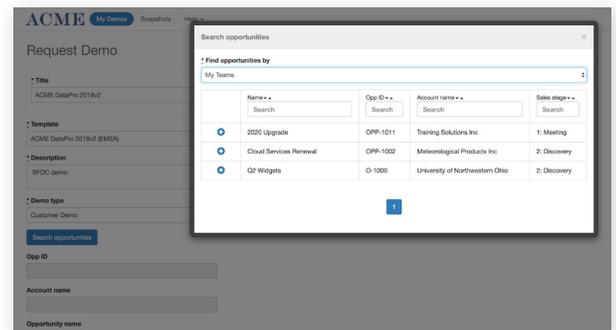- Save demo images as 'snapshots' for reusable custom starting points

Tailored environments
- Customize the demo portal with your own branding
- Integrate with intranet or other apps for a truly custom experience

Manage your sales demo program
- Single sign-on (SSO) reduces login management for large user bases
- User metadata flows in from SSO provider
- Drive entitlements to demo content with collected custom metadata
- Request metadata can be captured from users at time of request
- Salesforce integration demonstrates ROI of demos by linking to real sales opportunities

Salesforce integration allows you to link to sales opportunities

About Skytap

Skytap is a cloud service purpose-built to run traditional systems natively in the cloud. We help customers with running production, disaster recovery, virtual training labs, and development workloads. We're the only cloud service that supports AIX, IBM i, and Linux on IBM Power together with x86 workloads, enabling businesses to innovate and accelerate their journey to the cloud.

See how it works

Get in touch for a demo of Course Manager by Skytap.

www.skytap.com
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