



# Cisco Sales Collaboration Platform

## Helping Partners Take the Lead

What's New? March / May 2013

## Accelerating Opportunities Through Collaboration

The Cisco Sales Collaboration Platform helps you grow your business with Cisco. It's how we share leads, prospects, and customer intelligence with you.

The Platform provides an integrated process to reach leads and prospects earlier, engage more effectively, and close more deals - faster.

### New Platform Capabilities

- **Cisco Sales Collaboration Mobile** is available on iPhones and iPads (iOS) and Android phones and tablets. With **SCP Mobile**, you can take the Sales Collaboration Platform with you when you leave the office. [See page 2.](#)
- **Prospect expiration** means you will now have an end date by which you must take action on prospects we assign to you. This will support timely business decisions for faster opportunity closure.

### Prospect Expiration

When **Target Prospects** are assigned to your business, they will now contain a deadline date by which you will need to take action.

- This date will be 15, 30, 60 or 90 days from when the **Target Prospect** was assigned to your company.
- You will see the expiry date and "age" of the prospect clearly noted and those expiring within the next 7 days will be highlighted in red.
- If the **Expiring On** field is blank, there is no expiry date associated with that record.



### Learn More and Access Training

See the [Partner User Guide](#) for instructions on how to use the Platform. Contact your Cisco sales representative or visit [Cisco Sales Collaboration Platform](#).

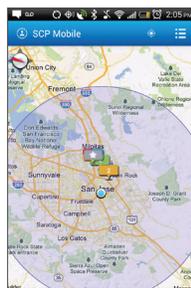
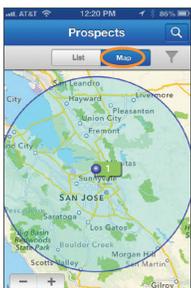
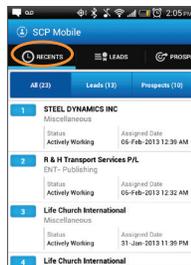
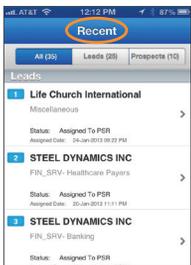
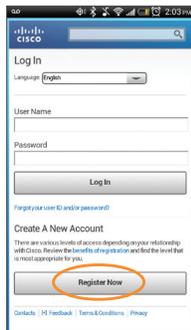
# Cisco Sales Collaboration Mobile: SCP Mobile



Now, you can take this powerful tool with you wherever you go, using the innovative, new Cisco Sales Collaboration Mobile app for mobile devices.

iOS

Android



SCP Mobile is an extension of your desktop, enabling you to get closer to prospects and leads with powerful mobile features such as GPS maps, automatic updates, and favorites.

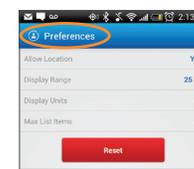
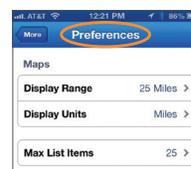
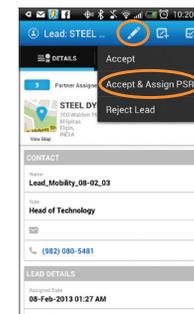
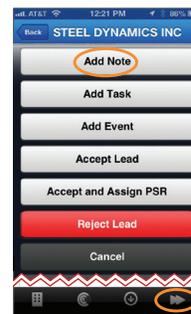
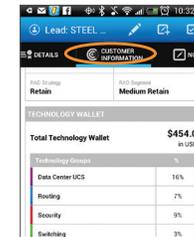
SCP Mobile will work on iPhones, iPads, Android smartphones, and Android tablets; first in English, with 16 other languages being added during 2013.

Registered users of the Platform can go to the [Apple App Store](#) or [Google Play Store](#) and search for SCP Mobile. Install the app using your iTunes or Google Play credentials.

For your security, your Cisco.com authentication is required to log in. You'll find a familiar, easy-to-navigate experience, starting with the **Recent** screen. Toggle between **Leads**, **Prospects**, and **All** views and see the status of each record.

Select **Leads** or **Prospects** in the bottom navigation, toggle to the **Map** view, and you'll see all the leads and prospects on a clear, easy-to-follow GPS map. If you're using a tablet, you can also see **List** and **Map** views side-by-side for added convenience.

Whichever view you choose, you'll find all the information at your fingertips. Just tap on the record to get a complete overview. You can also search and filter prospects and mark **Favorites** by tapping the star.



You want every advantage you can get when it comes to generating new business. Tap the **Target** icon to view **Customer Intelligence** data, where available, about your customers and prospects (when available) to give you a competitive edge when engaging a new prospect.

It's easy to add **Notes**, **Tasks**, and **Events** on the go, to keep all communication about a record in one place, instead of in multiple emails. Just tap a record, then tap the **Action** button. You can also **Accept** or **Reject** Leads and Prospects, and Partner Administrators can **Assign** them to a sales representative in the usual way. All updates are available in real time back at your desk.

SCP Mobile is customizable to match the way you do business. Set your **Preferences** for **Display Range** and **Units**, and the list of items you want to see on each screen you access.

Then from your desk, you'll enter the deal and close the business in [Cisco Commerce Workspace](#) (CCW). With one click to CCW, it's fast and easy.

Just because you're away from the office, doesn't mean you need to be away from the Cisco Sales Collaboration Platform. Download SCP Mobile today and see how far it can take your business.

## Learn More and Access Training

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