



“Enablement has enabled us to manage distribution of timely information across internal and external audiences more effectively with fewer resources. In the past, updating content on the various sites took 2-3 days; now it takes less than a minute. Sales reps, partners and customers have all the information at their fingertips all the time.”

Stuart Little
 Director
 Corporate Marketing
 Aviat Networks

Aviat Networks

Aviat Networks, Inc. (Nasdaq: AVNW), previously known as Harris Stratex Networks, Inc., is a leading wireless expert in advanced IP network migration, building the foundation for the 4G/LTE broadband future. Aviat Networks offers best-of-breed transformational wireless solutions, including LTE-ready microwave backhaul, WiMAX access and a complete portfolio of essential service options that enable wireless public and private telecommunications operators to deliver advanced data, voice and video and mobility services around the world.

Customer Quote:

“We saved thousands of dollars on training since our sales reps didn’t need any; the tool is easy to use and is also more efficient and intuitive to use than SharePoint. In addition we have received dramatic savings in the ongoing maintenance of content, allowing us to reduce resources dedicated to maintaining our old intranet. From a user’s perspective, more of the sales reps’ energy can be spent building and improving relationships and thus generating more revenue.”

Snapshot: Enabling the merger and growth of an enterprise with better communication through portals

Challenge	Solution	Results
<ul style="list-style-type: none"> Required a single cost-effective and easy to use system to replace multiple separate intranets and SharePoint sites. Needed to minimize the resources needed to manage the system. 	<ul style="list-style-type: none"> Enablement requires no training and no IT resources are needed to create portals, publish documents, or manage the system in any way. Templates make it easy for anyone to deliver customized portals with a professional look & feel. 	<ul style="list-style-type: none"> 1400+ documents are stored in one central place and easily accessed enterprise wide and beyond through audience specific portals created and managed entirely by the business users. No high dollar SharePoint consulting needed.
<ul style="list-style-type: none"> Needed to provide easy access for all employees of two newly merged companies with locations all over the world. 	<ul style="list-style-type: none"> Enablement hosted solution provides easy, secure and targeted access on the internet. 	<ul style="list-style-type: none"> Sharing content across two newly merged and geographically distributed companies helping drive communication to scale the organization.
<ul style="list-style-type: none"> Needed to improve utilization of the content. 	<ul style="list-style-type: none"> Content can be easily accessed and repackaged for any number of audiences through user friendly portals. 	<ul style="list-style-type: none"> Content usage has increased, thus the creation of useful content has also increased.



“ The real power is in the ease of enabling sales. Our reps live and breathe on the sales intranet portal we as business users created for them. Enablement portals are also essential in our communication externally with customers, prospects and partners. ”

Stuart Little
Director
Corporate Marketing



360° Sales Enablement® at Aviat Networks

1. What is your unique challenge?

Aviat Networks is the result of a merger between two companies each with their own very different communication methods in place. We needed a simple way for marketing to share information with both sides of the house and to enable sales in a more timely and effective manner. Our primary challenge was availing the collective marketing materials to sales across our distributed organization and presenting it in an organized, easy to access fashion.

2. What solutions were you previously leveraging to address the problem?

One side of the house was using an internally hosted intranet and the other side was using an intranet system, but it was externally hosted and maintained. Both systems consisted of web pages developed and maintained by IT resources who were hosting all of our sales and marketing documents. In addition, we also had some external partner portals and some SharePoint sites. Within each system we had a separate instance of many of the same documents posted and there was no search capability so it was difficult to find things. We wanted to replace all these systems with a more efficient system that was easier to maintain.

3. How are you using Enablement to address these challenges?

Today we have Enablement internal portals in place of the intranet systems and we are utilizing external portals also built using Enablement. We have our external prospect portal, key customer portals, customer service portals, partner portals and internal event portals. The partner portals we have now supporting separate geographical regions have been such a success that we plan to expand our partner portals to offer bronze, silver and gold level portals soon.

4. In your experience what are the most powerful features of Enablement?

The real power is in enabling sales. Our reps live and breathe on the portals we create for them. They are essential in our communication with sales and also externally with customers, prospects and partners. The search capability makes Enablement very easy to use. It lets sales reps find things quickly so they can spend more time driving revenue. For marketing, it's being able to upload documents to one repository and publish them to multiple portals in one step. It's very easy for one person to keep the content updated.



5. What has enablement enabled your organization to do?

Our distributed organization is able to collaborate easier, functioning more smoothly as a team. The fact that Enablement is available on the internet is a big benefit. Before users had to be in the main office or connect through VPN and now information is easily accessible to them from anywhere with the benefit of single sign-on, so there isn't an additional user name and password to remember. Enablement has enabled us to manage distribution of timely information more effectively with fewer resources. Now sales reps have all the information at their fingertips all the time.

About Enablement by CallidusCloud

Enablement is the industry's most advanced yet affordable hosted sales collaboration platform. For more information visit <http://www.calliduscloud.com/products/enablement> or call (+1) 866 812 5244.

