

eXalt Manage Users

Manage Multi-Tier Channels

eXalt personalizes each user experience by setting different privileges and views per user enabling true partner relationship management.

Controls and security to insure only authorized users can access secure areas of the site.

Multiple registration methods (Manual, Guest, Dynamic and Self) enable easy user management. Optional controls for account activation and de-activation are also provided.

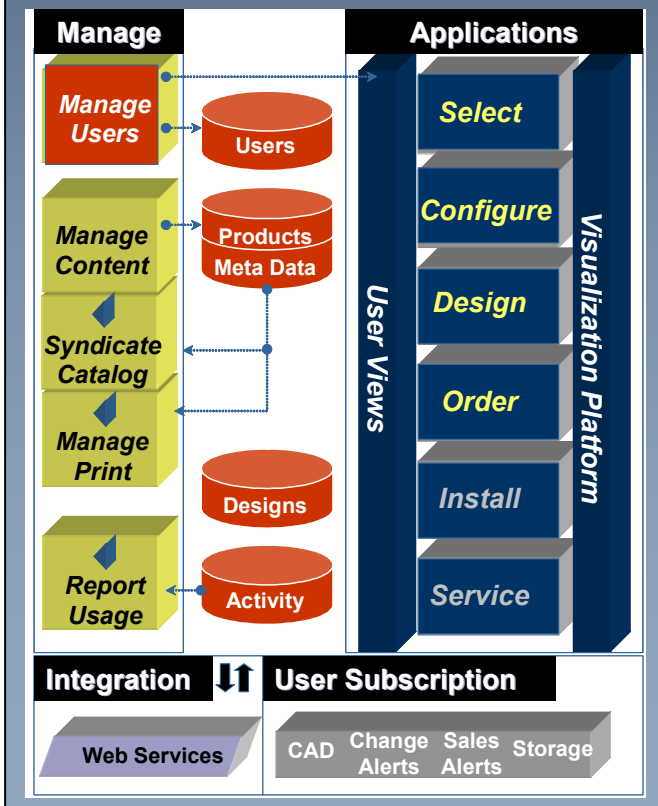
User Management and reporting is supported with unlimited parameters per user enabling segmentation analysis.

User Management Tool Designed for Any Business Model

Suppliers are discovering that they require multiple tiers of sales channels: web based sales, distribution, VARs and direct sales all blended to maximize revenues. Providing a unique set of controls and privileges for each partner without complicating the sales process is extremely difficult:

- **Multiple Views of Product Content:** Suppliers of complex products sell different products through different channels at different prices in different locations. Making sure that partners see only the products that they are allowed to sell at the correct price is difficult to administer with current tools.
- **Multiple Security Privileges and Roles for Groups of Users:** Traditional web sites have limited capabilities for controlling access to different web applications. Channel management requires advanced privileges to be set for groups of users and setting levels of permissions (read/write) for different tools.
- **Registration can be a Nightmare:** Suppliers struggle with the creation of hundreds or thousands of users without delay. Long delays lapse between the time when users leave the company and their access to sales tools are removed.
- **Establishing User Segmentation:** Traditional web sites provide basic usage statistics such as number of hits but lack detail on an individual user basis. Partner management requires segmentation by multiple parameters and users.

eXalt's Manage Users Module provides suppliers a personalized sales tool built for multi-tier partner management. Dynamic user registration allows users to be created quickly. Rules driven administration allows easy maintenance of accounts. Maintenance is simplified by providing roles and groups in the system. Suppliers easily manage partner programs with in depth user segmentation and reporting.



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Benefits

Secure Platform for Channel Partners

Channel Partners and sales professionals need to trust that the quotes and proposals created in the eXalt powered site will be safe guarded. eXalt provides a variety of security protections:

- **Custom URL per eXalt Powered Site:** Each eXalt customer can choose a Custom URL which can be accessed from the corporate website.
- **Role Based Access:** Even if a non-authorized user could access an eXalt powered site, they would only see the first page. To go beyond the first page users must have a login which is secured by password. Each User Login is given a set of privileges across the application.
- **Password Changes/Updates:** Policies can be set to change user passwords at regular intervals.
- **Remove Inactive Users:** eXalt's Reporting Module identifies users who have not accessed the site over a certain time interval -- so inactive users can be removed from the site.
- **Session Based Pages:** Even if someone bookmarks a page they can't return to it by pasting the link into a new browser window. A new session must be initiated and the user must manually navigate to the page.
- **Session Timeout Intervals:** A session interval parameter sets the session inactivity duration for each user. This timeout will automatically terminate an inactive session after this time interval - stopping walkers-by from gaining access.
- **Secure Access:** Logins can go through https but performance may be affected.

Measure and Profile User Activity for Channel Management

eXalt Manage User allows a company to capture an unlimited number of parameters on each user and channel partners. Profiling users by Job Function, Geography and Channel Partner can help channel managers measure what matters--sales activity. Market segmentation helps sales managers understand how to influence selling behavior. Channel Sales managers can identify low usage partners.

Personalize Each User Experience

Suppliers of complex products sell different products through different channels at different prices in different locations. eXalt insures that partners see only the products that they are allowed to sell at the correct price eliminating errors and/or returns.

Easy and Effortless User Account Creation and Management

eXalt's Manage User allows you to build and maintain user accounts easily. Multiple registration methods (Manual, Guest, Dynamic and self) enable easy user management. Suppliers no longer struggle with the creation of hundreds or thousands of users. Optional controls for account activation and de-activation remove potentially dangerous delays between the time when users leave the company and their access to sales tools are removed.

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Features

Privileges per User Create Roles

eXalt's permissions create different roles for each user by assigning access privileges to each of the eXalt modules.

Suppliers can create administrators by granting access to the Manage Content and/or Manage User modules. Suppliers can also grant Channel partners access to non-management modules while granting Sales management access to the Reporting Module. Different levels of permissions can be set to read, write or no access depending upon security requirements. For example guest users can be assigned only read access to the bill of material module.

Create User Groups

Suppliers can create user groups which share the same access privileges to each of the eXalt modules. Once a group is created it can be assigned to one or many users. Any future changes to the group access privileges will be immediately inherited by the users assigned to the group.

Unlimited Number of Attributes per User

Suppliers can setup the Manage User Module to track an unlimited number of attributes to describe each user.

User Changeable Password and Preferences

Administrators of the Manage User Module can provide users the ability to change their own passwords and preferences for the site.

Multiple Methods of User Registration Supported

eXalt allows users to be registered and authenticated using multiple schemes:

- **Manual Registration:** Administrators can enter the login, attributes and password for each user manually.
- **Dynamic Registration:** eXalt provides dynamic registration for suppliers with existing partner portals accessed through a login and password. Users are seamlessly transferred into the eXalt powered site and tracked under the portal login ID.
- **Self Registration:** eXalt provides an option to deploy a self registration form where users enter their login, attributes and password themselves.
- **Guest Registration:** eXalt provides an Optional Guest Registration for anonymous visitors to the site.
- **LDAP Support:** eXalt supports integration with other corporate directories—providing a single corporate “signon”.

Controls on User Activation

For sites that have enabled self-registration and need to activate only qualified registered users, eXalt provides controlled activation options including:

- **Manual Activation:** Users given write access to the Manage User module can activate registered users on a case by case basis.
- **Automated Activation:** Rules can be installed for activation including by domain name suffix or user attributes.

Controls on User De-Activation

eXalt provides an option for removal of registered users through several methods:

- **Manual De-Activation:** Users given write access to the Manage User module can remove registered users on a case by case basis.
- **Automated De-Activation:** Rules can be installed for de-activation including by using information from the Reporting Module. Examples include the time stamps of the dates the user last accessed the site or the level of usage by the user.

Tight Integration with Critical Partner Management Features

Manage User is tightly integrated with the eXalt Views, Internationalization and Logging modules to provide a complete platform for channel management. Pricing and SPIFFs can be managed for collections of users for each channel partner. Low usage partners can be quickly identified and removed from the system.

Session Timeout Controlled Per User

This timeout will automatically terminate an inactive session after the maximum duration has been reached. This insures security and minimizes performance loading on the system.

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Prerequisites

None

ABOUT EXALT SOLUTIONS

eXalt Solutions, Inc., is a market and technology leader in providing on-demand, Web-based services for solutions sales enabling suppliers of complex technical products and their channel partners to sell more product more profitably. The eXalt Powered Solutions Sales Platform (TM) incorporates a suite of modules tailored to the intricacies of the complex technical product sales/support process including Product Selection and Configuration, System Configuration, Design and Visualization, BOM Collaboration, Quote/Proposal Management and Product Support.

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