

The Virtual Salesroom

End to end legally compliant consumer sales solutions

With the virtual salesroom, T-Systems offers an all-in-one approach for businesses. This means that the entire sales process can be carried out online, including a legally binding eSignature in compliance with currently applicable DSGVO and IT security regulations.

Consultants and sellers hardly ever reach customers through traditional communication channels. Social media and speed of service are playing an increasingly important role and must be used sensibly and in compliance with the law by companies. Contemporary communication channels have a massive impact on Net Promoter Score (NPS) and customer satisfaction.

The communication and consulting takes place on site in the classic consulting situation which is usually time-consuming and expensive. Being tied to a fixed consulting location also makes it difficult for distance customers to take advantage of the best possible customer service. If officially imposed contact restrictions are then also introduced, it must also be possible to sign contracts digitally and not just on site or by post.

Benefits of the virtual salesroom are:

- **Easy integration:** Standard interfaces to Office365, Salesforce, etc., integrating services in individual systems possible via T-Systems.
- **Software-as-a-Service:** 100% browser-based (no software download required); co-browsing, screen sharing as well as 360-degree product demos possible.
- **Legally compliant electronic signature:** 100% data security and DSGVO / GDPR compliance as well as MiFID II for holistic digital sales in the New Work.
- **All communication channels in one flexible and customized solution:** WhatsApp, WeChat, Telegram, SMS, Facebook & Co, call history incl. digital archiving possible.
- **Short Time to Market:** Solution can be used immediately in a stand-alone variant.

Virtual salesroom enables customers and consultants to work on contract documents together and complete the purchase online. This allows them to create social proximity to close virtual sales deals end to end on a single platform without any hassles.

T-Systems value addition

- **Integration services:** Integrations or customizations in central systems such as Exchange, Salesforce, Office365 or SAP
- **Connection** of various archive systems
- **Optimization and transformation** such as human change management, webinars & trainings

Basic functions:

- Online Meeting (Video conference, Whiteboard, Consulting Workshops)
- Connectors (Integration of third-party software)
- Online Appointment
- API Access
- SMTP-Mail-Service
- Proprietary Domain
- Monthly Reporting
- Unique Landing Page





Add-Ons:

- Calendar synchronizations
- E-Signature
- Instant messaging
- Recordings
- Pro-trainings





The virtual salesroom for every situation

T-Systems offers the following standard packages which are suitable for numerous corporate situations. Customization of these packages is also available on request.

Bronze Package for basic operations

When to use?		Virtual consultation, discussion & sales, digitalization of the sales activities for increased efficiency; preferably for small enterprises
What is included?		<ul style="list-style-type: none"> • Basic functions included (refer to first page) • Included named user licenses: 25 • Maximum possible licenses: 100 • Language Support in German and English
What Support is provided?		Operating time: Monday to Friday, 9 am - 6 pm (email, telephone, video, text chat)
How much does it cost?		<ul style="list-style-type: none"> • Onetime: € 9,000 • Monthly : € 1,590

Gold Package with multilingual features

When to use?		Virtual consultation, discussion & sales, digitalization of the sales activities for increased efficiency; preferably for medium/large enterprises
What is included?		<ul style="list-style-type: none"> • Bronze Package included • Included Named User Licenses: 100 • Maximum possible licenses: 300 • Multilingualism Data centre in Germany • Add on Calendar Synchronization • Add on Academy & Help centre
What Support is provided?		Operating time: Monday to Friday, 9 am - 6 pm (email, telephone, video, text chat)
How much does it cost?		<ul style="list-style-type: none"> • Onetime: € 12,000 • Monthly: € 5,790

Information & Conditions

- Termination: Contract is automatically renewed every 12 months (annual billing), notice period 3 months
- This offer is only valid for business customers of T-Systems International GmbH. All prices are net prices quoted exclusive of VAT at the applicable rate
- This document is for information purpose only and does not constitute a binding offer. If you are interested, we will be happy to send you the relevant contract documents. These also list the exact contents of the service and the specific conditions
- Rights of use of the license partners "The corresponding license, support and warranty conditions apply, details will be provided with the contract documents"

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