



See your business grow with spreadsheets on workflow.

Itensil's Spreadsheets on Workflow team collaboration SaaS provides a powerful competitive advantage to consultants, VARs, system developers and web communities that serve knowledge-intensive markets.

- ✓ Convert spreadsheet-based intellectual property into market-ready SaaS applications.
- ✓ Extend your business model; add new services with continuing revenue.
- ✓ Provide your customers immediate bottom line results with no investment or risk.

Use Spreadsheets on Workflow to unlock huge, untapped markets. Provide productivity solutions for the vast number of recurring team activities that are too niched or too flexible for conventional business process management. Spreadsheets on Workflow works with familiar Excel spreadsheets, giving your customers the advantages of SaaS without the upfront costs, implementation and training delays, and risk normally associated with technology adoption.

Spreadsheets on Workflow features for team collaboration.

- ✓ Sequencing. Deliver ready-to-use spreadsheets and related documents to assigned team members, on the web. Reduce start up time and error rates by providing project-specific best practices, guidelines, and tools in project context.
- ✓ Version control. Maintain current versions of working documents, eliminating manual reconciliation of spreadsheet versions from various email chains or shared folders.
- ✓ Real time visibility. Display schedules, assignments, work in progress and status of individual projects, eliminating status meetings and email queries on progress.
- ✓ Exception handling. Communicate changes to process, scope, instructions, schedules and team assignments as they occur. Keep everyone on the same page with current tools and documents.
- ✓ Error detection / correction. Detect errors at the source with approval verification steps in workflow. Templated spreadsheets limit error propagation.
- ✓ Dynamic sequencing. Select workflow path based on spreadsheet cell values to ensure correct routing and compliance with policies, standards and regulations.

Solution value chains provide more partner opportunities.

- v Because business function expertise may reside with the customer or with domain experts of varying technology interest and capability, Itensil's Solution Partner program creates flexible value chains that match customer needs with partner capabilities.
- v The table below shows, from left to right, Solution Partner levels by increasing contribution to the whole product solution. VARs and OEMs are familiar channels. Affiliates are web communities that create awareness and sales referrals from their membership of buyers, sellers and advisors. Consultants deliver their expertise in an SaaS on demand solution, without the burden of product and technology management.
- v Itensil's full range of support services for partners includes hosting, application development, training, support, branding, interactive Opportunity Analyzer tool and market awareness of our partners' knowledge work productivity and business innovation solutions.

Level	Coach	Affiliate	Consultant	VAR	OEM
	Training and support	Web community*	Domain expertise	Resell package solution	Customized technology
Owns customer	Itensil	Itensil	Both**	VAR	OEM
ROI sales tools	R			R	
Use demos	R	R	R	R	
Build own demo				R	R
Product support	R	R		R	R
Product training	R	R	R	R	R
Certification	R	R		R	
Sales support	R	R	R	R	
Marcom support		R	R	R	
Webinars/Events		R	R	R	
Mutual web links	R	R	R	R	R
Branding			R	R	R
Customization					R
Leads/referrals	R	R	R	R	R

R services provided by Itensil *Lead referrals to Itensil, Consultant or VAR. **Consultant provides support and services, Itensil delivers solution. See product demo: www.itensil.com/demo.html