BRAINSHARK
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August 15, 2016
Product Release Notes

NEW

Sales Accelerator 4.13

Default Sort Order Configuration

This release includes a feature that allows customers to customize the order in which content in context appears in the Sales Accelerator. Customers can now configure a default sort order, by column and direction (ascending or descending), for each Sales Accelerator page and tab. They can choose to sort by Title, Author, Average Rating, Comments, or Date Modified, which remains the system default. This feature may be used ensure that sellers can easily find the most relevant content for each selling situation or listed in a specific sequence.

For instance, a customer could configure the "Search" tab in the "Opportunities" page to display content ordered by presentation title, ascending. Separately, they could configure the "Share" tab in the "Contacts" page to display content ordered by author, descending. Customers can also set the maximum number of results they want to display for each tab and page. As always, end users can re-sort or change the direction of the results as they see fit, but the default sort order is applied each time they refresh the page.

Brainshark for Outlook Support

Sales Accelerator 4.13 is the minimum version that supports Brainshark for Outlook. This release includes REST endpoints that will enable the Brainshark for Outlook Add-in to be used with Salesforce.com. These endpoints enable authentication of Outlook users and retrieval of Sales Accelerator configuration and content within Brainshark for Outlook. This capability does not impact or enhance existing Sales Accelerator functionality.

FIXED

The following issues were addressed in this release:

In some cases, duplicate Brainshark settings are automatically created in the Sales Accelerator setup process. This is due to incorrect naming of the original field's attributes. This fix restores the correct naming logic and thus eliminates the risk of duplicate settings.

In the Search Setting Configurator, the Preview results don't always match what is shown in the pagelets. This is because the Preview function does not honor Search Terms. This fix adds Search Terms to the searches generated by the field mappings, and, if there are no field mappings, adds the search terms as their own search.