

BRAINSHARK

Power your content. Power your sales.™

November 11th 2015
Product Release Notes

NEW

Sales Accelerator

Commenting and Rating

Reps now have the ability to provide comments and ratings on each piece of approved content within the Sales Accelerator tabs. This allows reps to easily find content that is more likely to succeed with their customers and prospects based on the input of their peers. Please note that the comments and rating feature must be enabled in your Brainshark account in order to allow commenting and rating on Sales Accelerator tabs in Salesforce.

'Content to Prepare' Reports

These reports provide insight into what reps are watching inside of Salesforce so that managers have a better sense of what materials their reps are using to educate themselves and prepare to have better conversations. The reports will also indicate from where the content was viewed (i.e. chatter, or a content tab name).

Auto Create Users

In an effort to support more seamless user management, we are introducing an auto-create feature in the Sales Accelerator. If enabled, a user that does not yet have a Brainshark account will be able to access content and have their Brainshark user provisioned automatically. This will be done in such a way that their Salesforce profile type can be tied to a Brainshark self-registration profile.

Hide Columns in Content Tabs

Through configuration, customers are able to dictate which columns they wish to include on their Brainshark content tab results. The available columns will be what we display today plus new rating and comment columns. Over time we can expand on this to make more available and further provide end users with the ability to dictate what columns they would like to see.