



Equipment Manufacturer Sales

Large maker of construction and mining equipment, diesel and natural gas engines, and industrial gas turbines. In partnership with a worldwide dealer network, this company delivers products, services and technologies in three principal lines of business: Machinery, Engines and Financial Products.

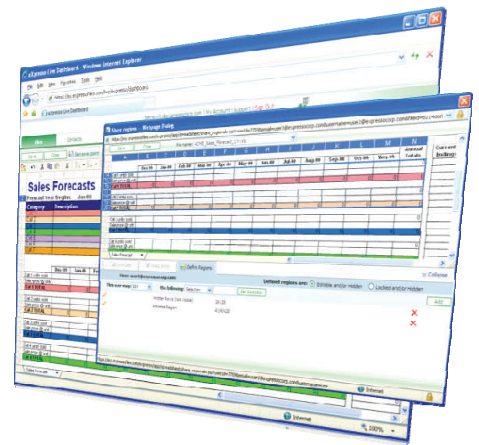
This company uses eXpresso to enable dealers to edit the same shared spreadsheet without allowing the dealers to see each other's information.

Challenges:

- The sales team needs to gather a monthly forecast from each dealer that includes the forecast for each model.
- Dealers must not see the forecast of other dealers.
- Find a cost effective solution that is simple enough for all dealers to use.

Solution:

- Invite dealers to edit a shared Excel® spreadsheet, since all dealers are capable of using Excel.
- Limit what each dealer can see in the spreadsheet by hiding information with eXpresso's advanced sharing features.
- Setup alerts to receive email notifications when dealers update their information.



Summary:

- Before eXpresso, this information had to be gathered one at a time from each dealer and consolidated into a group report.
- The team has looked for online solutions to this issue, but could not find anything that let them use one document, but still keep each dealer's information private.
- Not only does eXpresso coordinate the editing and display of this file, it provides additional features to support the entire collaboration process.

"I can't tell you how many files were involved in this process before we elected to use eXpresso. Now we are able to consolidate all of our information into one file. It's amazing! I really can't believe how we used to do it."

- Manager

About eXpresso

eXpresso enables Microsoft® Office users to view and edit documents, presentations, and spreadsheets in the cloud with other people at the same time. With eXpresso's patent pending, real-time file collaboration, users can see each other's saved changes immediately and control how others access a file by setting editing limitations or hiding specific file elements (e.g. cell columns, worksheets, slides, etc.). eXpresso has been recognized as PC World's 25 Most Innovative Products and by InfoWorld's 2008 Technology of the Year awards. The privately-owned company is headquartered in Palo Alto, California.