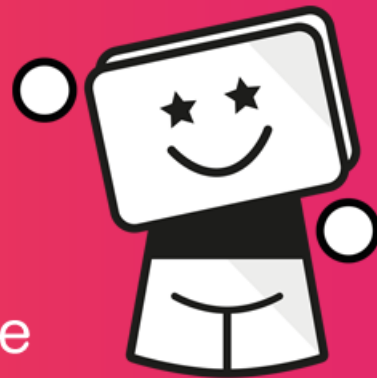


"Thanks to deskMate, we were able to make our software sales process easier, faster and cheaper. In addition, we now have an ideal environment for customer acceptance tests."  
"

deskMate  
POWERED BY KIVITO



Cloud WorkSpaces made simple

### More efficient and professional - with Kivito deskMate

Our customer is one of the leading German manufacturers of business software. Since 1982, the company has been developing and selling industry-neutral, system-tested applications for order processing, financial accounting and payroll.

More than 22,000 customers in the DACH region rely on the experience and products of our customer and pay more than 1,500,000 wages per month.

### Demonstration of native software:

Software distribution has to be lean and efficient. Software demonstrations with potential customers are indispensable. A "I'll show it to you" on the phone, or in conversation, involves the customer and is immensely more meaningful than a mere description.

The possibility to grant the customer immediate direct access via browser makes a demonstration not only faster, but also much less complicated than before. The flow of conversation and substantive photos are preserved.

Software distribution can also be subject to fluctuations - additional sales campaigns such as trade fairs and events or even a temporary increase in sales personnel by external agencies.

This increases the demand for available demo installations, which ideally can be flexibly added and deducted.

Previous solutions are sometimes very complex in application and administration and can not be flexibly scaled.



## CHALLENGES

- Native software should also be demonstrated online via mobile devices, without the need to install software or components.
- Solution should be simpler and cheaper than common terminal servers or screen-sharing solutions.
- Billing via monthly variable costs instead of fixed costs.
- Live demos should also be available to interested parties without interaction from the sales staff ("self-service").
- Demo environment should be separate from remaining IT resources and automatically resume the source configuration after the demo.

## SOLUTION

- Access at any time via HTML5 browser. Without previous installation on the terminals.
- Monthly billed service from a German, highly secure data center with monthly notice periods.
- Provision of the demo environment as part of a website.
- Non-Persistent Desktops Pools with preinstalled test environments are set up in the deskMate data center.
- After demos, images are automatically reset to their original state.

## ADVANTAGES

- The same, predefined test environments for each demo.
- Via website or sending links, demos also possible without employee interaction.
- Fast and uncomplicated demonstration, as no installation of software on customer side is necessary.
- Flexible subscriptions and withdrawals of desktops with variable monthly billing. Ideal also for trade fairs or customer events.
- Also customer-specific test and acceptance environments possible.

## About deskMate:

deskMate is a trademark of Kivito GmbH.

deskMate is based on the trueDaaS technology, a cloud generation software developed in Germany of the newest generation. The technology enables the use of any software - independent of the underlying operating system - on a virtual desktop. With deskMate, the company also offers desktop-as-a-service (DaaS) "made in Germany" for small and medium-sized companies. The processing of the data takes place exclusively in German data centers with the highest security standards.

In 2014, the trueDaaS technology was recognized by the Experton Group as a rising star in the cloud desktop sector. In September 2016, deskMate was confirmed by Forrester Research as one of the world's leading cloud workspace technologies.

More information and a free trial at [www.deskmate.cloud](http://www.deskmate.cloud)

More information about the company  
Kivito GmbH: [www.kivito.com](http://www.kivito.com)