SoftwareDEMO — the cloud-based sales platform

Cloud services have reached the companies' daily grind by providing platforms for administration or data exchange. DT Netsolution GmbH follows that trend for cloud-based business solutions: SoftwareDEMO gives software companies a possibility to present their products in the cloud and make their customers test them under realistic conditions.

Software companies often face big challenges: Their products are well-programmed and provide superb business solutions — however, customers do not know about it. Software sales is a tough job because customers have to be convinced of the product.

This is why DT Netsolution developed SoftwareDEMO. The cloud-based sales platform is designed to absorb two difficulties of conventional sales: On the one hand the customer's efforts for testing the product are reduced to almost zero. On the other hand the sales department can evaluate software tests to rank the customer in financial quality and expected conclusion of sale.

The basic functionality of SoftwareDEMO is quite easy to explain: The company's sales manager in his role of the administrator can setup a virtual desktop. On this desktop, software is installed and can be executed like on a local desktop. This desktop, the so-called master is hosted on a SoftwareDEMO server. Customers can be seen as clients. They are given access to individual clones of the master. As soon as a client logs in, he gets access to a new copy of the master. The user now has a fully operational virtual desktop on his screen from which he can use all the programms which the software developer placed on his master. Thereby the client does not have to install anything. Access to all applications is provided by the web browser. This means that the whole software test takes place in the SoftwareDEMO cloud.

With its comprehensive monitoring tools, SoftwareDEMO provides specific data about the client's testing behaviour to the administrator. Even video recording is available. The administrator is also able to access the client's virtual desktop for direct presentation or support while testing.

By now, more than 60 customers from several industries all over the world trust in SoftwareDEMO.

About DT Netsolution: For more than fifteen years, DT Netsolution has been a qualified and reliable partner for implementing IT solutions. Our excellences are virtualisation and consolidation of servers and allocation of IT infrastructure. This long-year experience is the basis for our software engineers to develop products like SoftwareDEMO. One the one hand SoftwareDEMO adopts easily to the fast changing challenges of modern workflow. On the other hand it is designed to fit the needs and demands of our customers.