Perenso

Cloud Show

SELL BETTER. Anything. Anytime. Anywhere.

Our virtual philosophy

We believe a virtual trade show experience can and should represent the aspects of a trade show held in a physical environment as closely as possible,

In this way, a virtual show can be either a complement to, or replacement for, a physical show; enabling flexibility of channels to market to improve sales and reduce risk.

The impact of going virtual

Provide a real risk mitigation tool for physical shows

Reach a larger audience

Offer the same sophisticated commerce transactions as you would at a physical show

Identify future sales opportunities

Increase product awareness within customer base

Attract and retain revenue that might otherwise be lost

Reduce post-show administration burden

Provide an excellent customer experience

Reduce burden on vendors

Evaluate show success

Feature summary

Registration

Lobby

Vendor booths

Vendor portal

Products

Deals

Search

Conversations

Ordering

Negotiation

Summit

Reports

Support

Registration

Attendee and vendor registration can be embedded on any website and is a simple sign up process.

Each attendee and vendor will receive a unique login.

Lobby

Replicate the feel of a physical show with a customizable 'lobby' entrance to your show site.

Showcase ads from vendors or sponsors and include a welcome video.
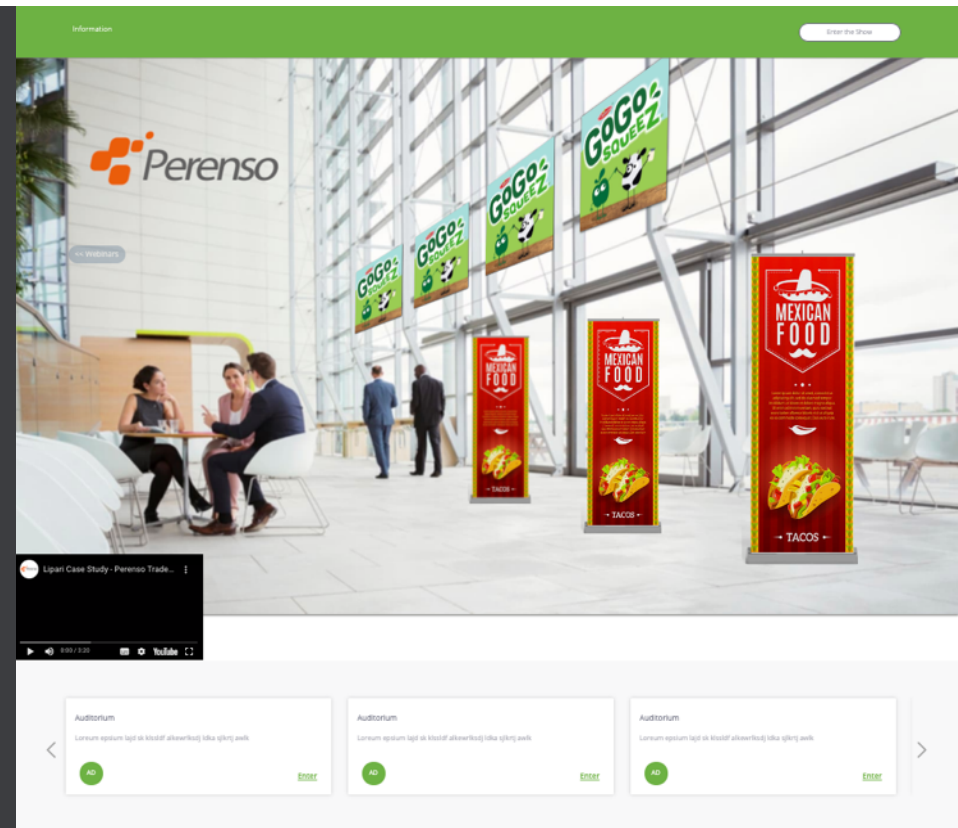
Vendor booth

Each vendor has a brandable virtual booth which showcases their company information, promotional content, deals and products.

Attendees can view all vendors at a show.

Vendor portal

Vendors have access to a portal where they can manage their booth setup, products and conversations with customers.

Vendor booth setup

Using the vendor portal, the vendor booth setup is a simple process enabling vendors to add a branded banner, logo, company description and promotional content.

Vendor product setup

The vendor portal enables vendors to upload products and related details either individually or via bulk upload. Related content can be linked to product records.

Products

Attendees can view all products available at a show.

Products are displayed with an image, description and category.

Product views

Products can also be viewed in a table style format.

Deals

Attendees can view all deals available at a show.

Attendee search

Attendees can search by product, vendor or deal and apply a range of filters to narrow their search including categories, brands and deal types.

Attendee conversations

Attendees can request a chat with a vendor if they have any questions when they are visiting a vendor's booth.

Attendee ordering

An attendee can select the detailed view of a product.

From here they can see pricing, deals and allowances and order the item.

Attendee negotiation

Once the attendee has drafted their order, they can hand over control of the order to the vendor for review and negotiation.

Once completed, the vendor can return control to the attendee.

Attendee checkout

Cart Summary

Sort by: ● Customer ○ Product

Show: ● All ○ Ordered only ○ Lead Only

Total Order: **90 Cases, 297 Pounds** • Points: **168** • Free Stock: **42 units** • Cash Back: **€125.00**

There are unsaved items in your cart. To update and confirm your order, press **Submit Order.**

| ↗ Expand All | ↖ Collapse All | | Free Stock (3 of 12 Selected) | Accept All Orders | Submit Order |

> **A Vendor**	Last changed by the vendor	Revert Control to Vendor	Accept Order
> **B Vendor**	You have accepted this order	Revert Control to Vendor	Accepted 🔒
> **C Vendor**	Vendor has control of your order	Revoke Vendors Control	Accept Order

Submit Order

The final checkout page provides a summary of all orders placed at the show.

Summit

Hold seminars, training or networking activities in breakout rooms to complement your show using webinar style technology.

Reports

View attendee ordering reports, vendor sales reports and post-show performance reports.

You can customize attendee and vendor reports pre-show.

Support

Dedicated Perenso team members will be present throughout your show and are easily contactable using the 'request help' button.

We also provide pre and post-show support via phone or email.

Built through understanding.
Delivered as promised.
Supported with care.

Perenso.com