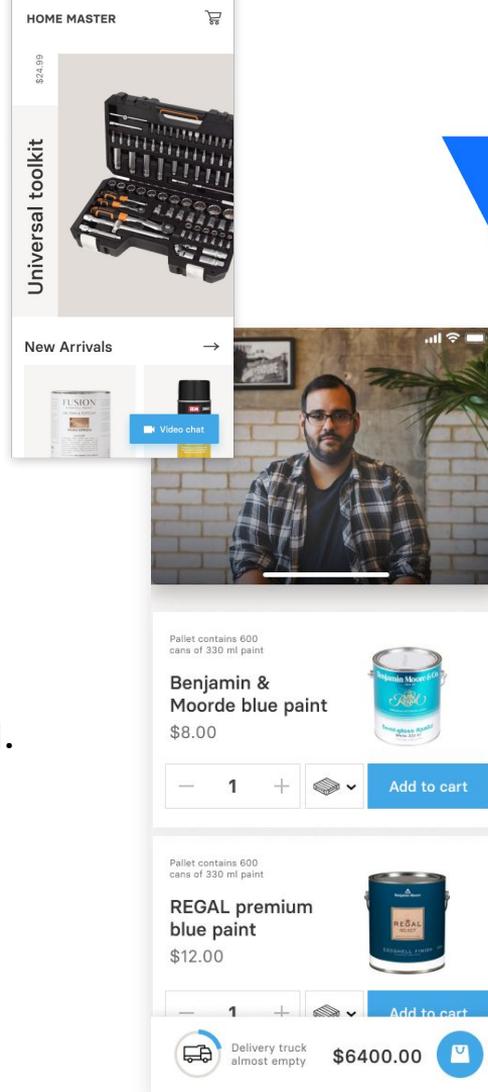




Sales Meeting Hub.

Begin the digitalization of your B2B offer, establish relations, and sell in video meeting.

An eCommerce solution by Divante Innovation Lab





Meet your clients
on-line. Show them
products, discuss
prices, and complete
orders.

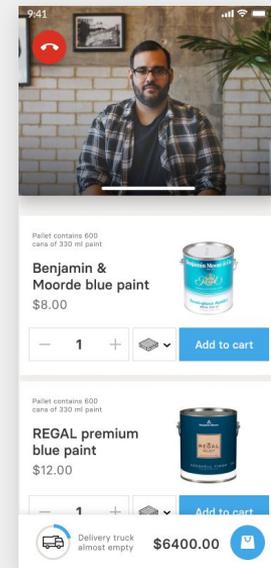
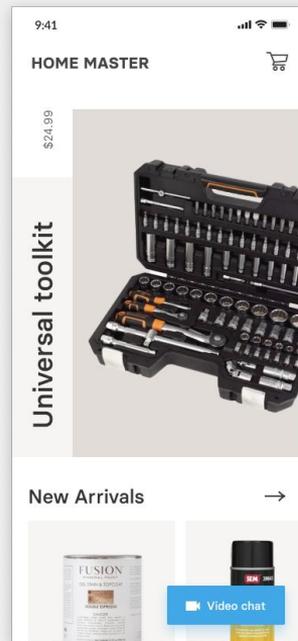
Try the Sales Meeting Hub →





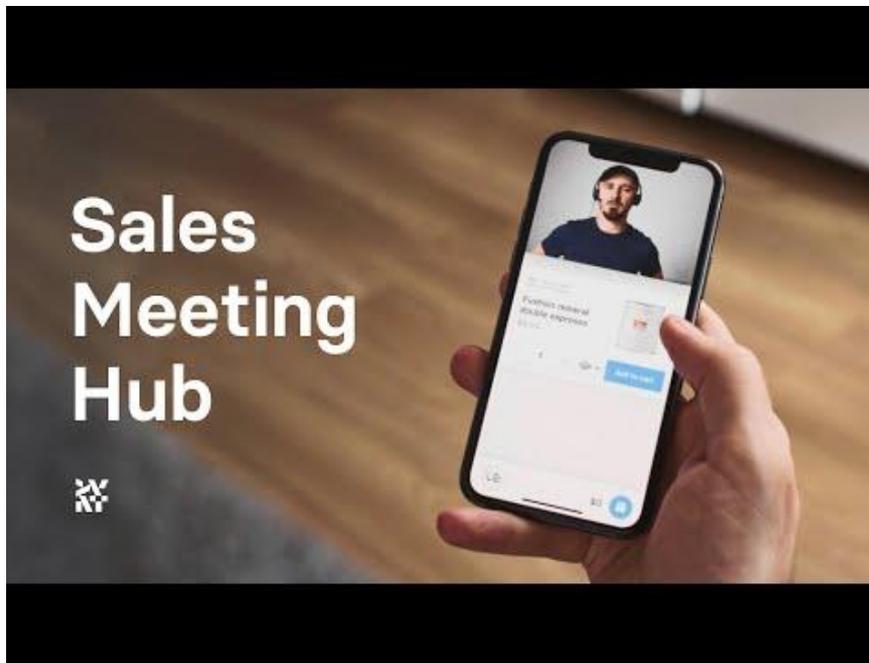
Sales Meeting Hub is a complex system supporting sales that lets you reconnect with your customers and drive active sales processes via online chat linked to complete eCommerce features.

Sales Meeting Hub easily integrates with any B2B system.





Discover the Sales Meeting Hub in action:



[Watch the movie →](#)



About the solution

How does it work?

Sales Meeting Hub creates a very natural process that emulates a face-to-face sales conversation in which the client and sales representative meet on a virtual call. The sales representative presents a digital version of the product catalog and collects orders from the client.

Online site

User requests a video-call and, in return, receives a personal invitation, via text message or email, from a sales rep.

The video-chat can be also initiated directly by the sales representative.



Sales Meeting Hub

A client enters a video-call, starts a conversation with a sales representative, and sees products as they talk.

Orders can be confirmed and delivery details set.



Order service

Client receives confirmation of the new order via email or text message.

Order is sent to the ERP system.



About the solution

Benefits of Sales Meeting Hub



Human to human

Build closer connections with your partners and clients than you would by phone or email.



New sales channel

Use a new opportunity to show and suggest products despite remote contact.



Clear shopping process

Add items to the cart during the video-chat. Modify orders and confirm them live with the client.



Easy to onboard

There is no need to change internal structures and assign new roles in the organization



Transition tool

Deliver a new level of customer experience. Start adjusting your clients to your digital solution, so it can be a start to full B2B platform onboarding.



Cross and upselling

Propose new products and upgrades in a more subtle manner as you talk freely with your customer.



Connect it with API

Integrate Sales Meeting Hub with any solutions and infrastructure used in your business thanks to its API-based construction.



Marketing automation

Connect Sales Meeting Hub with your Marketing Automation system.



About the solution

More potential uses

Selling products via video-chat is just the standard feature of Sales Meeting Hub (SMH). There are many more powerful ways of using it:

Knowledge hub

Use it to meet with your sales team and share knowledge about your [offer, seasonal changes, and other elements of your sales strategy](#). Keep recordings and knowledge materials directly in SMH and make them available your experts at any time.

Webinars

Add more guests to the conversation and Sales Meeting Hub can serve as a perfect [tool to organize webinars and new product presentations](#).

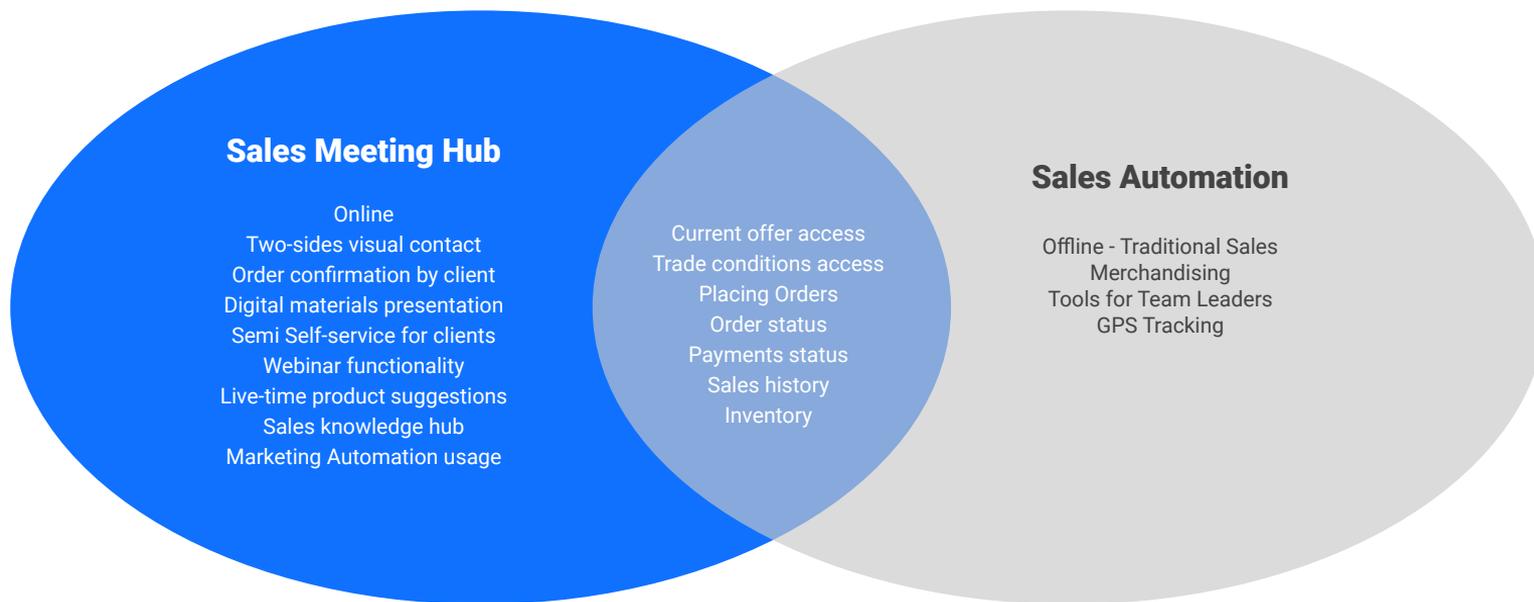
Marketing automation

Segment your clients to create more [personalized marketing offers](#) based on gathered insights from SMH analytics. Use discount codes as a tool.



About the solution

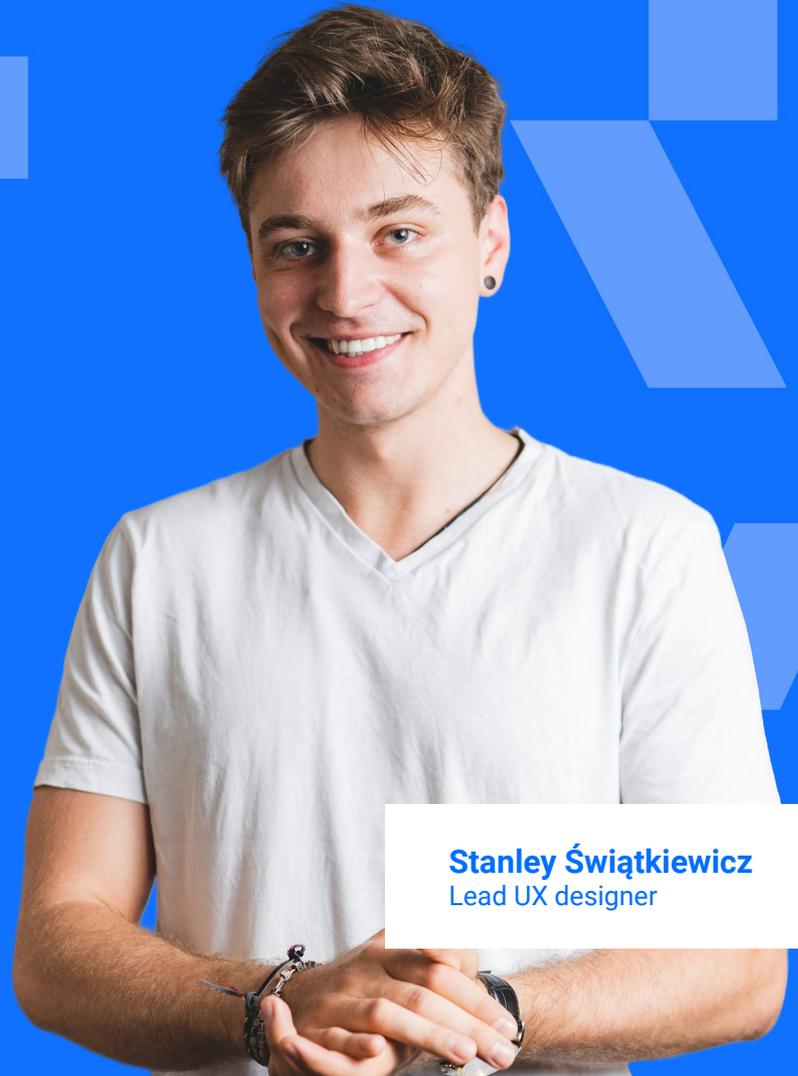
Synergy with Sales Automation.





How does it work?

User flow in the Sales Meeting Hub.

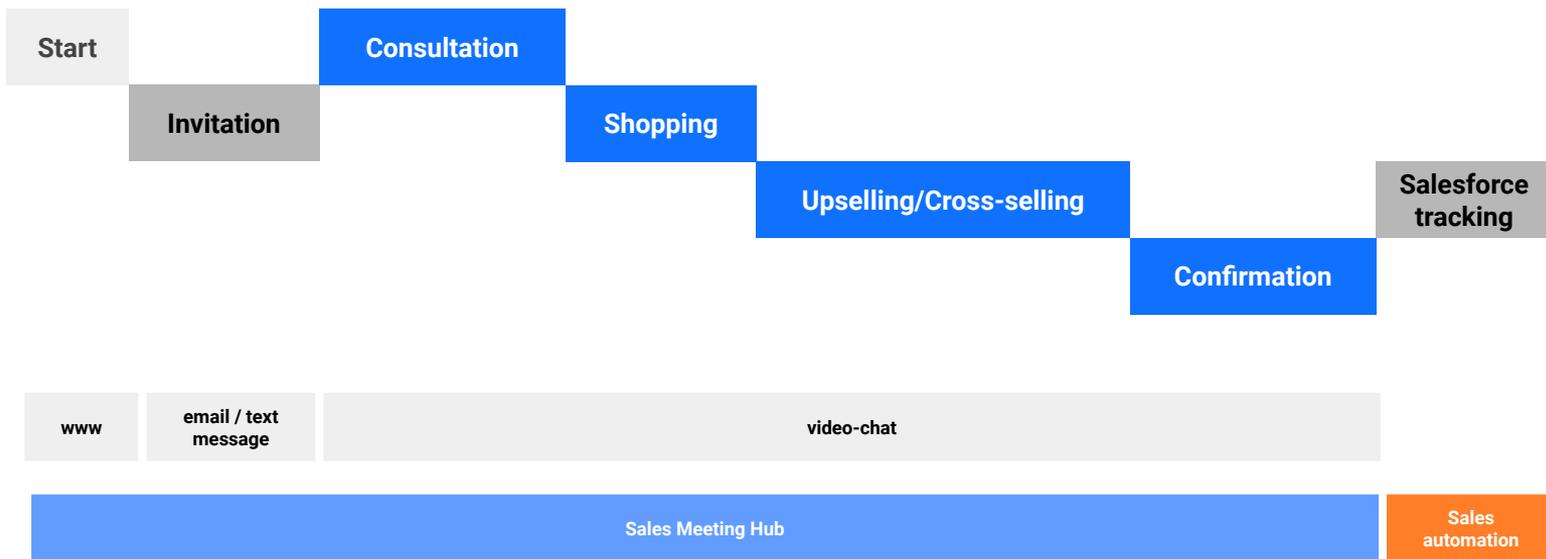


Stanley Świątkiewicz
Lead UX designer



How does it work?

Basic user flow.





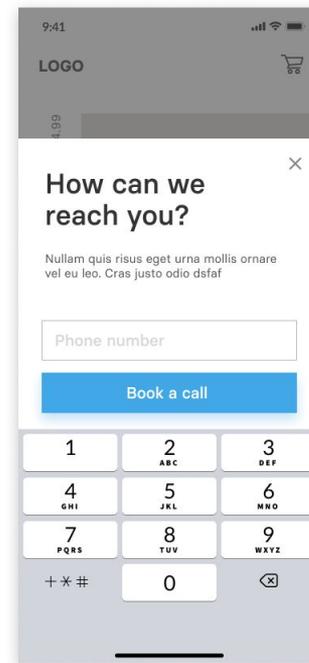
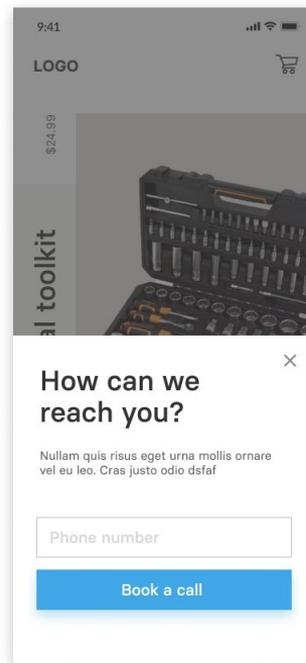
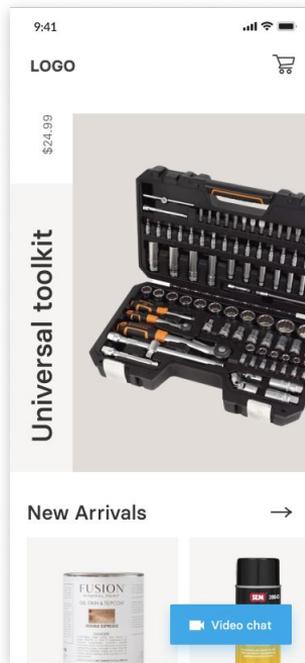
How does it work?

Start.

Propose a video-call to all users visiting your webpage or online store. Attract them with a clear invitation and easy-to-start booking system.

Sales Meeting Hub functionalities:

- Booking widget on webpage
- Booking system (for users)
- Invitation system (for sales)





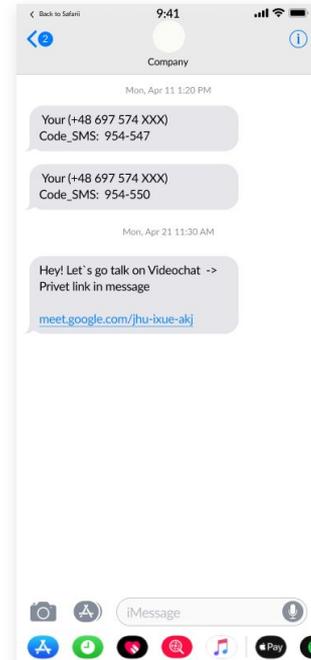
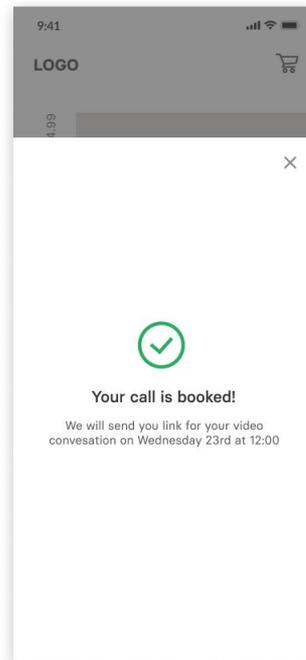
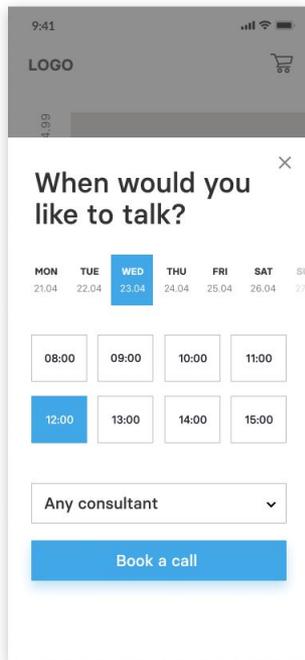
How does it work?

Invitation.

Let your client-to-be pick the most convenient time for a call and make a booking. Confirm it with a text message or email.

Sales Meeting Hub functionalities:

- Booking system
- Email/SMS notifications
- Synchronization with sales calendar
- Sales assigning system
- Cancel/rebook options





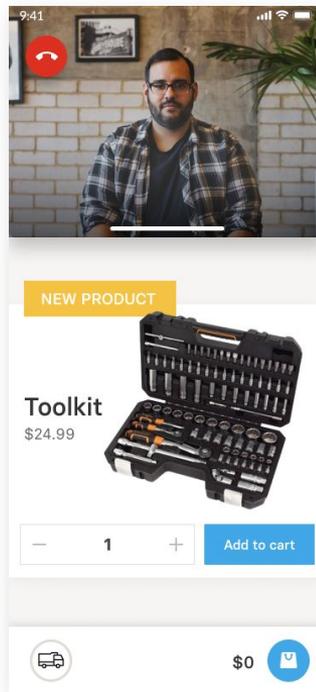
How does it work?

Consultation.

Begin your video chat. Establish two-way visual contact, present products, and suggest solutions in real time. Let your client discover products as you talk.

Sales Meeting Hub functionalities:

- Live video-chat
- Preview product pages in chat
- Present movies in a video window
- Suggest products on the welcome screen based on Marketing Automation data (additional advertising space)
- Process the checkout in chat (payment, order statuses, etc.)
- Check inventory





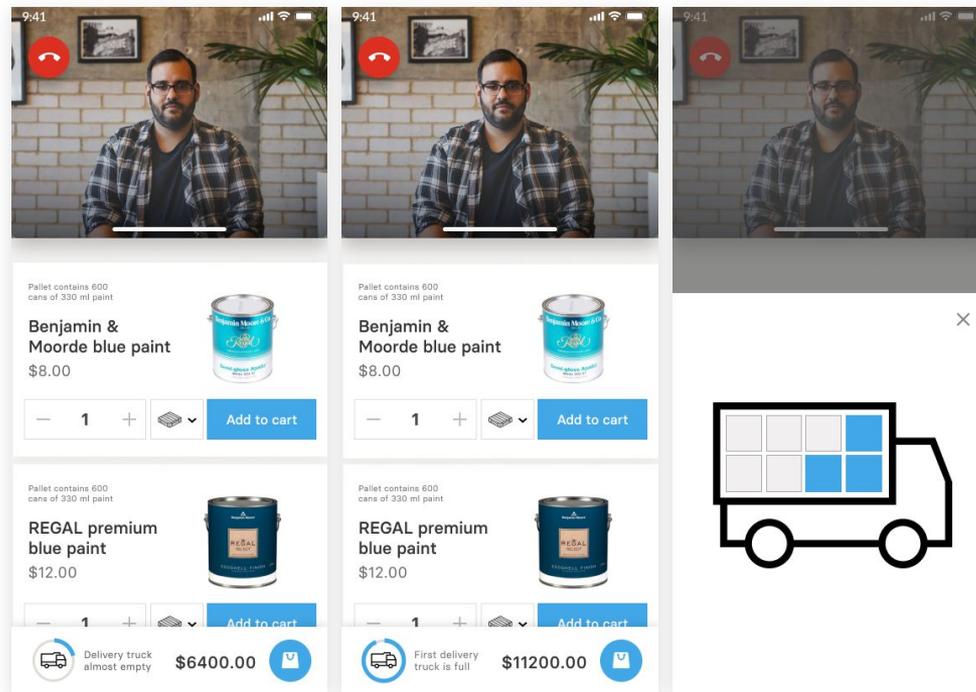
How does it work?

Shopping.

While you talk, add product to the cart with the client. Discuss quantities and prices and check availability of the products and the best shipping options.

Sales Meeting Hub functionalities:

- Joint cart filling
- Cart edition (change quantities, replace products)
- Checkout process in chat (payment, order statuses, etc.)
- Inventory & logistic terms check-up





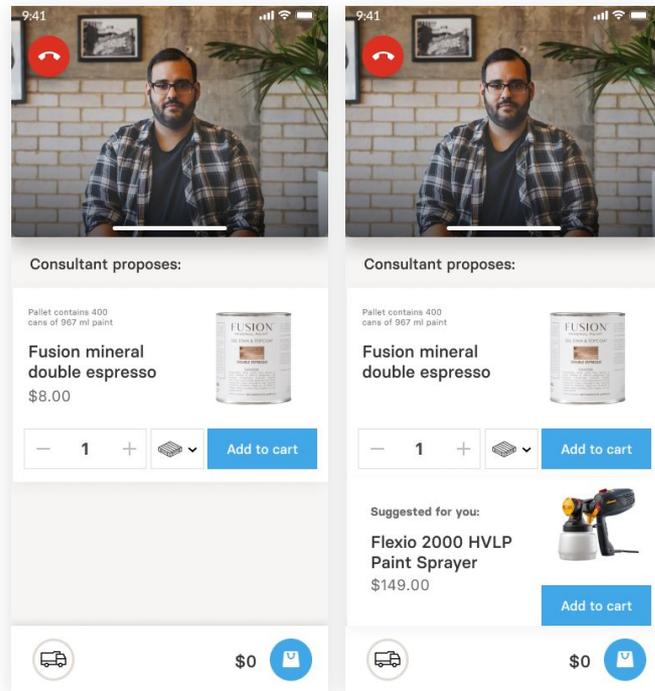
How does it work?

Cross-selling and upselling.

Whenever you see the chance, propose replacements, upgrades, and complementary offers. Adjust them to your client with knowledge gained from the previous orders. Close the deal when your client is ready.

Sales Meeting Hub functionalities:

- Upsell and cross-sell suggestions (Marketing Auto)
- Suggestions based on order history





How does it work?

Track sales activities.

Thanks to integration with Sales Automation, all activities done in Sales Meeting Hub can be tracked there.





Technology overview

See how Sales Meeting Hub connects with your infrastructure

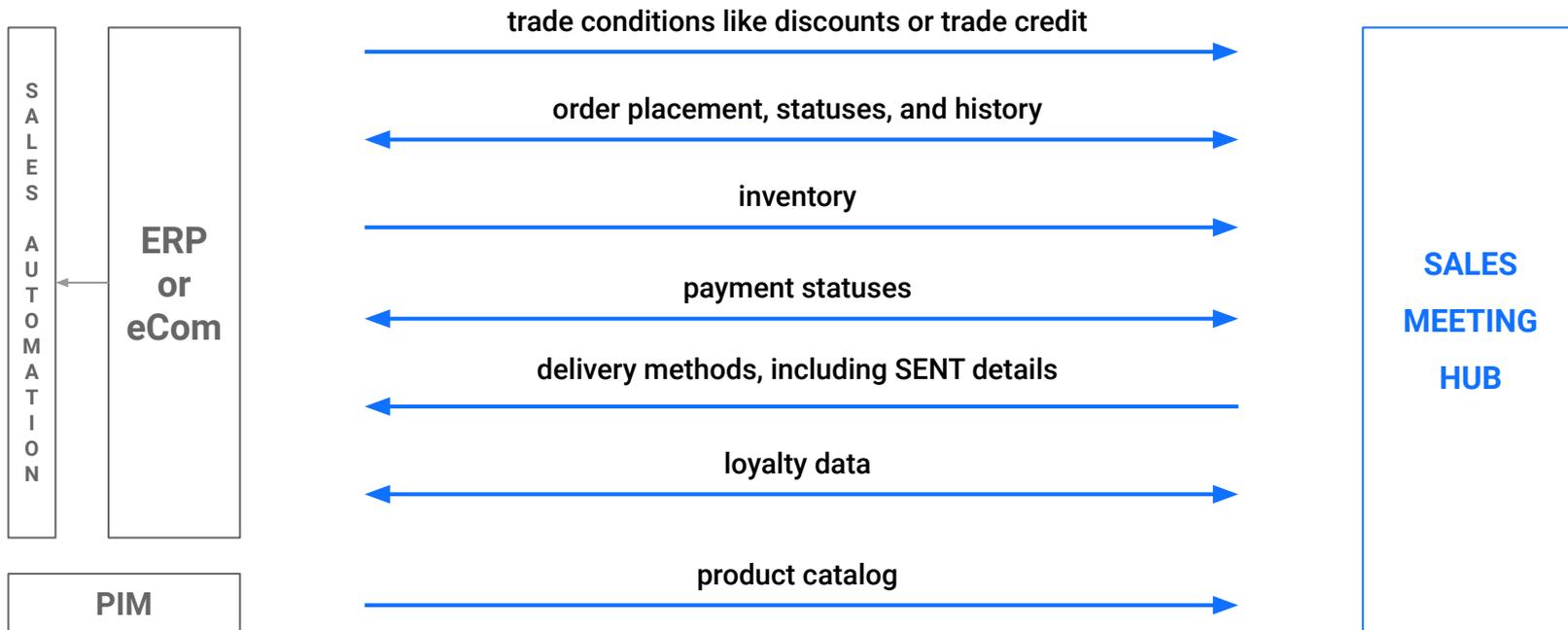


Kuba Mikołajczyk
Sales Meeting Hub Architect



Technology overview

Architecture landscape.



integration can be real-time or in intervals



Technology overview

IT architecture.

Sales Meeting Hub

Mobile & desktop frontend app

Amazon Chime video-chat

Text messaging

e-Mail

Catalog presentation

Checkout

Product import

Customer data

Orders export

Sales Automation or CRM

PIM

ERP

E-COMMERCE

Technology overview

Customizations.

Sales Meeting Hub is also an excellent base on which to set up a custom functionalities.

Its flexible structure allows it to be easily expanded with additional features, configurations, and layouts adjusted to your brand. Many of them can be implemented in a short period of time thanks to a headless approach and a modern technology stack.





Available options

Boost Sales Meeting Hub with alternative solutions.



Watch the movie →

ONEBOT

AI-powered call center assistant.

[Learn more](#)



Watch the movie →

PIMSTAR

AR module for PIMs.

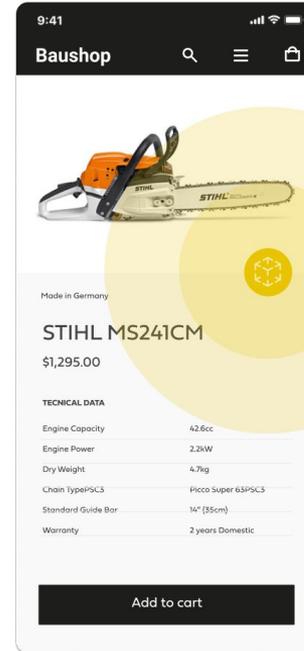
[Learn more](#)

Divante Innovation Lab.

DVNT is the laboratory of innovations powered by Divante's most creative, skilled, and bold eCommerce experts. It's the environment for the discovery, design, and development of breakthrough eCommerce products.

It is based on the experiences and values developed in Divante during the creation of our own products and solutions for global leaders like Bosch, SAP, and Staples.

Learn more →



Begin your
AR experience!





Divante empowering eCommerce

A global eCommerce solutions and thought leader. At Divante, we are open source evangelists. Our 250+ experts have delivered over 1000 projects for global companies—building high-functioning MVPs and integrating the technologies of tomorrow.

ALDO



100+

clients
globally

11+

years on
the market

1000+

projects
delivered

250+

team
members



Empower your B2B with world-class solutions.

Let's talk!

Alex Uchto

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