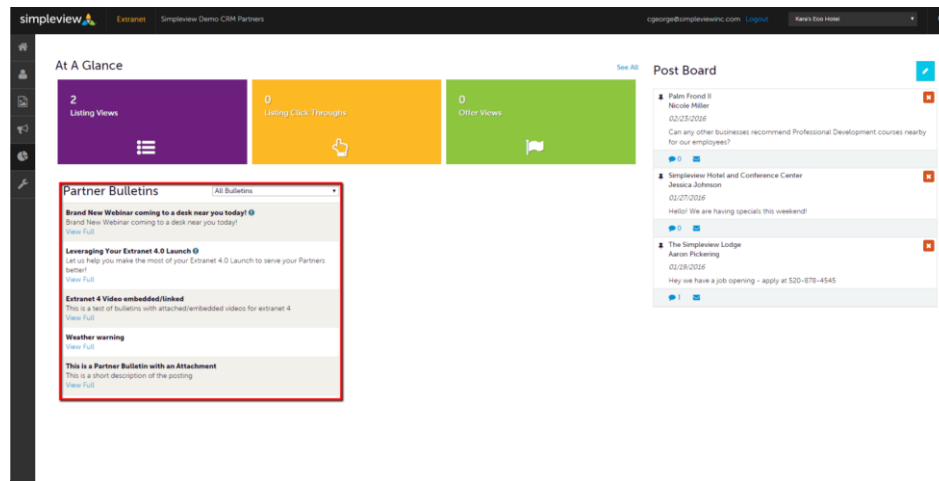


# What is the Extranet?

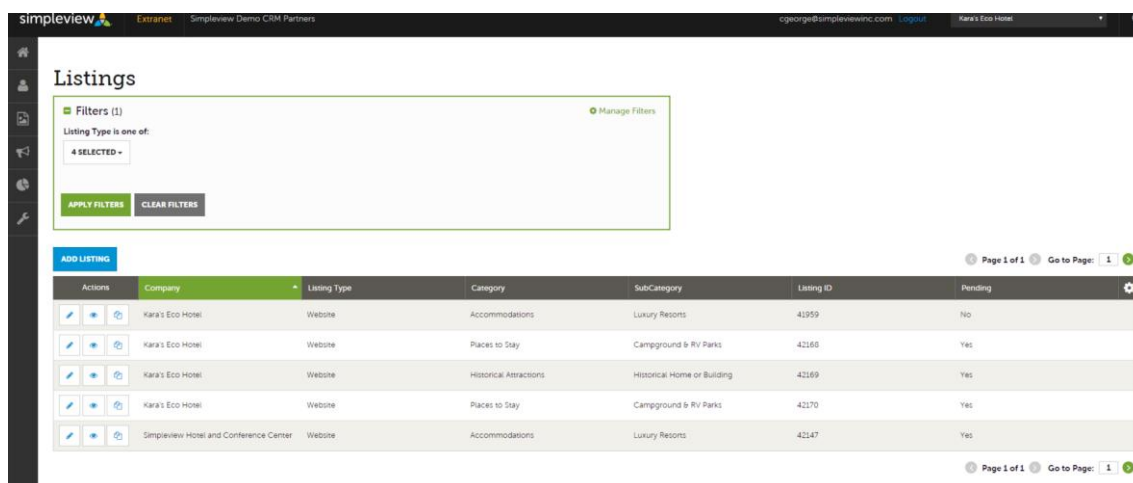
**It is a password protected area where your local businesses can log in and do a number of things...**

- Partner Bulletins – Use the Extranet to post important messages & documents where your partners can find them. This means no more lost or unread emails. *Short video-clip example:*

<http://screencast.com/t/rN4zdDx23Tm>



- Update Member Record – It is important that your destination is notified when there has been a change of staff. Your business partners have the power to make sure you have the information to contact the right people for the right item/task. *Short video-clip example:* <http://screencast.com/t/MydGpbVMrw5n>
- Listings – Take some of the time/labor intensive processes and make them easier for your staff and your partners by allowing business partners to update their listing information (visitor guide, website, etc.) and then have designated staff within the DMO responsible for approving/denying the updated listing changes.



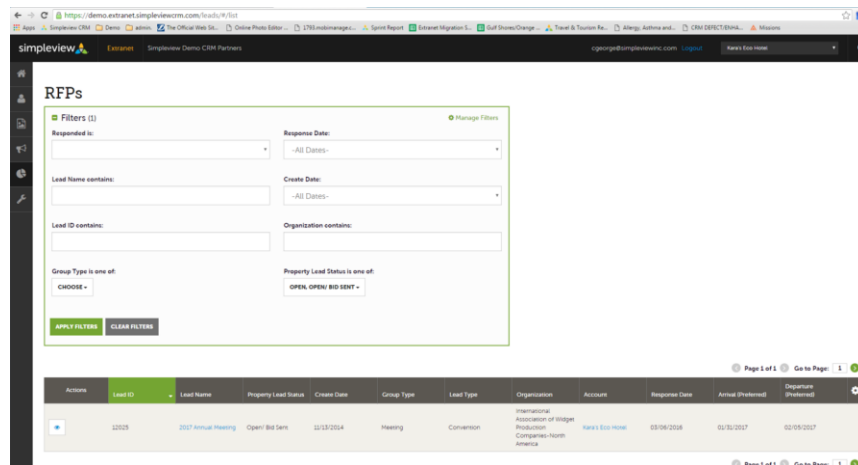
- Website Listings – allow your partners to update their web content as they see fit (listing verbiage, listing photos, coupons, etc). Empower them to add in seasonal special & holiday menus – which can help with their listing hits and with your web statistics. *Short video-clip example:*

<http://screencast.com/t/nZkgx6amXU6>

# What is the Extranet?

**It is a password protected area where your local businesses can log in and do a number of things...**

- Listings (Continued)
  - Visitor Guide (print) Listings – use CRM to blast out notifications guiding partners to the Extranet to review/update their content before going to print. Then continue using CRM to blast out notification to those who haven't.
    - 1. Blast emails out through CRM asking partners to review/update
    - 2. Wait a few weeks, then use CRM to blast an email out to those who have not yet reviewed/updated
    - 3. Repeat step 2 a few times
    - 4. When you are nearing the deadline, SV can provide a list of partners who have not logged in to review
    - 5. Reach out to those partners directly via phone/print – track those communications as Traces
- Lead/Service Requests – Using the Extranet to pass leads on to business partners means a guaranteed delivery of all requests and a guaranteed receipt of all responses. *Short video-clip example:*  
<http://screencast.com/t/atVjA7WcFthh>
  - Sales Lead Catcher – this role makes this even easier for larger properties.



**RFPs**

Filters (1)

Responded to: [All Dates]

Lead Name contains: [All Dates]

Lead ID contains: [All Dates]

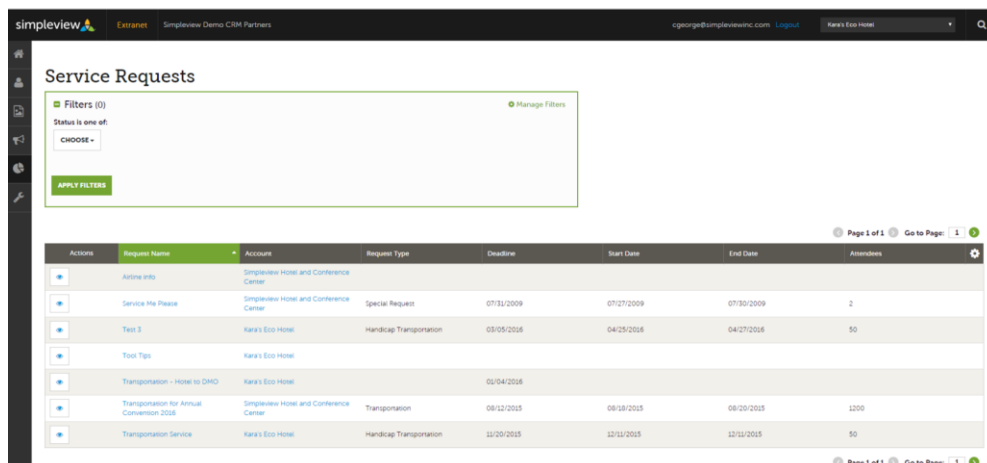
Organization contains: [All Dates]

Group Type is one of: CHOOSE

Property Lead Status is one of: OPEN, OPEN BID SECT

APPLY FILTERS

Actions	Lead ID	Lead Name	Property Lead Status	Create Date	Group Type	Lead Type	Organization	Account	Response Date	Annual Production	Disposition
	12028	2017 Annual Meeting	Open/ Bid Sect	12/13/2016	Meeting	Conversion	International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers Local Union No. 1000	Kara's Eco Home	03/04/2016	01/31/2017	02/15/2017



**Service Requests**

Filters (0)

Status is one of: CHOOSE

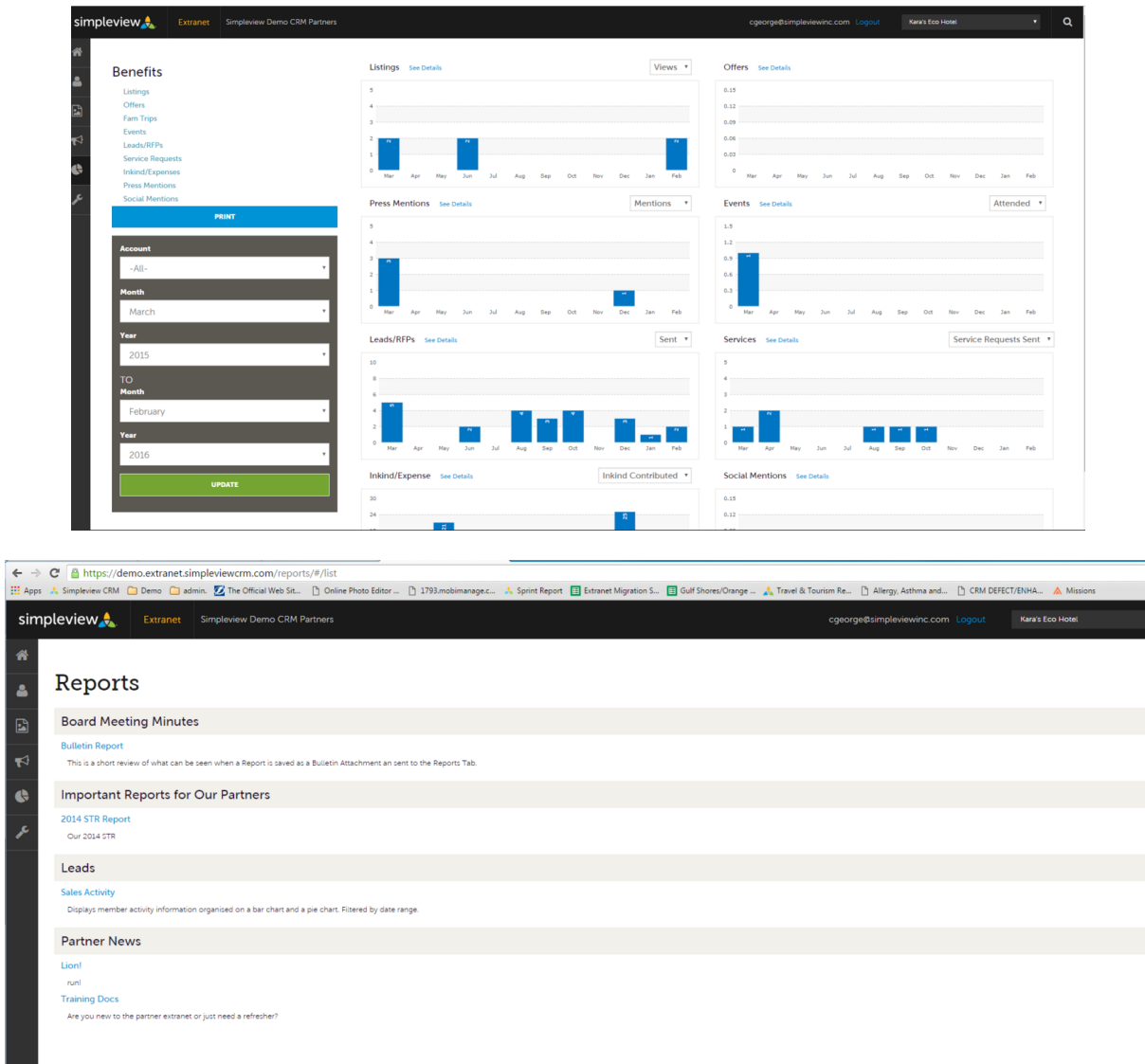
APPLY FILTERS

Actions	Request Name	Account	Request Type	Deadline	Start Date	End Date	Amount
	Arrival info	Simpleview Hotel and Conference Center					
	Service Fee Please	Simpleview Hotel and Conference Center	Special Request	07/31/2009	07/27/2009	07/30/2009	2
	Text 3	Kara's Eco Home	Handicap Transportation	03/05/2016	04/25/2016	04/27/2016	50
	Tool Tips	Kara's Eco Home					
	Transportation - Home to DMO	Kara's Eco Home		01/04/2016			
	Transportation for Annual Convention 2016	Simpleview Hotel and Conference Center	Transportation	08/12/2015	08/18/2015	08/20/2015	1200
	Transportation Service	Kara's Eco Home	Handicap Transportation	11/20/2015	12/11/2015	12/12/2015	50

# What is the Extranet?

**It is a password protected area where your local businesses can log in and do a number of things...**

- Review Benefits/Reports – Are you emailing or in some other way manually distributing reports to partners? Use the Extranet to allow business partners to pull these themselves. Things like a convention calendar can be valuable to the partners and can give them a reason to log in. *Short video-clip example:*  
<http://screencast.com/t/DUDlpbjX>



For more information on joining the Partner Gateway please contact Jennifer Sims at [jsims@daytonabeach.com](mailto:jsims@daytonabeach.com) or Amber White at [awhite@daytonabeach.com](mailto:awhite@daytonabeach.com).