

# Hannon Hill Corporation

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Makers of the Award-Winning Cascade Server content management software

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## Benefits of a Webinar with Hannon Hill

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**By Dean Smith**

**Friday, June 13th, 2008 at 1:00pm**

A webinar is a Web-based meeting that enables the Hannon Hill sales team to interact with prospective clients that are interested in learning more about Cascade Server. Webinars are much like meetings you would have in a conference room with the added benefit of allowing participants to view a demo of Cascade Server through a browser and listen to informative audio about the product via a telephone. Webinars make it simple to interact with knowledgeable product experts and ask your questions in real-time. Webinars also provide a fantastic way for prospective clients who are unable to meet face-to-face to see a presentation of Cascade Server's valuable features and learn how the product can meet their content management needs. Past experience has proven that webinars are extremely beneficial for key people involved in the CMS selection process. A webinar ensures that specific questions pertaining to an organization may be answered and allows potential users to see if the product will be a good fit for their long-term needs. A typical Hannon Hill webinar first gives an overview of Cascade Server as an Administrative User, allowing the audience to experience the main administrative features inside the system. Some of these features include the Dashboard, site management via the Asset Tree, editing content, access and security rights, metadata, audit trails, and version control of system assets. Following the administrative overview, the webinar then covers the system as a content contributor user. Prospective users have the opportunity to experience Cascade Server on a more basic level with its simplified Dashboard and a starting page that specifically allocates content access for a user. Additional features that are explored in this part of the webinar include content creation, user access rights based on Roles, and workflows in the CMS. A typical webinar, which includes everything discussed above, is approximately 30 minutes in length, but it may continue for a longer duration depending on subsequent questions. It is our goal to provide as much helpful insight as possible about our product. We strongly believe that these webinars provide a great way to interact with a knowledgeable Cascade Server expert and to learn how the system will work as a content management solution for your organization. We invite you to [schedule a webinar](#) today!

### Category

- Commentary

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