Seismic Platform Product Offering Descriptions - User Definitions

The Seismic platform currently offers two editions: (1) Professional Edition and (2) Enterprise Premier Edition

Both editions have three user types: Standard, Partner and Intranet. Each user type provides different levels of access and capabilities to a named user. Customers assign user types based on the individual user's type, role, and/or function in their organization or partner organization to suit their needs. Detailed matrices outlining the functionalities assigned to each user type in each of the two editions are provided below.

1. Standard user

    The Standard user typically serves sellers, marketers and Seismic platform admins. The Standard user allows the most access to capabilities within the Seismic platform. Standard Users are assigned one of two user types within the Seismic platform – Premium user or Business user – as further described below. Customers may freely determine whether a user should be a Premium user or a Business user.

    a) Premium users have certain admin rights with the platform. Premium users are people who manage, curate, and activate content. Examples of Premium users are users who work in platform administration, sales enablement, marketing, and IT roles.
    b) Business users typically consume content and have fewer controls and rights within the platform than Premium users. Examples of Business users are users who work in sales, customer success and support, and others who use the Seismic platform to engage with sales prospects, customers, and clients and do not require admin rights.

2. Partner users

    The Partner users cover a customer's channel partners or resellers. These users are typically employed by a third-party organization and interact with the customer's Seismic tenant to gain access to the customer's content to support selling and other partner-related activities. Partner users' access mirrors that of Standard – Business users with the potential to further restrict visibility to only other users in the Partner's same domain. Examples of Partner users are users who use the Seismic platform to provide sales, advisory, customer success and support assistance on behalf of the Seismic customer.

3. Intranet user

    Intranet users are employees of the Seismic customer who use the Seismic platform as an internal hub to access content and enablement in a read-only capacity. Examples of Intranet users include individuals employed by a customer in the human resources, engineering, development, and executive roles. The customer acknowledges and agrees that notwithstanding any expanded functionality contained in the Seismic platform, the Intranet user may not be used for individuals who work in sales, customer success and support, marketing, platform administration or serve a related role such that an individual would create content, require administrative privileges or otherwise interact with external parties in the platform. By purchasing the Intranet user on an Order Form, the customer agrees that Seismic may monitor and audit the customer's use of the Intranet user to ensure compliance with the foregoing. Should Seismic reasonably determine that Intranet users are out of compliance, Seismic shall promptly notify the customer and the customer shall have fifteen (15) days to bring usage into compliance. If such usage is not brought into compliance, Seismic will issue a new Order Form for the number of Standard users equal to the number of customer's out of compliance Intranet users at Seismic's then-current rates to co-terminate with the most recent Order Form (it being agreed that such event shall not decrease the customer's number of Intranet users).

FOR CUSTOMERS PURCHASING THE PROFESSIONAL EDITION

Seismic Professional Edition User Matrix				
Category	**Capability**	**Standard User**	**Partner User**	**Intranet User**
Sales Content Management	LiveSend & Digital Sales Rooms	✓	✓	
	Email Apps (GMail/Outlook)	✓	✓	
	Freestyle	✓	✓	
	Guided Assembly	✓		
Buyer Engagement	Content Manager (Library)	✓		
	Collections	Manage & Access	Access	Access
	Homepage	✓	✓	✓
	WorkSpace	✓	✓	✓
	Seismic for Mobile	✓	✓	✓
	CRM App & SmartPlays	Manage & Access	Access	
	AI-Guided Selling (Aura)	✓	✓	
Enablement Intelligence	LiveInsights Dashboards	Manage & Access	Access	
Administration & Security	System Settings (admin)	✓		
	Manage users and groups (admin)	✓		
	Teamsite Settings (admin)	✓		

FOR CUSTOMERS PURCHASING THE ENTERPRISE PREMIER EDITION

Seismic Enterprise Premier Edition User Matrix				
Category	**Capability**	**Standard User**	**Partner User**	**Intranet User**
Sales Content Management	LiveSend & Digital Sales Rooms	✓	✓	
	Email Apps (GMail/Outlook)	✓	✓	
	Email Blast	✓	✓	
	LiveDocs	Manage & Access	Access	
	Freestyle	✓	✓	
	Seismic for Powerpoint	✓		
	Guided Assembly	✓		
	Seismic Knowledge	✓	✓	✓
	Approvals	Manage and Participate		
Buyer Engagement	Content Manager (Library)	✓		
	Profiles	Manage & Access	Access	Access
	Homepage	✓	✓	✓
	WorkSpace	✓	✓	✓
	Seismic for Mobile	✓	✓	✓

Seismic Enterprise Premier Edition User Matrix				
Category	**Capability**	**Standard User**	**Partner User**	**Intranet User**
	NewsCenter	Manage & Access	Access	Access
	CRM App & SmartPlays	Manage & Access	Access	
	AI-Guided Selling (Aura)	✓	✓	
Strategy & Planning	Enablement Planner	✓		
Enablement Intelligence	LiveInsights Dashboards	Manage & Access	Access	
	Export data to BI platform (admin)	✓		
Administration & Security	System Settings (admin)	✓		
	Manage users and groups (admin)	✓		
	Teamsite Settings (admin)	✓		