

## Comparison of InBLISS® Features

	InBLISS Basic	InBLISS Full
<b>Website Design and Integration Features</b>		
Completely web-based system allows easy access wherever an Internet connection is available.	✓	✓
<sup>3</sup> Flexible Placement for Log In area. Integrate the user name / password prompts into you own home page or create an entirely separate page for the login to the member service area.	✓	✓
<sup>3</sup> Complete integration with the look & feel of your association's public website.	✓	✓
<sup>3</sup> Member area shows your own domain name in the URL (e.g. login.yourassociation.org).	✓	✓
<sup>3</sup> Standards-compliant cascading style sheet support for easy design maintenance. All aspects of the InBLISS system are controlled through style sheets from the size of fonts to the background images or colors on menu options.	✓	✓
<sup>2</sup> Designed to work with all current standards-compliant browsers.	✓	✓
Innovative design allows for "print" and "display" versions of pages without resorting to pop-up windows. To print a page designed specifically for printing. The user simply needs to click the print button.	✓	✓
<sup>3</sup> Customized layouts are available for listings details to match your association's website design and special needs.	✓	✓
Search results displayed fill the entire screen, whether the user has an 800x600 screen or a 1920x1440 sized screen.	✓	✓
Search results headings stay at the top of the page, regardless of how many results are returned.	✓	✓
<sup>3</sup> Location search by drill-down maps instead of or in addition to drop down boxes.	✓	✓
Advanced search options such as keywords and phrases.	✓	✓
<b>Dashboard</b>		
Quick overview of member's demographic data allows easily viewing if any information is incorrect		✓
Quick overview and access to listings for the member logged in		✓
Easy access to FAQs and notices, support, and the Quick Search feature		✓
Quick search allows one click access to listing or member search options		✓
<b>International Features - Multicurrency and Multilanguage Options</b>		
User interface available in English, Portuguese and both Castilian and Latin American Spanish	✓	✓
<sup>3</sup> Full translation access is available for association-provided translators for translation into any other Latin-character based language association may wish to use (e.g. French, Italian, Dutch, German, etc).	✓	✓
<sup>4</sup> User interface language is selectable at the individual member level	✓	✓
Regional spellings available (e.g. tyre/tire or colour/color)	✓	✓
<sup>3</sup> Association-specific terminology can replace any word used onscreen. (For example, owner benefit versus seller's discretionary earnings).	✓	✓
<sup>3</sup> Currencies currently supported include US dollar, Euro and Venezuelan bolivar		✓
<b>Supplementary Broker Tools</b>		
Links to useful free software such as ieSpell and Microsoft's Image Resizer	✓	✓
Links to third part statistical sites such as BizStats and the US Census Bureau	✓	✓
Mortgage and loan calculators	✓	✓
Links to various US and state government websites useful to business brokers	✓	✓
<b>Statistical Reports</b>		
MLS statistics tell you not only how many people looked at your listings, but exactly which association members did as well, and how many of those listings were e-mailed to potential buyers		✓
Active Listings by Industry		✓
Active Listings by Member Office		✓
Active Listings by Member		✓
Member's personal listings current and under contract		✓
Member's personal listings comparing this year with last year		✓
Personal listings comparing exclusive sales versus co-brokered sales		✓
Drill down from overall summary views to successively more detailed views		✓

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Historical data on listing views at main website, linkback site or by member		✓
Historical data on listings profiles e-mailed to potential buyers		✓
Historical data searchable by date range		✓
<b>Business Listing Information (BLI) Reports</b>		
Search active or sold listings or both at the same time	Active Only	✓
Print or email now - no need to go to another location or function. Professionally designed and formatted in HTML text with logos and proportional fonts or selected PDF options for either print or e-mail options.	Print Only	✓
Search by key words or phrases, location(s) or industry(ies) and over a dozen other criteria	✓	✓
<sup>3</sup> Search results can be customized to display or hide various columns	✓	✓
Sort search results by any column displayed	✓	✓
Toggle to include or hide executive summary with search results	✓	✓
Create an Excel or online printable view of search results with nearly 20 different individually selectable fields. Include one or as many fields as desired. Print final report without having to go to a special print screen.		✓
Option to exclude individual listings from e-mailed or printed search results reports		✓
E-mail search results of one or more or all returned listings		✓
Print search results or the complete BLI details of one or more or all returned listings		✓
<sup>3</sup> Public display options provide as much or as little detail as your association wishes to provide without a non-disclosure agreement		✓
<sup>3</sup> Multiple member-only versions of the BLI Profile are available		✓
<sup>3</sup> PDF versions are optionally available		✓
Customize your listing profiles. Include an NDA form. Email now or pick other listings reports to send as a group. Recall to whom the email was sent. Send a copy to yourself. Uses our server to send (so confidential information does not remain in the Sent Email if you use someone else's computer).		✓
<b>Sold Listings Reports</b>		
Search by all options available for active listings, plus by date range for date sold		✓
Compares original data with actual data at time of sale (price, down payment, etc)		✓
View days on market and other selling statistics with graphical comparisons of top 10 selected results to industry averages		✓
Complete comparables reports for both sold listings and currently active listings allow easy comparison of a potential seller's asking price to previous and current comparables.		✓
Complete detailed reports viewable online or exportable to Excel for all sold listings with more than two dozen individually selected fields available for inclusion.		✓
Print a detailed BLI on any sold comparable with original and actual values reported for selling price, down payment and assets.		✓
<b>Other Reports</b>		
Industry list	✓	✓
<sup>3</sup> News Pages, Event Calendar and Member Discussion Forum options	✓	✓
<sup>3</sup> Easily integrate links to your association forms, documents, and newsletters	✓	✓
<sup>3</sup> Include archives of association documents by committee	✓	✓
Licensing reports available to association administrators	✓	✓
Member join / expiration dates available to association administrators	✓	✓
FAQ's and Notices available on an association or regional basis	✓	✓
NAICS Industry Comparison reports and graphs		✓
Commission codes		✓
Member directory searchable by such options as name, area code or ZIP code		✓
Member office directory searchable by such options as name, area code or ZIP code		✓

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<sup>3</sup> Committee directories		✓
<sup>3</sup> Officer directories		✓
<sup>3</sup> Export office or member directories to tab-delimited files for use in Access or Excel		✓
<sup>3</sup> Affiliates / Associates and other non-member directories		✓
<sup>3</sup> Customized confidentiality and other forms are integrated into your website		✓
<b>Demographic Maintenance Features</b>		
<sup>1</sup> Members maintain their own demographic data if allowed by the association.	✓	✓
Members maintain their own listings if allowed by the association.	✓	✓
<sup>4</sup> Association can allow offices to use non-member staff to enter listings and perform other data entry and clerical duties without providing those non-member staff with the ability to be listed as contacts on listings.	✓	✓
<sup>1</sup> Office owner can lock personnel data to ensure consistent contact data throughout the office	✓	✓
<sup>1</sup> Enhance office directories with inclusion of photos and DMP files as well as a WYSIWYG editor for the office marketing commentary.	✓	✓
<sup>1</sup> Enhance member directories with inclusion of photos and biographical data.	✓	✓
<sup>1</sup> Association or Office administrators can place a member on hold if necessary	✓	✓
<sup>1</sup> Create a local area definition for quick review of businesses available in your local area	✓	✓
<sup>1</sup> Association administrators can place an entire office on hold if necessary	✓	✓
<sup>3</sup> Complete chapter / region integration	✓	✓
<sup>1</sup> Override security allows office administrator to control how much agent information is disclosed to the public. Require all contacts through the office, or let each agent set up his or her own contact information for the public.	✓	✓
<sup>1</sup> Complete contact details maintainable by office and/or by member -- including phone, toll free, fax, cell phone, e-mail and website as well as address.	✓	✓
<sup>1</sup> Member home address information can optionally be maintained and displayed to other members		✓
Association can optionally provide for a Central Processing review of listings.		✓
Association can optionally require listing numbers follow a specific sequence.		✓
<b>Listing Maintenance Features</b>		
Numbers in financial section entry area line up as you'd expect – and you can use commas to help visually ensure data accuracy	✓	✓
Up to four attachments such as photos or spreadsheets can be added to any listing.	✓	✓
Captions for attachments that display along with the listing details.	✓	✓
The entire listing, except for attachments, is easily entered on a single input screen without any pop-up windows or multiple entry pages	✓	✓
Member's information is automatically attached to a listing. No need to re-enter any contact information. Update contact information in one place and all associated listings are immediately updated. Non-members cannot be assigned as contacts to listings increasing desirability and benefits of membership.	✓	✓
Minimal required fields allow quick posting while still ensuring enough information for an informative listing. Enter a listing in just minutes and have it show on the web immediately after posting.	✓	✓
Additional fields allow more detail than most stand alone listing services – allowing you to show as much or as little detail as you wish.	✓	✓
Use our standard business categories, or use your own association's preferred categories	✓	✓
Office administrators and non-member staff can enter listings for any agent in the office	✓	✓
Financial totals are calculated live on screen to minimize data entry errors	✓	✓
Reactivate expired listings	✓	✓
Enter listings once and easily transfer to other websites. Interface with OneLis® to copy listings to one or more cooperating organizations in just seconds.		✓
Copy a listing to enter a linked listing in another language or currency or to change the location for a franchise territory.		✓
Integration of listings on the association website as well as linkbacks on member websites		✓

## Comparison of InBLISS® Features

	InBLISS Basic	InBLISS Full
Choose whether attachments will be shown to the public or association members or just to member's own office personnel		✓
Reassign listings from terminated agents to active agents without re-entering		✓
No re-entry of financial data to display information for a new year, Just click the new year button and the financials are moved to the next column automatically.		✓
Include complete marketing summaries for staffing, facilities, equipment, property, and other major business information items		✓
Payment calculation tool for seller and 3rd party financing		✓
<b>Coming Soon</b>		
Niche market listing details. Include such items as gasoline brand and gallons sold at a gas station or number of seats indoors or outdoors for restaurants.		✓
Enhanced international support will allow selection of currency and language on a per listing basis including linking of listings between different language versions of the same listing.		✓
Additional marketing data capture. Additional fields will be provided for source of leads generation for enhanced reporting purposes.		✓
<b>System Service and Support</b>		
Included for members at no additional charge if related to an issue not answered in the manuals	✓	✓
Extensive online help and online user manuals available	✓	✓
Consistent look and feel across pages allows for easy recognition of menu options	✓	✓
Client side error-checking and server-side validation reduce errors	✓	✓
Easy upgrade/downgrade path -- Basic and Full versions are completely compatible	✓	✓
Orientation phone support provided at no charge		✓
<b>Security</b>		
<sup>3</sup> Use of SSL certificates is supported (optional feature)	✓	✓
Entire member system is kept secure through standard User ID / password combination. User can change either or both at any time (though user ID must be unique within the association).	✓	✓
System uses server-side session variables rather than cookies to reduce possibility of unauthorized late-night cleaning crews having access to system.	✓	✓
Backend uses Industry-standard SQL Server database system kept secure behind a firewall	✓	✓
Servers are housed within high-security data centers with multiple power and data backup systems	✓	✓
Complete RAID systems for both application and database ensure high availability. Downtime for security and other maintenance is performed during off hours whenever possible.	✓	✓
Multiple levels of administration authority can be provided including the following levels: association, regional, office and member. Each higher level is provided with successively higher authority to make changes within the system or to see additional details.	✓	✓
Accidentally deleted listings or agent records can be recovered	✓	✓
Complete access log is maintained including date/time and IP address where the system was accessed, type of browser, screen size and user name.	✓	✓
Change notifications available and can be sent to association and/or office personnel.	✓	✓
Complete archive of change data is kept on offices, listings and members.		✓

1 This option is not available to IBBA members as membership demographic data is entered through iMIS and not directly into the BBMS system.

2 InBLISS has been tested and designed to be used by recent versions of Internet Explorer, Firefox and Safari. However, due to limitations of each browser, some features may not work as intended if a member uses other than a supported browser. Supported browsers include the latest version of Firefox and the latest and previous version of Internet Explorer for Windows as is outlined on the website under the "technical requirements" tab. Support is limited to these browser versions for security purposes.

3 These options are available and selectable on an association-wide basis.

4 IBBA members need to contact ATGroup to set up non-staff access to listings and other membership selectable options since IBBA membership data is not maintained through the BBMS system (See #1)