GroveSite

Web Collaboration Made Easy

GroveSite
Press Kit

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GroveSite at a Glance

Media Contact: Jane Hagen, 866.952.9880
Corporate Name: Grove Technologies
Founded: August 2002
Based in: Phoenix, AZ with a satellite office in Boston, MA
Mission: GroveSite makes web collaboration easy.   In an ever-complex world of software, GroveSite is dedicated to offering an affordable, easy-to-use, secure, hosted collaboration solution for small, medium, and large organizations.
Website: http://www.grovesite.com

Overview

GroveSite, the easiest, most affordable web-based collaboration solution on the market, breaks apart the notion that collaboration across time and space needs to be difficult and expensive. While GroveSite's competition builds complex collaboration solutions that take months to implement and learn, GroveSite's hosted solution can be up and running in minutes, used by anyone around the globe who knows how to surf the Internet.   GroveSite understands that groups are dynamic, and any site that brings people together must be able to change with the group – whether it is a Fortune 500 global project team, a small professional service business, an online seminar, or a non-profit organization. GroveSite's easy-to-implement solution has users exchanging files, participating in discussions, and tracking tasks in only a few hours. Founded in 2002, GroveSite strives to make **external collaboration** – communication between internal groups and external entities - easy, fast and affordable for all types of businesses and organizations, regardless of size.

The GroveSite Difference

GroveSite offers two main advantages over its competitors: simplicity and affordability.

By following the 80/20 Rule - incorporating the most essential 80% of features while leaving out the 20% that makes software difficult to learn and expensive – GroveSite has developed a simplified collaboration solution that works for large organizations like Target and smaller groups like Scottsdale Leadership. With GroveSite, workgroups can create a secure custom project site in minutes, enroll external and internal members, and start sharing and organizing information immediately, all without training far-flung team members.   GroveSite is that easy to use.

GroveSite is a hosted solution, so there's no need to purchase software or hardware, no need to hire more IT resources, and no delay in getting started. For large organizations, GroveSite offers a quick-to-launch, no-training solution that doesn't impact busy IT resources. For small and medium sized businesses, GroveSite offers a way to securely collaborate with clients, members and associates without investing in extensive (and expensive) IT infrastructure. Providing an easy, affordable external collaboration solution is The GroveSite Difference.

Who Needs Online Collaboration?

Any organization that needs to manage ongoing communication with a dispersed or multi-enterprise group can benefit from the GroveSite solution. GroveSite's collaboration technology rests at the intersection of employees and those with whom they communicate – clients, vendors, partners, subcontractors, and far-flung colleagues including that crucial guy across the globe who is building your product. GroveSite offers a secure way for these individuals to communicate and work together, share files, track discussions, manage task lists, tackle issues and easily do the things groups do to improve the bottom line.

BILL, a case study

Bill, a project consultant, is frustrated because once again, team members are calling about information he emailed everybody several weeks ago. Several members complained about how much time they spent searching their email inboxes for project information. Others found a document they were to comment on, but it was the wrong version, from several emails ago. Still others were calling to ask when the next milestone was, and to clarify the tasks they were responsible for. Bill's own email inbox was filled with comments from several individuals on the latest delay; Bill had asked what the team thought should be done, and was trying to copy everyone on replies, but he had lost track of who had seen what opinions. Overseas subcontractors were difficult to communicate with, even via expensive conference calls because of the 11-hour time difference.

Furthermore, Janet, a new team member had come on board, and Bill desperately wished someone else could bring Janet up to speed and provide her with background information, project plan, documents and team contact data. Bill was too busy burning CDs of the large audio files from the last focus group – these files were too large to email; he would have to send them via courier to make sure the team members could review them in the next 48 hours. The overseas team would never get their copies in time. Just then Bill's client called to ask if he could have a quick update on project status by the next morning. What Bill needed to solve all these communication problems, inefficiency, and frustration was GroveSite.

GroveSite Features

- **Creation of Password-protected Websites**
  GroveSite allows any size organization to create secure intranet-like websites in only a few hours, using GroveSite's industry-specific templates. Anyone who knows how to surf the Internet can build a team site with a customized set of pages or features.

- **Branding with Customizable Logo and Color Scheme**
  GroveSite allows organizations to customize their sites with their logo, color scheme, and group name and contact information, bringing continuity to organizational branding.

- **Easy Intuitive User Interface – e.g. Short Learning Curve**
  GroveSite allows non-technical users to add information and upload files through an intuitive, easy-to-use interface. Typical administrators are able to set up sites after a short phone tour, and end-users typically require no training. The only software required is a browser.

- **Customizable Set of Pages and Features**

  Standard Web Pages include text, images, links and files.

  Discussion Forums present input in a threaded discussion format.

  Calendar tracks upcoming events and meetings

  Task Lists show who, what, due date, priority and status.

  File Libraries show downloadable files by category, track file status, ownership and viewing history.

  Issue Tracker shows issues, status, responsibilities and related discussion.

  Custom Online Tables let each GroveSite client define the essential data they need to track.

  Member List shows enrolled site members, pictures and relevant contact information

  Links to external sites open links in a new browser

  Links to other GroveSites provide easy navigation to other GroveSite sites

- **Hosted Environment**
  GroveSite monitors information 24x7x365 in a secure, class "A" data center, freeing organizations' IT staffs and servers. For those needing high security websites, GroveSite provides sites using SSL advanced encryption for all transactions. Since technology updates are taken care of in the data center, clients always have the most recent version of the software.

- **Broadcast Email**
  GroveSite's broadcast email function ensures site members are kept abreast of changes, and keeps software utilization high.

- **On-line Usage Reports**
  Site Administrators can access detailed site usage reports showing traffic by page, activity by user, and required file storage.

How much does GroveSite cost?

Organizations pay a monthly usage fee, based on the number of users and features selected.

Usage Plan	# of Users	Monthly Fee	Details
GroveSite Intro	1-10	$75	Single GroveSite 100mb of File Storage Unlimited Email Customer Support $20/call for M-F Phone Customer Support or buy GroveSite Annual Support for $149/year
	11+	$6/person	
GroveSite Pro	1-20	$150	Multiple GroveSites 200mb of File Storage plus 10mb for each user over 20 Unlimited Email Customer Support M-F Phone Customer Support included Ability to add SSL and custom data tables
	21-200	$6/person	
	201+	$4.50/person	

For more pricing information, visit http://www.grovesite.com/rates.asp

Who are GroveSite's Clients?

GroveSite's clients range from large, well-known companies like **Target**, **BearingPoint**, and **Mayo Clinic** to small two-person consulting firms. Our educational clients range from the **Red Barn Nursery School** to the **Center for International Business Education Research** to London-based **FinTuition Ltd**. GroveSite is also used by non-profit organizations, such as the **World Trade Center Tacoma**, the **Arizona Technology Council**, **WETA** (public television in Washington DC area), and the **Valley of the Sun Jewish Community Center**.

GroveSite's clients have enrolled thousands of people from countries such as **India, Malaysia, Hong Kong, Singapore, Great Britain, Germany, Turkey, and Mexico –** creating truly global teams. U.S. government personnel from **Medicare**, the **IRS** and the **Department of Homeland Security** are enrolled in GroveSite. So are executives from **DHL, Intel, Honeywell, American Express, Maytag, Boeing, Unisys, Blue Cross Blue Shield, Mutual of Omaha** and other leading organizations. **US Marines**, deployed overseas, are happily communicating with loved ones back home via GroveSite.

Who are GroveSite's competitors?

On the enterprise side, competition exists in the form of robust enterprise solutions. Larger organizations may have spent considerable time and energy to install complex, integrated solutions that service the entire organization. Enterprise organizations may need an easier solution like GroveSite to increase adoption and expand collaboration to external partners, but after investing significant time and energy into a wide-scale solution, may be slow to adopt the GroveSite concept. On the small business side, GroveSite's competition exists mainly in the form of existing technologies such as email - the status quo.

GroveSite Product Screenshots

Welcome and Inform team members

The News and Announcements page serves as the home page for this project site of Genusync.
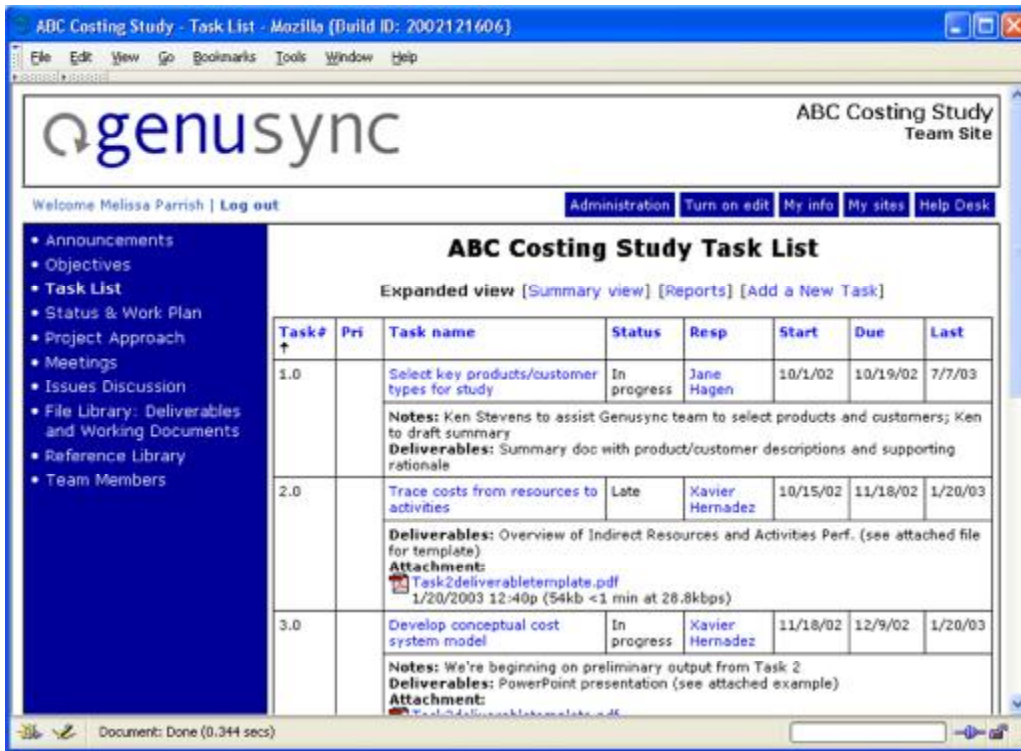
This page is easily updated through the interface shown below, and provides a great way to keep team members apprised of new information.
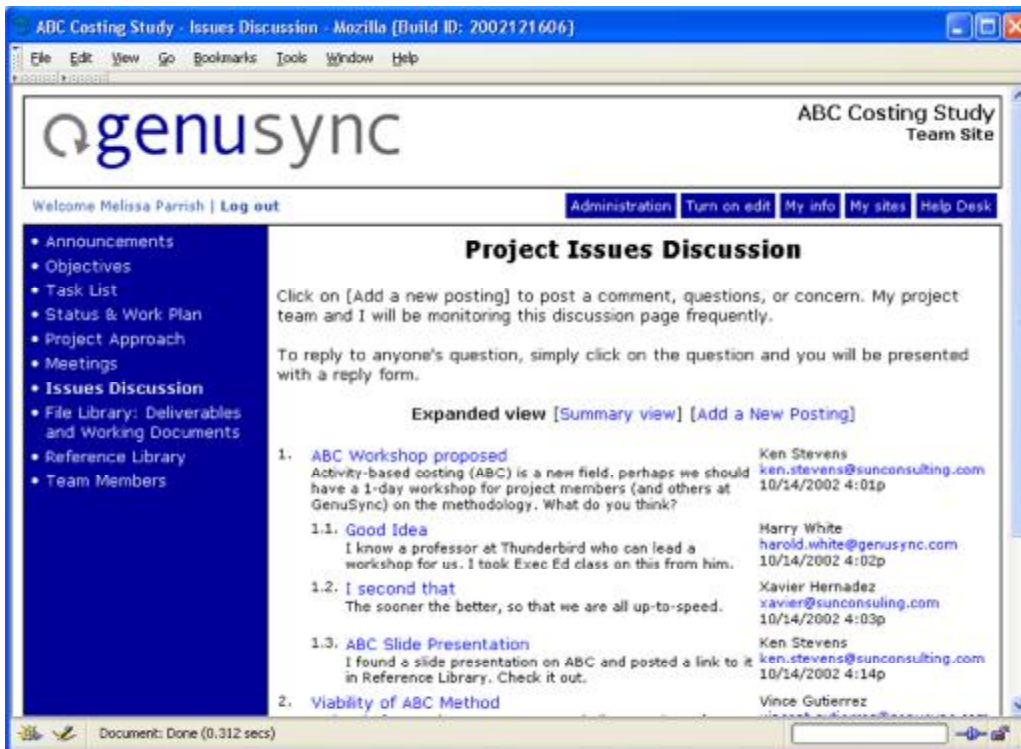

Easily Add New Items

Site administrators can easily add and format new items through this form-based interface.

Similar to forms used on the Internet, it requires no training to add, modify, and rearrange the HTML code.

Track and Manage Project Tasks

GroveSite's task list feature allows team members to enter tasks, status, and other key information related to the project.

ABC Costing Study - Task List - Mozilla {Build ID: 2002121606}

File Edit View Go Bookmarks Tools Window Help

genusync

ABC Costing Study
Team Site

Welcome Melissa Parrish | Log out   Administration | Turn on edit | My info | My sites | Help Desk

- Announcements
- Objectives
- Task List
- Status & Work Plan
- Project Approach
- Meetings
- Issues Discussion
- File Library: Deliverables and Working Documents
- Reference Library
- Team Members

ABC Costing Study Task List

Expanded view [Summary view] [Reports] [Add a New Task]

Task# ↑	Pri	Task name	Status	Resp	Start	Due	Last
1.0		Select key products/customer types for study	In progress	Jane Hagen	10/1/02	10/19/02	7/7/03
		Notes: Ken Stevens to assist Genusync team to select products and customers; Ken to draft summary **Deliverables:** Summary doc with product/customer descriptions and supporting rationale					
2.0		Trace costs from resources to activities	Late	Xavier Hernadez	10/15/02	11/18/02	1/20/03
		Deliverables: Overview of Indirect Resources and Activities Perf. (see attached file for template) **Attachment:** Task2deliverabletemplate.pdf 1/20/2003 12:40p (54kb <1 min at 28.8kbps)					
3.0		Develop conceptual cost system model	In progress	Xavier Hernadez	11/18/02	12/9/02	1/20/03
		Notes: We're beginning on preliminary output from Task 2 **Deliverables:** PowerPoint presentation (see attached example) **Attachment:**					

Document: Done (0.344 secs)

Discuss issues online

The discussion area provides an ideal forum to discuss project issues, allowing team members comments to be organized and visible to all, and increasing accountability.

ABC Costing Study - Issues Discussion - Mozilla {Build ID: 2002121606}

File Edit View Go Bookmarks Tools Window Help

genusync

ABC Costing Study
Team Site

Welcome Melissa Parrish | Log out   Administration | Turn on edit | My info | My sites | Help Desk

- Announcements
- Objectives
- Task List
- Status & Work Plan
- Project Approach
- Meetings
- **Issues Discussion**
- File Library: Deliverables and Working Documents
- Reference Library
- Team Members

Project Issues Discussion

Click on [Add a new posting] to post a comment, questions, or concern. My project team and I will be monitoring this discussion page frequently.

To reply to anyone's question, simply click on the question and you will be presented with a reply form.

Expanded view [Summary view] [Add a New Posting]

1. ABC Workshop proposed
   Activity-based costing (ABC) is a new field. perhaps we should have a 1-day workshop for project members (and others at GenuSync) on the methodology. What do you think?
   Ken Stevens
   ken.stevens@sunconsulting.com
   10/14/2002 4:01p

   1.1. Good Idea
   I know a professor at Thunderbird who can lead a workshop for us. I took Exec Ed class on this from him.
   Harry White
   harold.white@genusync.com
   10/14/2002 4:02p

   1.2. I second that
   The sooner the better, so that we are all up-to-speed.
   Xavier Hernadez
   xavier@sunconsuling.com
   10/14/2002 4:03p

   1.3. ABC Slide Presentation
   I found a slide presentation on ABC and posted a link to it in Reference Library. Check it out.
   Ken Stevens
   ken.stevens@sunconsulting.com
   10/14/2002 4:14p

2. Viability of ABC Method
   Vince Gutierrez

Document: Done (0.312 secs)

Track and manage documents

The file library helps site members keep track of who is working on the latest versions of documents.

The library serves as a centralized repository of important documents, keeping them organized so individual team members don't have to.

Get to know and contact team members

The site roster allows you to meet team members and provides quick access to team information and broadcast emails.

Testimonials

Erik Nilsson
Chief Operating Officer, Klaar
"GroveSite has been a great tool for getting a widely dispersed group of non-technical people to collaborate and share information."

Ron Schott
Arizona Technology Council
"GroveSite eliminates endless hours of work by providing a great collaboration tool that is intuitive and easy to use. The Arizona Technology Council uses GroveSite extensively for its many committees and collaborative work groups. Anyone needing a collaborative tool should try GroveSite; you will quickly become a fan."

Susan Newlin
Managing Director, MedQuest Research
"Our clients are ecstatic over our GroveSite team site. They particularly like having the large audio files available, and also how effortless it is to keep global team members up-to-date."

Todd Bankofier,
President & CEO, Arizona Technology Council
"We have been a much more effective and efficient organization since we began utilizing GroveSite."

LtCol Mark Jebens
Commanding Officer HMH-466, USMC
"GroveSite has given Marines and their families the ability to remain in touch over an extremely long distance and through trying times. GroveSite enables me to immediately respond to family concerns and questions and, most importantly, to address and correct any misinformation or rumors that routinely inject themselves during lengthy deployments."

Nancy Franklin
Lead Technology Teacher, Valley Christian Schools of San Jose
" Finding a web solution that fits the needs of teachers is no easy task. GroveSite is easy to use for the first time web builder and yet advanced enough for those who are ready to try something more. Our teachers appreciate its ease of use, the parents love being able to keep up on what is happening at school, and I appreciate the exemplary support from GroveSite. I highly recommend GroveSite up-to-date."

L. J.
Senior Product Designer
"I fell in love with GroveSite 20 minutes after I contacted them, when they called back to coach me through the setup of my first project site. Three hours later I put the finishing touches on my site and became a hero when I presented it to my management team Monday morning. What we all love about GroveSite is that it takes virtually no training, requires no technical staff support, and is very cost effective for us by comparison to the way we were sharing information. An introductory e-mail with a link and a password is enough to get most people started. That means a lot when you have users of different skill levels in far flung places. And people feel so empowered when they realize that they can add content to our pages."

Sara Silver
President, Silverware, Inc.
"GroveSite has tremendously improved our ability to manage projects and communicate with clients.

Because GroveSite is so easy to use, all team members can add content to the site. With GroveSite, our projects are organized and on-time!"

Phillip Blackerby
Blackerby Associates
"GroveSite is the easiest web-based collaboration tool I've ever used. I have tried several on-line collaboration products, and I've found GroveSite the most user-friendly, both for group leaders and group members. It's a great time-saver!"

Hunter Bennett
Director of Operations, Ensynch, Inc.
"Ensynch's Data Center Project Management Team relies on GroveSite to produce highly effective web-based project plan and status reports to its customers. GroveSite has turned out to be an indispensable tool for Ensynch and its customers."

Francine Hardaway, PhD
Managing Partner, Stealthmode Partners, FastTrac
"GroveSite rocks for me. I have recommended it to everyone I know!"

Sammy Glassman, MSW
Executive Director, Scottsdale Leadership, Inc.
"I have found GroveSite to be greatly effective for communicating with the Scottsdale Leadership class members. It is one place that all 40 participants can go to get all the information they need to be prepared for their Scottsdale Leadership class. In addition, they can continue their conversations, even when class is over, through the fabulous discussion pages. Most importantly, GroveSite is easy for Scottsdale Leadership staff to update and keep current."

Mark Shore
President, Valley of the Sun Jewish Community Center
"Since GroveSite was implemented, our members have been able to give us feedback. Our staff has become more productive and more creative because of the discussion forums. GroveSite is a Godsend."

Ronald M. Laub, MD
President, Colorado Springs Interventional Pain Management
"As a busy Interventional Pain Management physician needing to frequently update my website, communicate publicly with patients (and privately with my staff), I find GroveSite to be an OUTSTANDING tool that is intuitive, powerful, and effective. I give it two (pain-free) thumbs up!" www.coloradopain.com

Marcia Boston
Director, Red Barn Nursery School
"GroveSite has been a fabulous tool for our nursery school. It enables us to communicate with parents in ways that we could not before. It is easily accessible to everybody and when we have information that needs to be communicated quickly it is invaluable. It helps teachers inform parents of the curriculum, solicits feedback more efficiently than paper notices and is a great way to reach new families. It also helps the enrollment process for we can always suggest a quick look at the website for families who want information."

Libby Patterson
Board Member, Passed Pawns
Getting the GroveSite web site started was intuitive, straightforward, and quick. In less than two hours we had an easy to use site up and running. It has been simple to maintain, improve, and keep up to date. Using GroveSite we've been able to significantly improve communication . . . and keep key information updated."

Press Coverage

For most recent press coverage, visit our News section at: http://www.grovesite.com

GroveSite Management Bios

Thomas I. Selling, PhD
Founder and President, Grove Technologies

Dr. Selling is an educator, author, technologist and business strategist. Prior to founding Grove Technologies, he served as a former Academic Fellow, Office of the Chief Accountant, at the SEC. He specialized in International Financial Reporting, International Accounting Standards and the US SEC reporting process. In addition, Dr. Selling has served as tenured faculty at Thunderbird, the American Graduate School of International Management for the past ten years and authored numerous academic and practice publications, including "International Financial Reporting and Analysis" (McGraw-Hill, Irwin).. He is frequently invited to speak at conferences, has produced and led over 100 seminars for business professionals, and has been quoted in leading business publications such as the Wall Street Journal. Dr. Selling's knowledge of web collaboration technologies in secondary and graduate education is vast. Seeking to bring web collaboration to the broader executive education and project team markets, he co-founded Grove Technologies in 2002. Dr. Selling has a Bachelor's Degree and MBA from Cornell, and a PhD from Ohio State.

Jane Hagen
Founder and VP Marketing & Sales, Grove Technologies

Ms. Hagen's career in providing technology solutions spans thirty years. Jane worked at the Los Alamos Scientific Lab in the 1970s on state-of-the-art network and materials management systems. She worked as a technology strategist and consultant at a leading management consulting firm in Boston, where she was the first woman promoted to partner. In the 1990s, Ms. Hagen co-founded Information Technology Strategies, a technology consulting firm, where she was responsible for marketing and delivering technology services and solutions. Ms. Hagen complements her technology experience with a deep understanding of the challenges of helping organizations adopt and benefit from new technologies. She has a Masters in Management from the Massachusetts Institute of Technology and a Bachelor's Degree in Computer Science.

Joseph McVicker
Founder and Chief Technology Officer, Grove Technologies

Mr. McVicker has been building creative technical solutions to complex business problems for the past 20 years. He began consulting in the early 80's as a pioneer of Local Area Networking. His skills include technology strategy, system engineering, software development, client/server computing, Internet computing, business process improvement, and project management.

In the late 1990s, Mr. McVicker planned and led the development of MyThunderbird, a groundbreaking web collaboration system supporting all aspects of the Thunderbird graduate school's communications between students, faculty, alumni and staff. MyThunderbird's design and ease-of-use were much touted as the reason for its acceptance and use by almost 30,000 faculty, students, and alumni. Prior to joining Grove Technologies, Mr. McVicker was the primary architect for two other web collaboration products. He holds an MBA from Thunderbird and a BA from Middlebury College.

Koren Elder
VP of Technology, Grove Technologies

Koren Elder brings a vast knowledge of technology and project leadership to the GroveSite team. For the past 16 years, Ms. Elder has specialized in developing applications focused on improving end-user productivity. She has worked for leading organizations in a variety of industries such as transportation, public services, telecommunications, and higher education. Ms. Elder excels at bringing projects and people together, with the ability to balance both the user requirements and the underlying technology.

Prior to joining GroveSite, Ms. Elder succeeded Mr. McVicker as the Director of Application Development at Thunderbird. Along with supporting and expanding the school's existing web collaboration systems, she led the effort to implement powerful content management technology for dynamic updating of all school web content by non-technical users. Under her leadership, Thunderbird tripled utilization of on-line learning and collaboration with no increase in funding. Ms. Elder received a B.S. in Information Systems from Kansas State University, an MBA from the University of Colorado and is pursuing a Masters in International Management from Thunderbird, the Garvin School of International Management.