



Veelo® Premium & Enterprise

A scalable platform that supports sales reps from onboarding to ongoing peak performance

Veelo supports onboarding, reinforcement training, sales content management / delivery and sales enablement analytics into a single platform. Veelo was built to be intuitive and easy to use for maximum adoption, and impact.

65% of sales reps say they **can't find content** to send to prospects

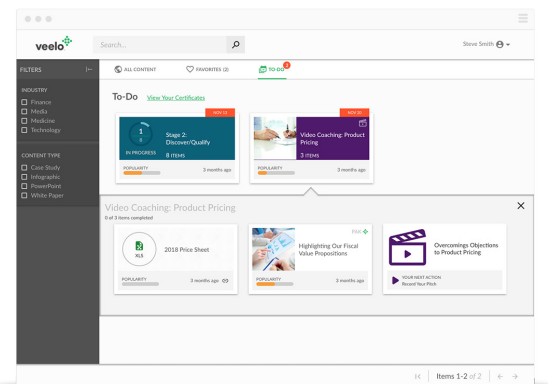
56% of companies **can't measure content ROI**

Inability to articulate value is the #1 reason sales reps miss quota



Sales Onboarding & Training Reinforcement

- **Shorten ramp time** – Ramp new hires faster with automated learning paths that progressively build knowledge in skills, product, and process, before during and after new hire boot camp.
- **Learn by doing** - Ensure messaging, sales skills and methodologies are adopted. Reinforce with brain science-rooted techniques that mimic real-world application.
- **Maximize sales readiness** - Practice and coach. Ensure the sales team is communicating consistently – messaging, demos and value selling.
- **Simplify & scale program delivery** - Easy-to-use tools that make administering programs a cinch. Add or sync existing content, use templates and to create programs in minutes.



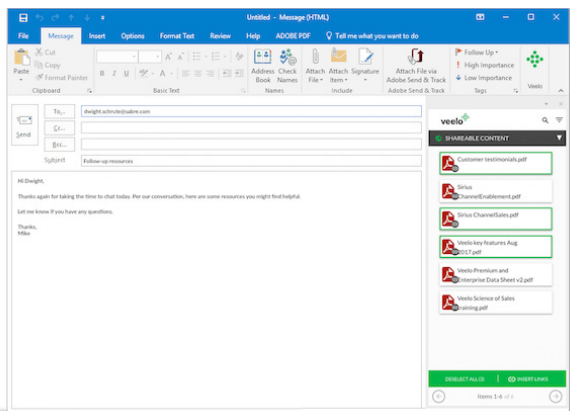


Content Management

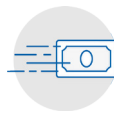
- **A single source of truth** – Connect all content repositories to Veelo for a single point of access to all sales content.
- **Create more time to sell** – Intelligent search lets reps quickly find content. Browse and filter to narrow down selections.
- **Deliver the perfect content** – Keep sellers on message. Intelligent content recommendations powered by machine learning put the perfect content in front of reps right when they need it.
- **Prioritize content strategies & increase ROI** – Understand which content is being used and how. Quantify ROI with reports correlating content usage to pipeline growth and won deals.



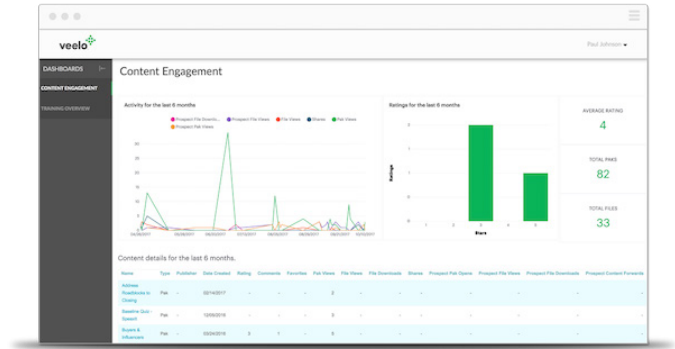
Personalized Prospect Engagement



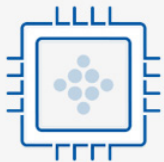
- **Enhance email to make sellers more effective** – Veelo works in the background of the email client you already use, so your team can stay focused on selling – not learning new software.
- **Personalize quickly and effectively** – Personalize prospect emails with content specific to their need and stage. No time wasted searching for the perfect piece of content.
- **Know what happens after it's sent** – Track who is viewing content links in real time so you can plan your next steps for better follow up and pipeline management.
- **Trust your CRM data** – Data on every piece of content sent, opened and forwarded is logged automatically in Salesforce or Microsoft Dynamics, all in real-time.



- Amplify best practices** – Optimize your sales cycle with analytics on onboarding, seller proficiency, content usage and prospect engagement. See what your top sellers are doing to amplify best practices.
- Increase marketing efficiency** – Understand engagement for specific content or understand the big picture. Identify which content is used and what is needed to stretch your sales content budget.
- Improve business impact** – Track every aspect of the sales life cycle from onboarding, seller proficiency, content use, email activity and more. A single platform to correlate usage to real business impact.



The Veelo Difference



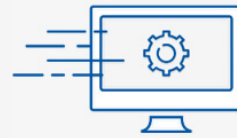
Powered by machine learning

Veelo delivers the content and coaching reps need to win deals. Veelo gets smarter with every interaction, ensuring your reps are always armed with what they need to sell value.



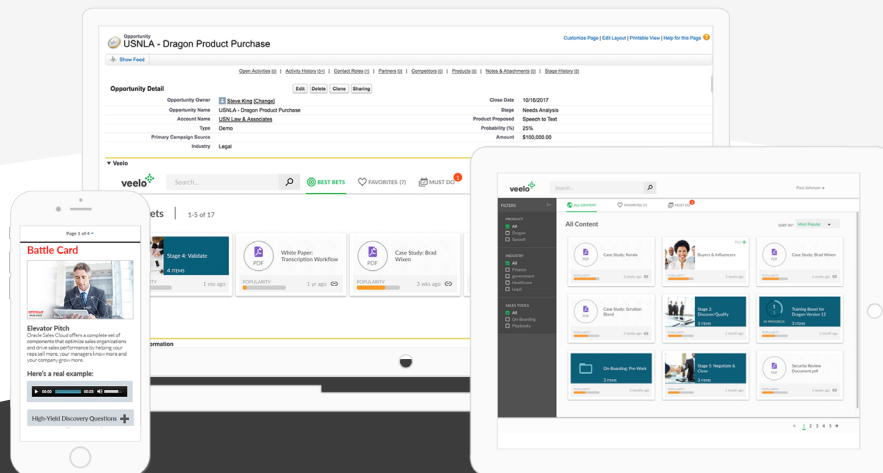
Rooted in brain science

Built on modern brain science principles, Veelo helps your sellers learn, retain and apply information — including contextual knowledge reinforcement, memory boosting and micro-learning.



Easy to set up, use and maintain

Get up and running quickly with its out-of-the-box functionality. Veelo integrates with the tools you already use and scales as your business grows, creating a seamless experience.



Contact us for a demo
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