

## Veelo Premium & Enterprise

### Crush Your Sales Quota

Veelo helps you win more deals by making each sales touch point a success. Bring together brain science and machine learning to deliver the perfect talking points, content, and coaching to increase deal velocity and win rates.

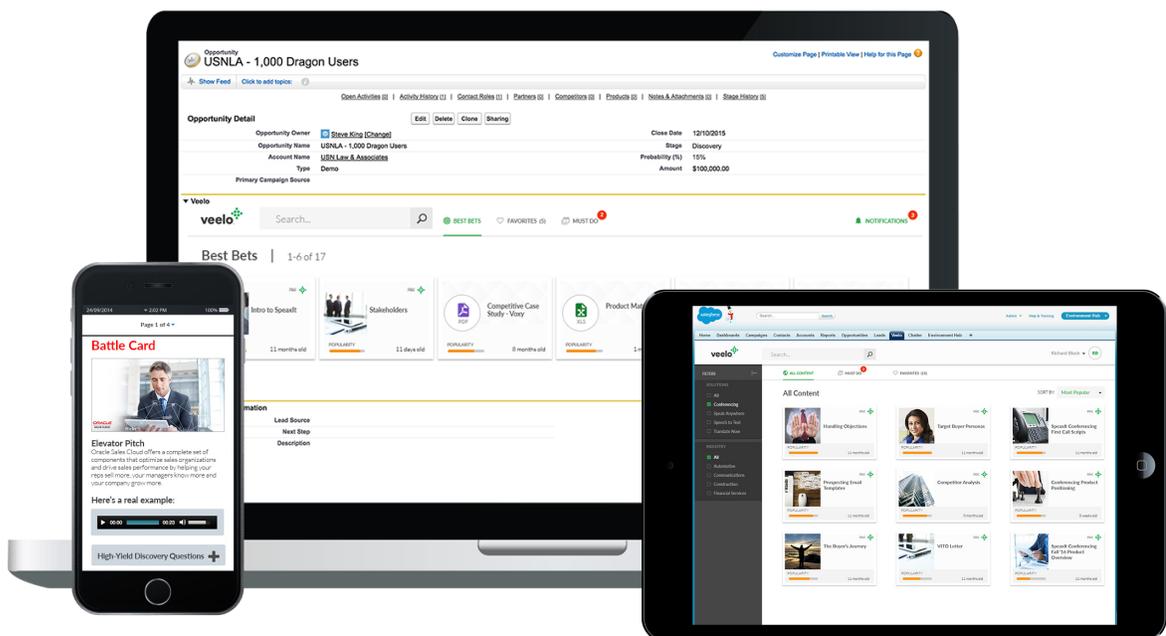
**65%** of sales reps say they can't find content to send to prospects

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

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

### Built for sales teams

Deliver relevant content and coaching at the perfect time in the sales process—eliminating time wasted trying to find the right message. Your reps have more selling time—and the confidence to beat the competition.





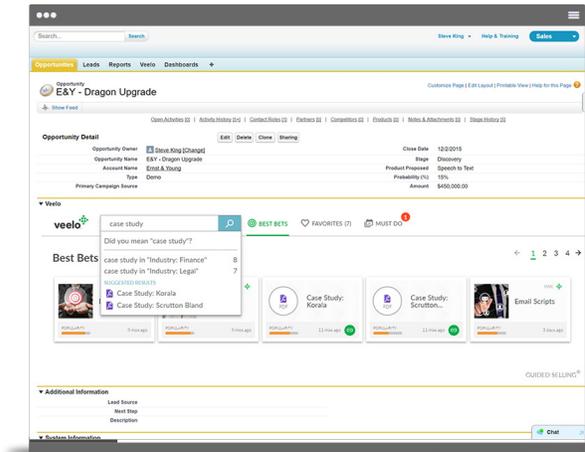
# Platform Overview

## Guided Selling®

Eliminate time wasted on finding the right messaging and what to share. Guide sales reps with content and coaching recommendations delivered by product, vertical, sales stage, and more so they know what to say and how to sell on value. Learning algorithms continuously update content recommendations based on sales use, so your reps get contextually relevant marketing content at the perfect time in the sales process.

## Content Creation

Author and convert content directly within Veelo. Add audio, video, knowledge checks, quizzes and more. Great for onboarding, training reinforcement, and chunking bulky playbook PowerPoints and PDFs into digestible bite-sized pieces to maximize knowledge retention. Create and deliver short memory boosters to increase knowledge retention.



## Content Sharing

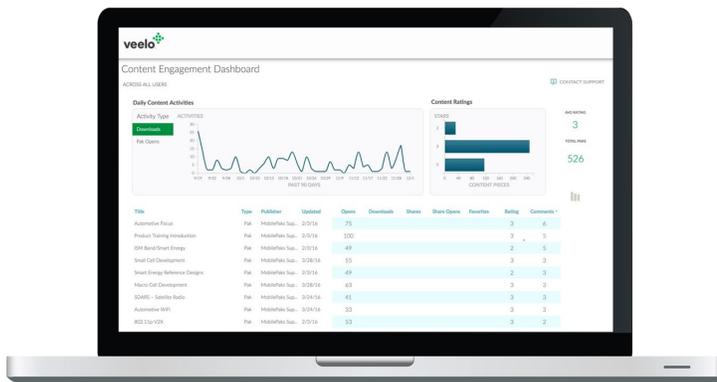
Email files from Veelo or the CRM and get instant alerts and feedback when prospects engage with shared content. Field sales reps can create the perfect sales bundle and take it with them, even if they are offline. App available for both iOS and Android.

## Content Management

Load files directly into Veelo or sync with existing content repositories such as SharePoint or Box. Manage assets, tag, track, and set permissions on what sellers can see and share.

## Advanced Revenue Analytics

Know which content and messaging are moving deals through the pipeline and generating revenue. Compare content and coaching usage by deal closure. Coaching reports deliver insights into sales rep skills proficiency and coaching opportunities.



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