

Veelo® for Channel Partners



More engagement, better education and measurable success

Veelo increases partner engagement and improves your partners' ability to sell your value. Give your partners contextually relevant marketing content and training bursts when they need it, in real time. As a stand alone web app or embedded in a partner portal, Veelo fits into your partners' work flow and delivers fast time to value.

Better sales performance with opportunity-specific content - Automatically guide partners on what content to use to maximize upsells and cross-sells. Push notifications keep you top of mind with all your partners.

Shorten channel rep ramp time - Ramp new channel reps faster with automated learning paths. Easily deliver short bursts of training to progressively build sales knowledge.

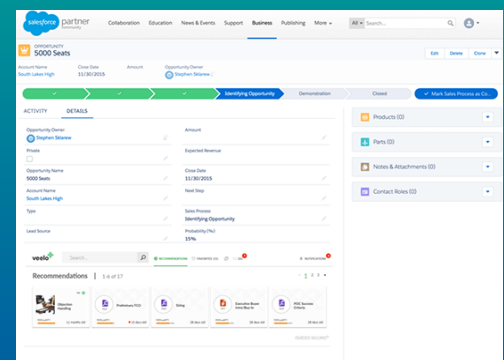
Create engaging content that gets used - Veelo's tools let you author and convert playbooks, product training, and coaching into short, interactive modules.

Increase content impact with visibility into what works - See what your partners use and what they share with prospects. Understand their behavior better to predict next steps for you and your team.

95% of partners don't regularly access vendor portals

85% don't open emails from their vendors

65% of partners prefer mobile



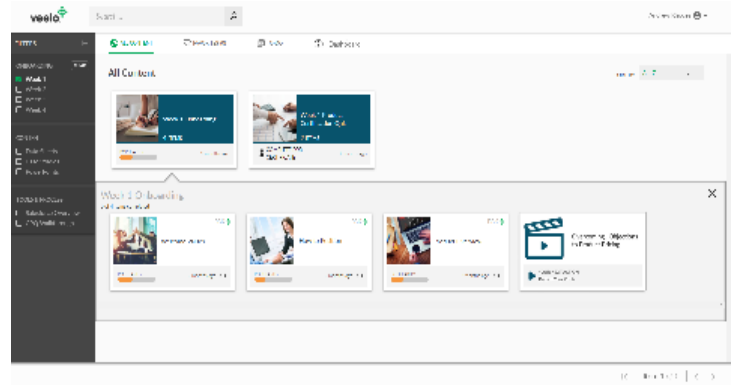
Why Veelo is great for channel partners:

Quick Hits

Cater to short attention spans. Make engaging content that your sellers can easily digest, retain and recall when they need it most.

Content Sharing and Alerts

Allow your partner sellers to share content with prospects and receive notifications in real time to better manage follow-up.



Fits With Your Existing Technology

Use as a stand alone microsite, embed into your existing partner portal, or add to Salesforce Partners.

Easy to Manage

Robust content management and permissions by partner type, role and more. View real-time engagement data and analytics.

Contextual Micro-Reinforcement

Reinforce desired sales behavior with short plays, scenario examples and playbooks. Add video, audio, graphics, games and more.

Onboarding and Training Tools

Assign and sequence training. Test proficiency and certify with knowledge checks and quizzes.

Accelerate Your Channel Sales Performance

Veelo provides a single system to onboard, train, enable and optimize your channel sales performance. Easy to learn and use, you can get Veelo up and running in hours.

Contact us for a demo

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