

Veelo® Premium & Enterprise Data Sheet



A single platform to onboard, enable and optimize your sales organization.

Veelo improves sales effectiveness and productivity by delivering relevant content, coaching and training directly into your sellers' workflow. Veelo combines onboarding, training, prospect engagement and analytics into a single platform so you can correlate all of your enablement efforts to real business results. And best of all, Veelo was built to be easy to use for rapid adoption and high impact.



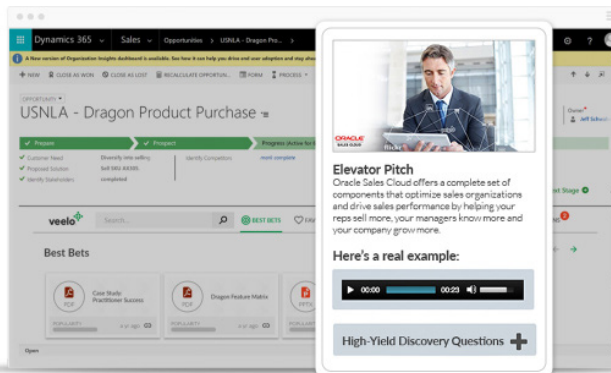
Sales Onboarding & Training Reinforcement

Shorten ramp time - Ramp new hires faster with automated learning paths. Easily deliver content before, during, and after new hire boot camp to progressively build sales knowledge.

Learn by doing - Video coaching ensures reps adopt sales skills and methodologies quickly. Reinforce them with proven techniques that mimic real-world application.

Maximize sales readiness - Practice and coach. Make sure your reps deliver a consistent message while leading demos and selling value.

Simplify & scale program delivery - Intuitive tools make administering programs simple. Easily add or sync existing content, or use templates to create programs in minutes.



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

56% of companies can't measure content ROI

60% of new reps take 7+ months to fully ramp



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 - Reps can use intelligent search to get the content they need, fast.

Deliver the perfect content - Keep sellers on message. Content recommendations powered by machine learning deliver the perfect content when it's needed.

Increase content ROI - Understand which content prospects use. Quantify ROI by correlating content to pipeline growth and new revenue.

Easy integrations - Get fast time to benefit. Veelo integrates with the tools you already use.



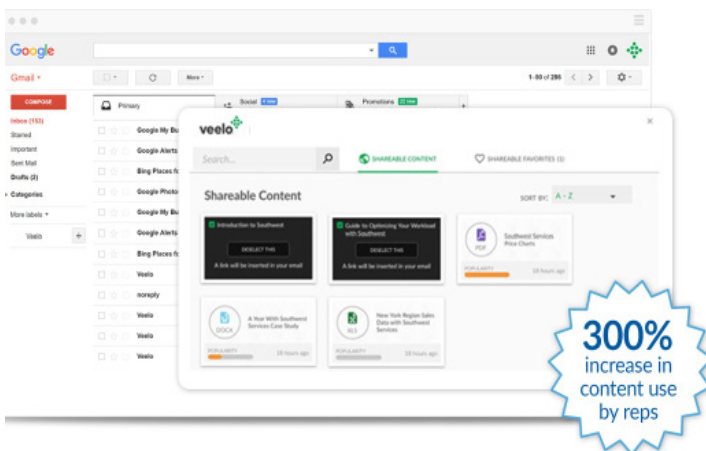
Personalized Prospect Engagement

Personalize emails quickly - Easily email prospects with content tailored to their needs and buying stage. Stop wasting time searching for the perfect piece of content.

Boost sales effectiveness - Veelo works in the CRM and email client you already use, so your team can focus on selling.

Track prospect behavior - Track content views in real-time. Reps can plan next steps for better follow-up and pipeline management.

Reduce manual tasks - Data on every piece of content sent, opened and forwarded is logged automatically in your CRM real-time.





Sales Enablement Analytics

Amplify best practices - Optimize your sales cycle with analytics on seller proficiency, onboarding, content usage and prospect engagement.

Increase marketing efficiency - Understand content engagement. Identify which pieces get used and how 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 more deals. Veelo gets smarter with every interaction.



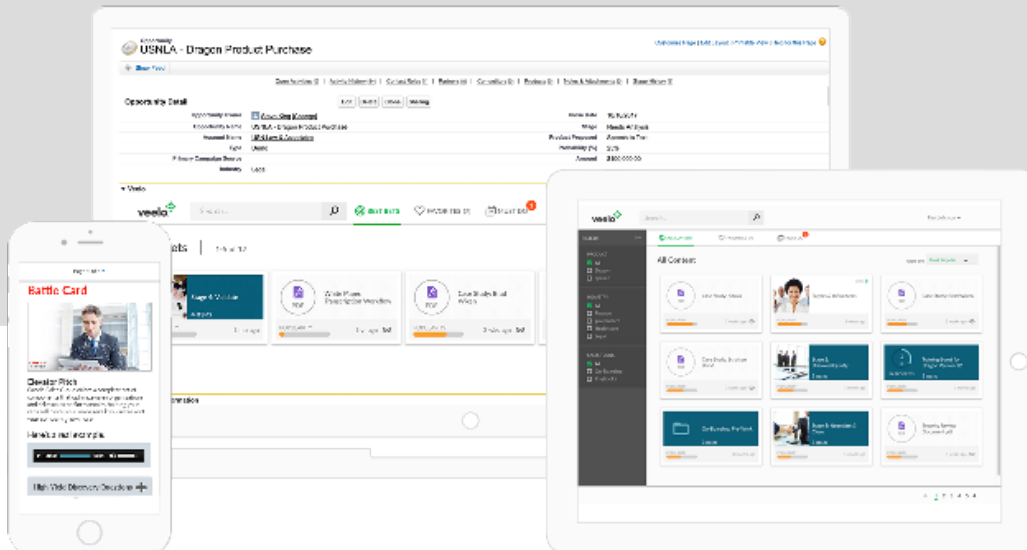
Rooted in brain science

Built on modern brain science principles, Veelo empowers your sellers to learn, retain and apply key information.



Easy to set up, use and maintain

Get up and running quickly. Veelo integrates with the tools you already use and scales as your business grows.



Contact us for a demo

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