

Highspot + Salesforce Agentforce

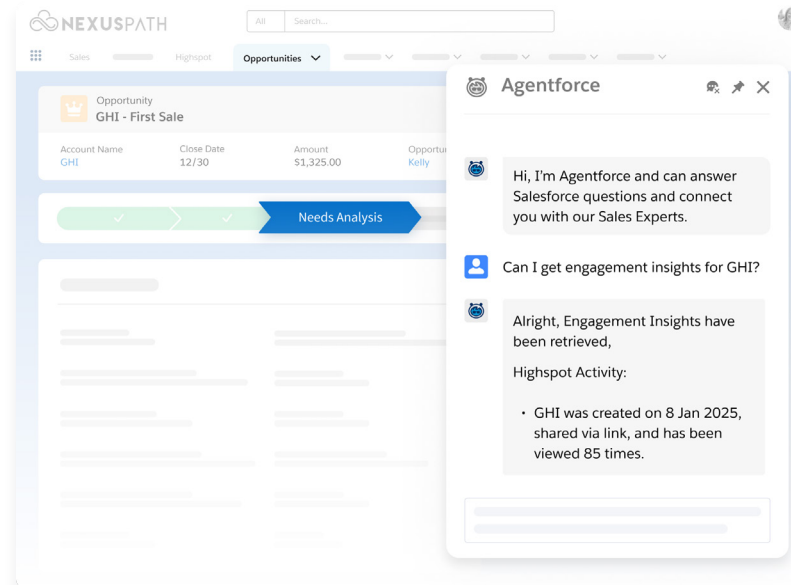
Enhance Your Agentforce Experience with AI-powered Content and Insights

Combine Highspot content, analytics and AI with Salesforce Agentforce in a single, unified experience powered by Agentforce agents. Embed recommended content and sales plays, enhance meeting preparation, and get instant answers from Highspot to give your GTM teams the best chance to win every deal.

Streamline Workflows To Win More Deals

The Highspot Agentforce Integration brings together two powerful platforms to supercharge your GTM efforts and initiatives. This combination delivers AI insights, seamless content management, and intelligent automation to boost sales productivity and drive predictable revenue growth.

- ✓ Provide GTM teams with instant, contextual recommendations directly in Agentforce, analyzing customer data and meeting history to suggest the most relevant materials for future customer engagements
- ✓ Enhance Agentforce meeting preparation through AI-generated summaries, priority topics, and objection-handling tips for sales reps to review and prepare for upcoming meetings in one platform
- ✓ Transcribe and analyze sales meetings, providing valuable insights into customer sentiment and key topics directly in Agentforce to help managers provide coaching and identify best practices for all sales reps
- ✓ Automate skill & competency assessments on 200 unique skills, accelerating manager and seller evaluations to drive continuous improvement through targeted coaching
- ✓ Streamline workflows with content and analytics embedded directly in Agentforce, increasing productivity, improving sales behavior, and reducing friction in the sales process



Increase Sales Productivity And Achieve Better Outcomes

Highspot and Salesforce are committed to helping customers streamline sales with relevant content, training, and insights, freeing up your teams to do what they do best — sell. Leverage Highspot with Salesforce Agentforce to help your GTM teams deliver more value to your customers.



Predict Revenue Growth

Identify best practices, training, and sales activity driving wins through integrated analytics to inform business initiatives and scale across all GTM teams



Increase Sales Productivity

Provide relevant enablement, content and sales plays at the right time to understand customer pain points and increase sales velocity and conversion rates



Optimize GTM initiatives

Understand buyer behavior and identify best practices to build and execute winning sales programs and campaigns



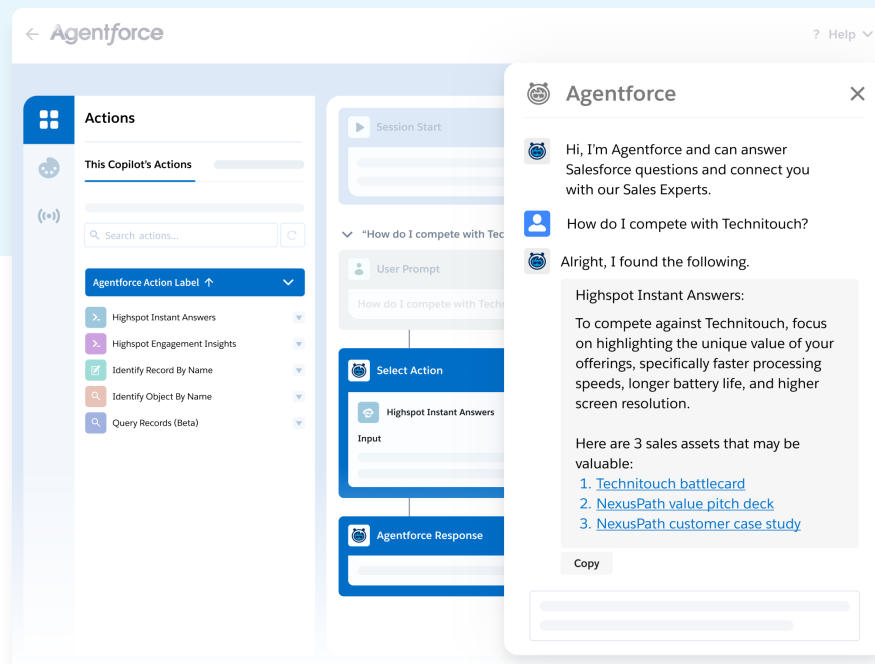
Enhance sales coaching

Leverage AI-powered meeting intelligence and performance analytics to coach sellers how to navigate and win more deals



Retain Top Talent

Provide best-in-class sales training paired with coaching and feedback to increase seller skills & competencies and drive enablement adoption



Integrating Highspot with Agentforce represents a significant leap forward in sales enablement technology.

Combine Highspot content intelligence and conversational analytics with Agentforce automation to provide sales teams with unparalleled tools for success. This partnership empowers sales professionals to work smarter, close deals faster, and drive sustainable revenue growth for their organizations.



Highspot and Salesforce integrations have shown:

- ✓ 300% ROI on Highspot sales enablement investment
- ✓ 15% increase in win rates
- ✓ 14% increase in pipeline generation
- ✓ 25% reduction in new seller onboarding time
- ✓ 8x faster corrective action identification and execution

Enterprise Salesforce and Highspot Customers



Office DEPOT

Rimini Street®



'GLASSDOOR'

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It's a huge improvement in efficiency, which frees up time for our sellers to do what they're paid to do: bring the value of a partnership between our organisations and drive profitability and revenue.

– Rey Espinosa

Sr. Product Consultant, Office Depot

See How It Works - Book Your Demo Today