

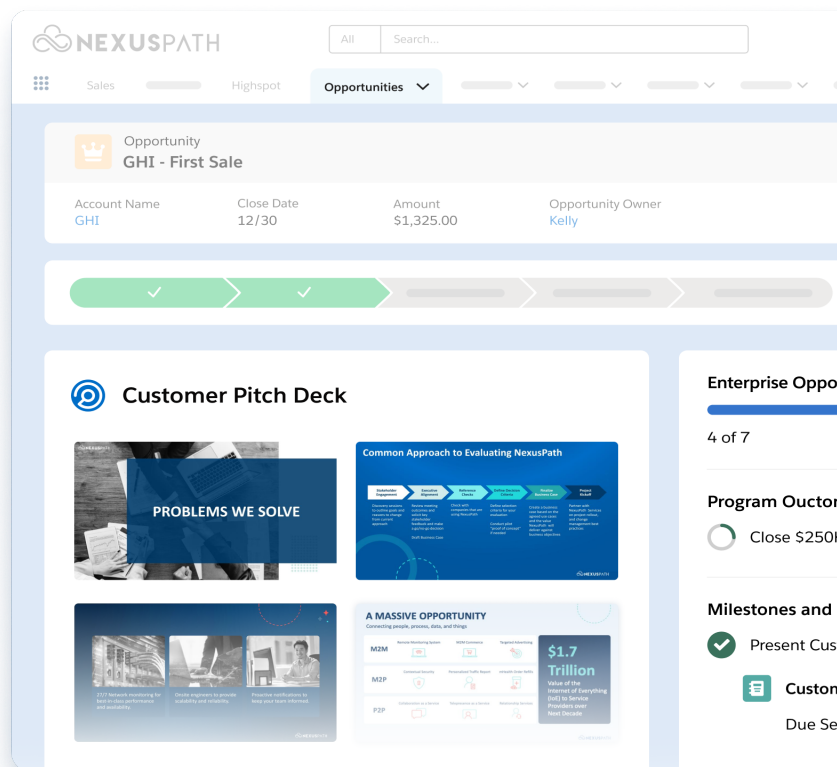
Maximize sales performance with embedded content, training, coaching, and analytics

Combine Highspot with Salesforce Sales Performance Management Suite (SPM) to provide sellers the right materials at the right time to close more deals. Give your sales teams the best chance to win, improve sales behavior, and deliver consistent revenue growth.

Improve Selling Behavior To Close More Deals

Highspot integrates seamlessly with SPM to provide content, training, and analytics directly in Sales Programs in a single, unified workflow.

- ✓ Recommend Highspot content and training directly in SPM relevant to the prospect, sales stage, and opportunity
- ✓ Insert Highspot custom-generated content, sales plays, and training into Sales Program builder to onboard and ramp reps faster
- ✓ Track customer engagement to inform Sales Plan progress, identify training and coaching opportunities, guide reps on best practices, and improve sales behavior
- ✓ Combine Highspot analytics with SPM to identify trends, reduce bottlenecks, and monitor sales velocity, tying seller activity to business outcomes
- ✓ Access dedicated Highspot support resources to partner with your teams for smooth and seamless implementation and migration



Increase Sales Productivity And Achieve Better Outcomes

Highspot and SPM are committed to helping customers streamline sales performance with accurate data and on-demand content you can trust. Leverage Highspot with SPM to 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

Relevant enablement, content and sales plays directly accessible in SPM to increase sales velocity and conversion



Improve Sales Behavior

Leverage digital sales rooms, meeting intelligence, and training results to coach sellers how to navigate and win more deals



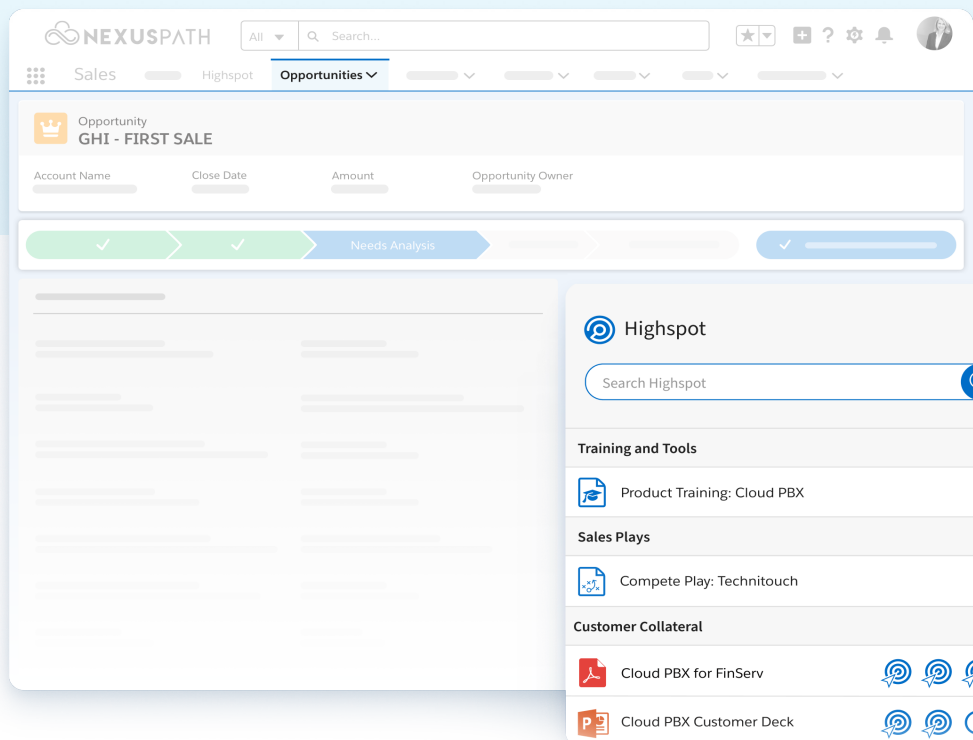
Reduce Cost To Serve

Quickly and easily integrate and migrate content and data across both platforms to save time and streamline workflows in a single, unified experience



Retain Top Talent

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



Enterprise Clients Choose Highspot Over Competition

Over 70 companies have chosen Highspot over a top competitor with 100% implementation success rate and 98% support satisfaction.

16%

Increase in
Win Rate



10X

More Adoption over
Previous Solution

Rimini Street

87%

Recurring Usage
Adoption of Highspot

'GLASSDOOR'

72%

Increase in
Content Governance

Office DEPOT

22%

Increase in
Deal Size

15%

Increase in
Win rate

 **Paycor**

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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 organizations and drive profitability and revenue.

– **Rey Espinosa**

Sr. Product Consultant, Office Depot

See How It Works - Book Your Demo Today >