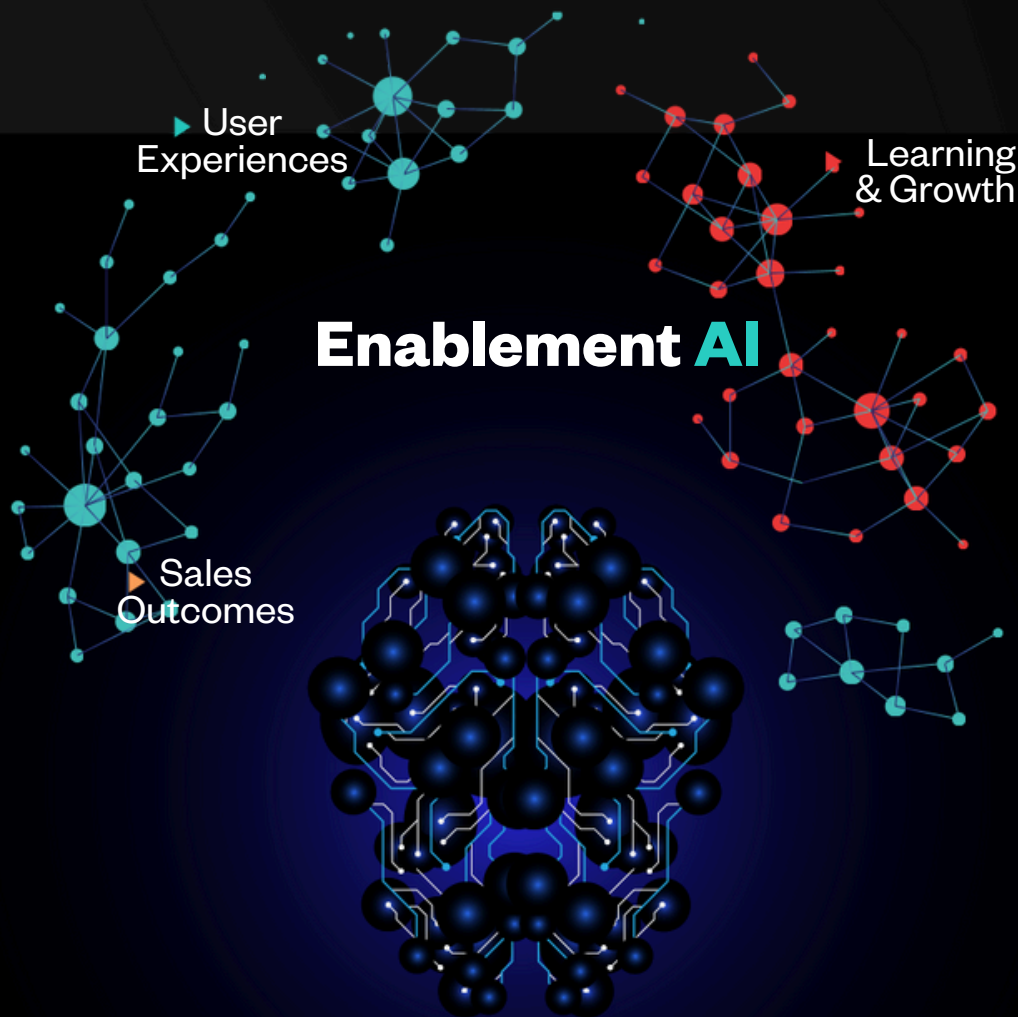


Transform Revenue Teams with AI-Powered Enablement

Unlock Higher Sales Performance and Insights that
Fuel Revenue Growth with Allego's Enablement AI



For Sales, Enablement, Marketing, and IT Leaders Seeking Modern Solutions

AI is essential for staying competitive, but it must be seamlessly integrated into daily operations to deliver real value. Allego's Enablement AI helps revenue teams anticipate needs, tackle challenges, and perform in the flow of work — transforming how teams learn, coach, and sell while boosting productivity. Spark, our internal AI expert, saves reps time and drives efficiency.

Allego is grounded in long-term product vision and real customer needs. Enablement AI has been part of our platform from the start. The launch of our Live Dialog Simulator is the latest milestone: a groundbreaking tool for unscripted, AI-powered practice with lifelike avatars. It showcases Allego's product innovation and commitment to delivering real sales impact — not added complexity.

Our Guiding Principles on AI

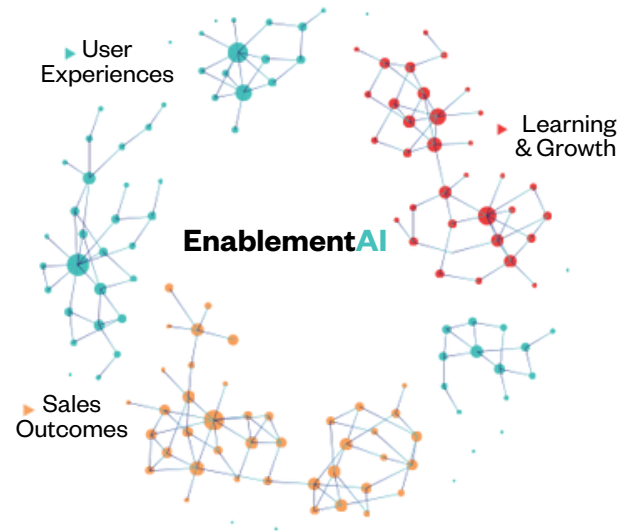
Our approach to AI isn't about flooding users with chatbots or requiring sellers to master prompt engineering. Instead, we've built intuitive, point-and-click workflows that seamlessly guide people to time savings or more optimal results or correct answers, faster. Allego's Enablement AI anticipates what users need and delivers actionable insights directly in the flow of work— saving time, reducing friction, and driving productivity.

While others rely heavily on chatbots and complex prompts, Allego ensures that AI works for sellers and instructional designers and coaches and curators and SMEs, not the other way around. With us, your field teams can focus on engaging buyers and closing deals— without ever needing to become experts in AI.



Allego has made a huge improvement to our sales reps' productivity."

▶ **DAVE SNYDER**
Director, Global Commercial Communications
Smith+Nephew



WHY CHOOSE Allego's Enablement AI?

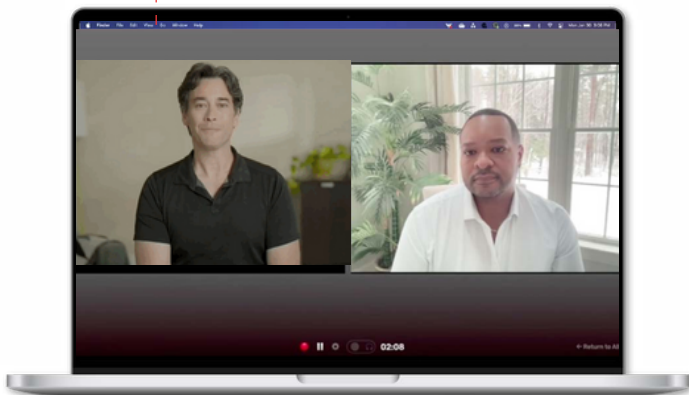
- ▶ **1. Elevate User Experiences**
Allego's Enablement AI seamlessly integrates into daily workflows, providing sellers with intuitive tools and personalized guidance. By anticipating user needs and delivering the right content at the right time, it fosters a frictionless experience that boosts productivity and adoption.
- ▶ **2. Accelerate Learning & Growth**
AI empowers sellers with targeted learning paths and interactive practice scenarios tailored to their individual performance. This continuous, in-the-flow development boosts confidence, enhances knowledge retention, and accelerates skill-building.
- ▶ **3. Improve Sales Outcomes**
With AI-driven insights, real-time coaching, and automated follow-ups, Enablement AI helps sellers engage buyers more effectively and close deals faster. The result? Improved win rates, shorter sales cycles, and a stronger bottom line.

Security and Privacy

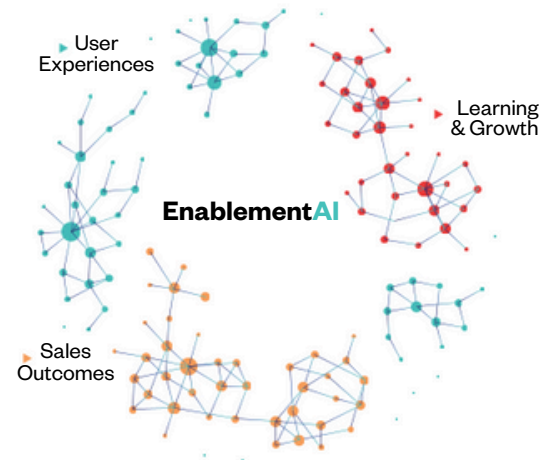
Spark employs a diverse AI strategy, blending self-hosted and third-party vendors to ensure cutting-edge innovations while prioritizing privacy and data integrity. The infrastructure is vendor-agnostic, and upholds high standards for data protection, privacy, and security, aligning seamlessly with Allego's commitment to responsible AI use.

Allego uses AI and Machine Learning in select controlled and configurable locations throughout the Allego application to drive intelligent learning, coaching, and content experiences. Allego uses Generative AI in an enterprise-friendly security-conscious way to support field reps, managers, enablement specialists, curators and subject matter experts. Customer data inputs, content, and query data are never made accessible to, or used by Allego Enablement AI for the benefit of, any other Allego Customer. In addition to Customer data always being encrypted at rest in Allego, Customer data inputs, content, and query data are encrypted in transit to Allego's third party GenAI vendors.

Live Dialog Simulator: Private, Configurable, Secure



- ▶ All simulations are customer-specific, never shared, and fully configurable — ensuring reps practice in a secure, isolated environment aligned to your org's needs.



How Enablement AI Drives Business Impact



50% Faster Onboarding

AI-enabled onboarding cut ramp-up time from six months to 90 days, accelerating new hire productivity and ROI.



74% Reduction in Content Requests

AI-powered content management decreased requests from sales teams, giving reps more time to sell.



45% Higher Win Rates

AI-driven insights and coaching boosted win rates among top teams, driving revenue growth and efficiency.

Enablement AI Capabilities Overview

Allego's AI-powered suite is designed to support every stage of the sales cycle, helping revenue teams work smarter, not harder. From automating admin tasks to delivering insights and improving buyer engagement, Enablement AI meets the needs of today's sales, enablement, marketing, and IT leaders.

Our Full Suite of AI Capabilities Includes:

1. Elevate User Experiences ----->

▶ **AI-Generated Descriptions & Tags**

Automatically generate smart tags and short summaries to reduce manual work and improve how content is organized, discovered, and reused.

▶ **Auto-Transcription of Video or Audio Media**

Automatically transcribe content in the speaker's original language, making it more accessible.

▶ **Auto-Transcription & Note Taking for Meetings**

Generate transcripts with speaker identification for voice calls or web meetings, streamlining review and analysis of key interactions.

▶ **Auto-Translation of Transcripts/Closed Captions**

Automatically translate transcripts and captions, enabling multilingual accessibility for global teams.

▶ **Voice Commands & AI-Enhanced Navigation**

Use voice commands for hands-free navigation, content access, and CRM updates, enabling multitasking and streamlined workflows.

▶ **Real-Time Virtual Backgrounds & Speaker Isolation**

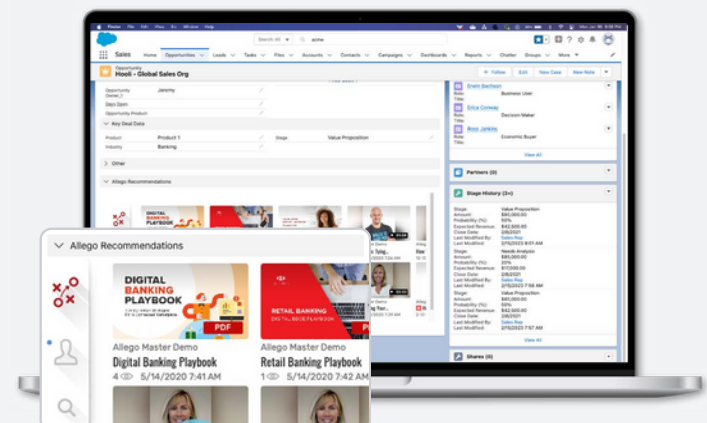
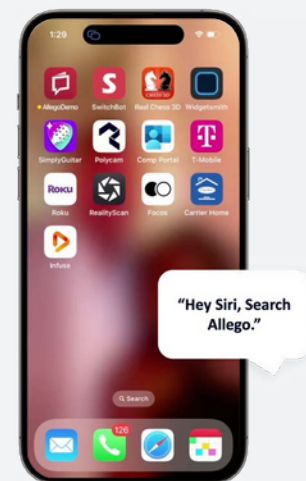
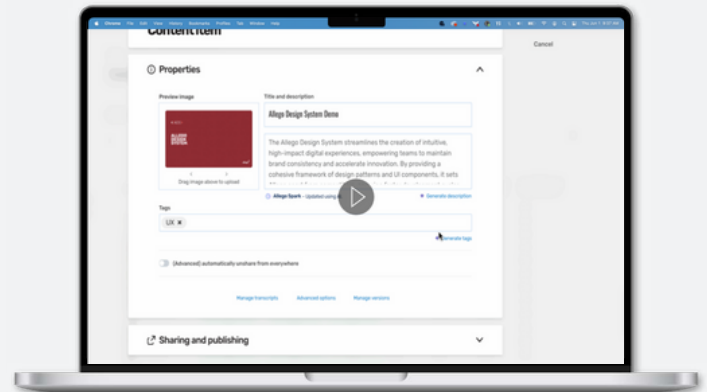
Replace video backgrounds and isolate speakers during webcam recordings for professional, distraction-free presentations.

▶ **ML-Ranked Personalized Recommendation Feed**

Surface relevant content based on user activity, topics they follow, and recent views, ensuring timely delivery of valuable resources.

▶ **AI Computer Vision Image Ingestion for Search**

Create text descriptions of image content (e.g., objects and colors) to enhance searchability and discoverability of visual content.



2. Accelerate Learning & Growth - - - - ->

▶ **AI-Created Quizzes & Objection Drills**

Automatically generate quiz questions and drill content based on video transcripts to support active learning and reinforcement.

▶ **AI-Synthesized Objection Drill Scripts**

AI drafts lists of objections and challenging questions based on analyzed call transcripts, helping reps prepare for tough scenarios.

▶ **ML-Personalized Reinforcement Drills**

Personalize the order of digital flashcards based on user performance and learning patterns, boosting knowledge retention and readiness.

▶ **AI Scoring & Coaching for Calls and Meetings**

Generate scores and coaching feedback for recorded calls and meetings based on transcript analysis, helping teams continuously improve.

▶ **AI Scoring & Coaching for Practice Exercises**

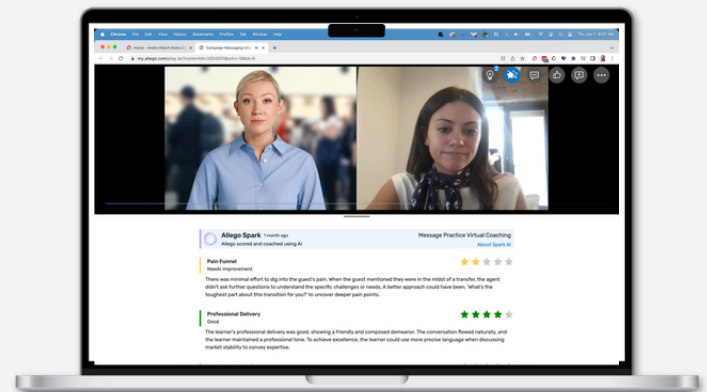
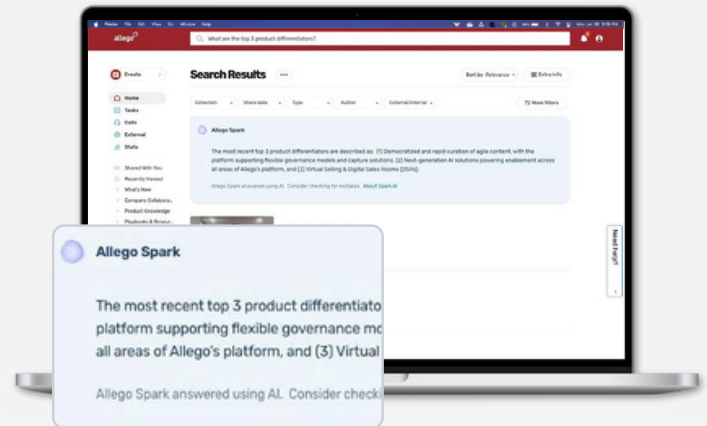
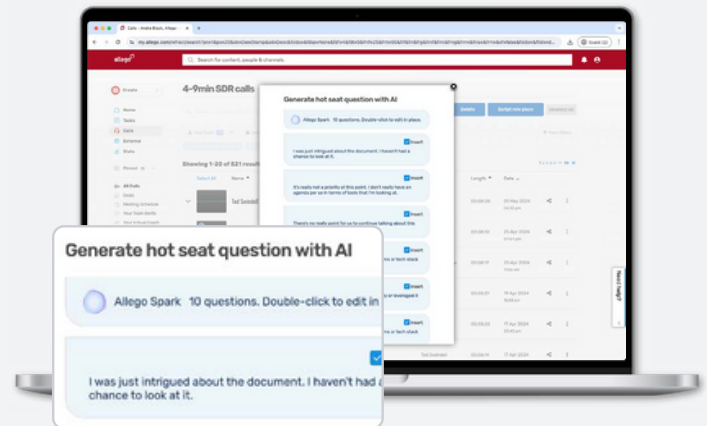
Automatically score and provide feedback for video-based practice exercises using pre-configured rubrics, ensuring consistent coaching at scale.

▶ **AI-Powered Tolerance for Paraphrased Responses in Practice Simulations**

Generate alternate phrasing options for pre-scripted responses to accommodate a range of user inputs, making simulations more realistic.

▶ **AI-Powered Live Dialog Simulator (NEW IN 2025)**

Reps build skills through unscripted role-plays with lifelike AI avatars—no scripts or branching logic. Delivers realistic practice and scalable coaching.



3. Drive Better Sales Outcomes ----->

▶ **Call Summary Generation & Action Items**

Automatically generate call summaries and actions, simplifying follow-ups.

▶ **Search Answer Synthesis**

Generate natural language responses to queries by synthesizing answers from top-matching content items, making search more intuitive.

▶ **ML-Ranked Deal Recommendations in CRM**

Display relevant content recommendations directly in CRM based on deal attributes and stages.

▶ **Generative AI Search Prompting**

Guide users to formulate better searches with AI-suggestions, improving relevance.

▶ **AI-Driven Conversation Insights**

Analyze recorded conversations for sentiment and key themes, helping teams better understand engagement dynamics and refine strategies.

▶ **Live Dialog Simulator for Sales Practice**

Sharpen skills through unscripted, AI-powered conversations that mirror real buyer interactions —boosting confidence and readiness.

▶ **Real-Time Deal and Engagement Analytics**

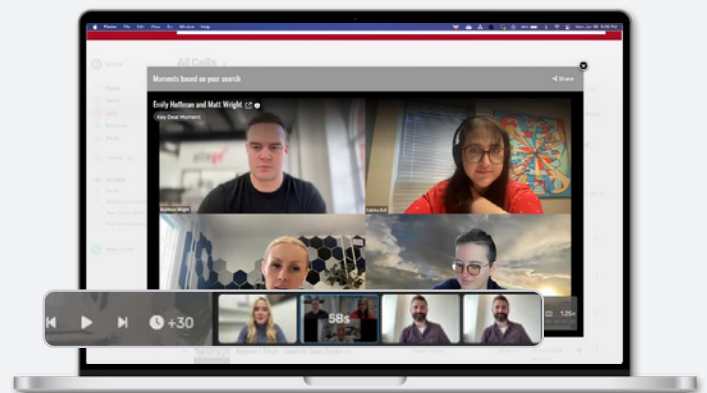
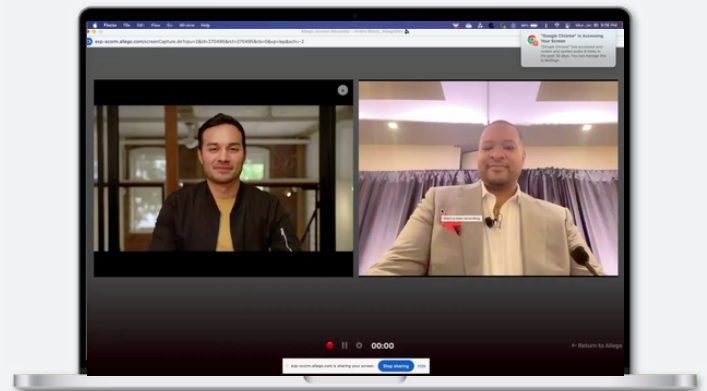
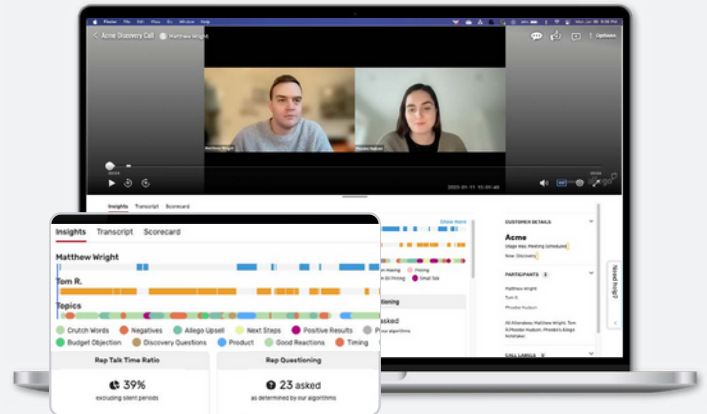
Track buyer engagement with shared content in digital rooms, providing insights into buyer interest.

▶ **Global Voice AI Translation & Lip Dubbing Service**

Translate and synchronize voice in different languages with lip movements, enabling more engaging multilingual content.

▶ **Deal History Showreels**

Highlight reels capturing key moments and turning points from calls and meetings, giving a concise overview of each deal's progress.



About Allego

Allego is the future of revenue enablement. Our sales enablement, learning, content management, and conversation intelligence products accelerate performance for sales and other teams. Allego is AI-driven and seller-centric, with the power, agility, insight, and ease you need to drive results in a hybrid world—all in a single app. Nearly 1 million professionals use Allego to equip sellers with intelligent training, coaching, and content that engages and converts buyers. Learn more about sales enablement that wins sellers and buyers at allego.com.