

Veelo® for Onboarding

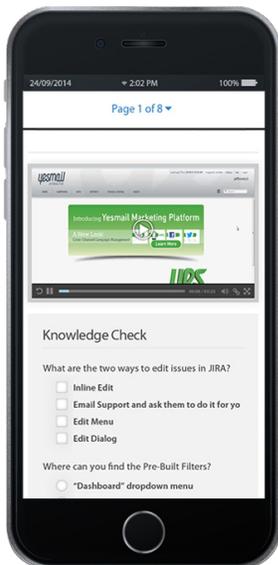
Improve ramp time and support reps through their entire sales journey.

With Veelo, training is ongoing and designed to be integrated into the sales rep's natural workflow. Our platform gives you a scalable, repeatable onboarding process that augments traditional training for better knowledge retention, skill adoption, and business impact. Improve ramp time, seller confidence, and time to first dollar. Using learning science principles, Veelo helps reps sell on value and get to quota faster.

90% of sales training can't be recalled after the 30th day

9 months until the new sales rep gains competency

2 years is the average turnover rate for salespeople



54% Greater New Hire Productivity

Veelo's flexible platform augments each point of your onboarding process. Veelo allows you to include in-class digital works books, self-paced training, post reinforcement, and virtual coaching; stand-alone or in the CRM. Ramp new reps faster and have them achieving quota in no time.

"We boosted onboarding efficiency by 25% with Veelo. Distributing our information through Veelo prior to live training allowed us to maximize practice and coaching for better knowledge sharing and learning retention."

—Cindy Kraft, Operations Coordinator, Gazelles International

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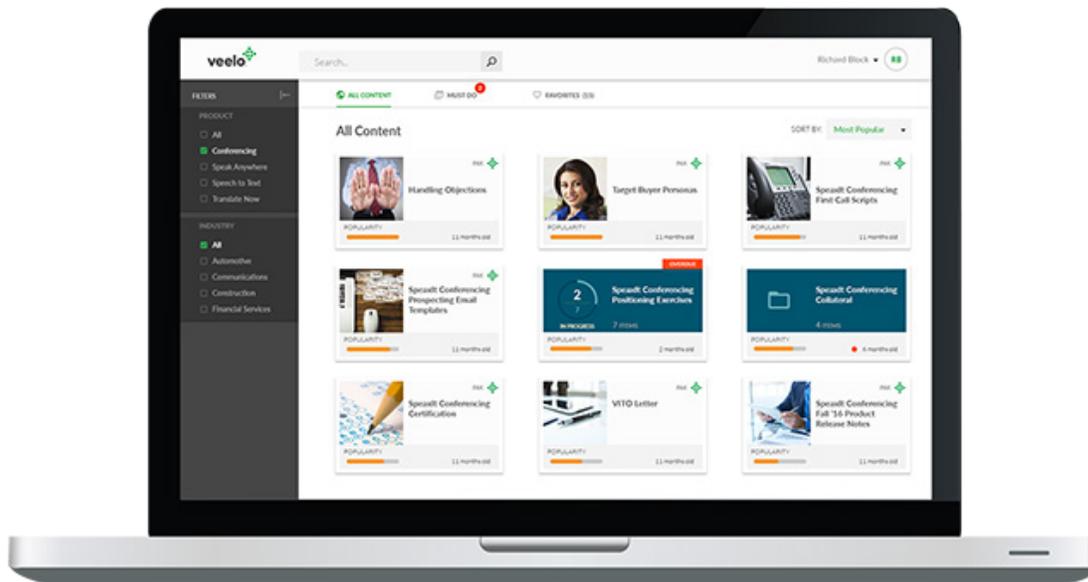


The Veelo Platform

Veelo helps reps go from recently-onboarded newbie to consistent top-performing veteran with ongoing training and coaching that guides them through each sale.

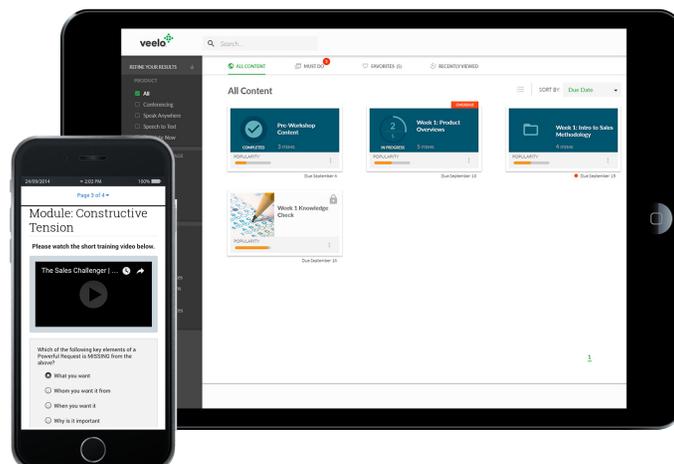
Digital Workbooks for Classroom Training

Create digital workbooks, interactive quizzes, gamified challenges and leaderboards to augment your classroom or virtual training. Learners can take notes, print and organize favorites—as well as reference workbooks and training from any device.



Self-Guided Study

Continue to provide training and support to sellers post-event with a scalable platform that helps sellers reach competency quickly. Assign training and allow learners to move at their own pace. Sequence and unlock content as users gain competency and advance to the next level. Create quiz banks, testing and certification. Make it memorable with audio, video and interactive exercises.

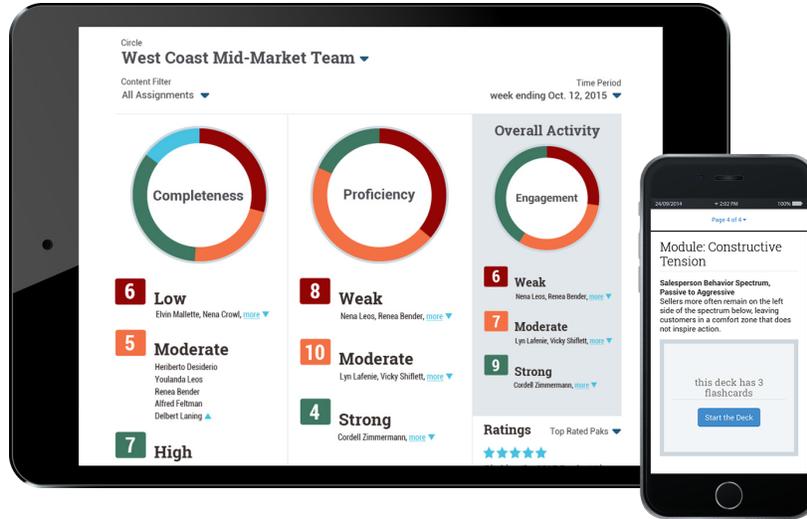




The Veelo Platform

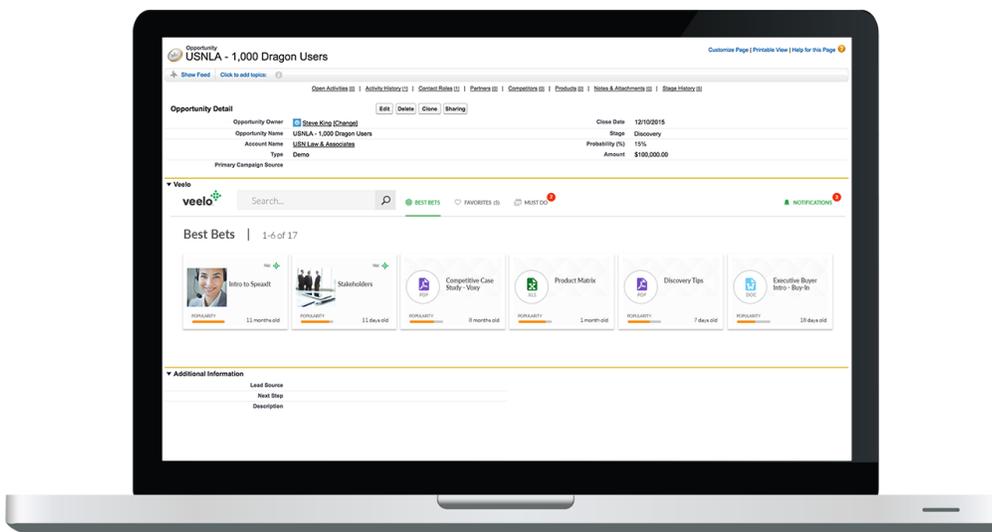
Post-Bootcamp Reinforcement

Improve knowledge retention and don't let your new hire onboarding and training go to waste. Create multi-week reinforcement programs with bite-sized aids for memory recall practice. Assign and remind in the CRM or standalone. Reports allow you to identify gaps and coach for better performance.



Coaching in Context in the CRM

Learning is ongoing. Set your sellers up for success with virtual coaching in context by role, prospect, vertical, product, sales stage and more. Continue to reinforce desired behavior and help sellers ramp pipeline faster. Track impact of coaching and training to pipeline growth, sales velocity and deal wins.



By the Numbers

Without follow-up, reps lose 80-90% of what they learned in training after just 1 month. —Sales Alliance

Continuous training and reinforcement results in over 50% higher net sales per employee. —ATD

Employees who attend well structured onboarding programs are 69% more likely to remain at the company. —SHRM Foundation

Companies where salespeople use a methodology and get consistent coaching see 73% quota achievement. —CSO Insights

Sales teams implementing post-training reinforcement see 20% more reps achieving quota. —Aberdeen

52% of poor performing firms do not measure the impact of sales training on company success. —Aberdeen

65% of employees say the quality of training and learning positively influences their engagement. —ASTD

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