

Adoption in the field makes or breaks sales technology initiatives. That's why Allego encoded best practices from numerous successful rollouts into Allego Solution Blueprints. Refined across implementations to tens of thousands of sales reps, these blueprints ensure strong adoption and utilization so organizations see immediate results and avoid missteps and waste.

### Onboarding

*Allego reduces time to first deal while lowering costs*



**Engage** new hires with intro exercises, simulations, and peer videos



**Guide** new reps through sequenced learning paths containing high-impact content from the field



**Ensure** competency remotely using interactive video certifications



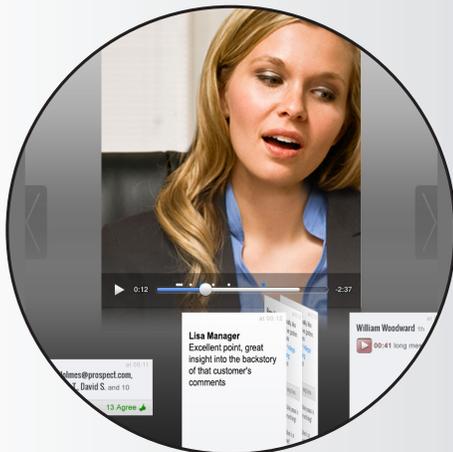
**Reinforce** skills with ongoing mobile video coaching and practice



**Drive** long-term knowledge retention with Flash Drills<sup>®</sup> daily microlearning



*Reduced time to first deal from 9 months down to 5 months*



*Certified 400 reps on new messaging in 1 month*

### Effective Messaging

*Allego ensures consistent and proficient message execution*



**Show** reps "what good looks like" using video examples of talk tracks



**Certify** reps with video assignments to ensure messaging mastery



**Initiate** practice and coaching with mobile video role play



**Drive** long-term knowledge retention with Flash Drills' daily microlearning



**Elevate** reps' performance by harvesting best example videos to share with the whole team

# Product Launch

*Allego speeds launch while reducing costs and risks*

- Leverage** SMEs better with interactive videos created in just a few clicks
- Certify** product mastery remotely using video role play and simulations
- Initiate** video practice and share objection responses learned in early sales interactions
- Guarantee** reps master critical product knowledge through Flash Drills' daily microlearning and mastery reports
- Elevate** reps' performance by harvesting best example videos to share with the whole team



*Launched a new drug in half the time, certified 100% of reps using Allego*

# Every Day Selling

*Allego ensures reps can execute the winning approach to every sales engagement*

- Circulate** critical information instantaneously using video updates
- Safeguard** your business with remote video compliance certification
- Expand** coaching opportunities by empowering managers to do it on their own schedule, remotely
- Foster** engagement using friendly competition via video pitch contests
- Socialize** best practices by harvesting example videos to share across teams
- Instigate** peer-to-peer collaboration by empowering the field with simple, fast video sharing capability
- Push** winning stories, talk tracks and competitive response videos inside salesforce.com at the right point of the sales cycle

# Sales Meetings

*Allego ensures lasting impact while reducing costs and lost selling time*

- Prepare** reps with logistics, speaker introductions and pre-work using interactive videos created in just a few clicks
- Cut** costs and lost selling time by substituting interactive video for some or all travel
- Establish** a baseline using video quizzes and role plays before the in-person session
- Reinforce** concepts from live sessions with Flash Drills' daily microlearning
- Capture** live sessions so reps can revisit them or watch ones they missed, and future new hires can benefit



*Increased certification success rate from 63% to 100%*

## About Allego

*Allego's sales learning platform supports all types of learning in an engaging, convenient and effective way through the use of mobile and video. Explore further at [www.allego.com](http://www.allego.com).*