

HIGHSPOT PRODUCT OVERVIEW

THE WORLD'S #1 SALES ENABLEMENT PLATFORM

Improve the Performance of your Customer-Facing Teams.

Highspot empowers organizations to make every customer conversation count with an end-to-end, unified sales enablement platform.

Accelerate Revenue Growth: **100%** of customers agree that Highspot helps improve win rates.¹



Manage Content

The best content for every conversation: Highspot offers the easiest way to manage, organize, and discover content.



Guide Sellers

Turn your strategy into action: land sales plays across your GTM teams with the analytics to track business outcomes.



Onboard and Train

Training experiences that drive impact: onboard reps faster, reduce ramp time, and provide guided experiences that drive adoption.



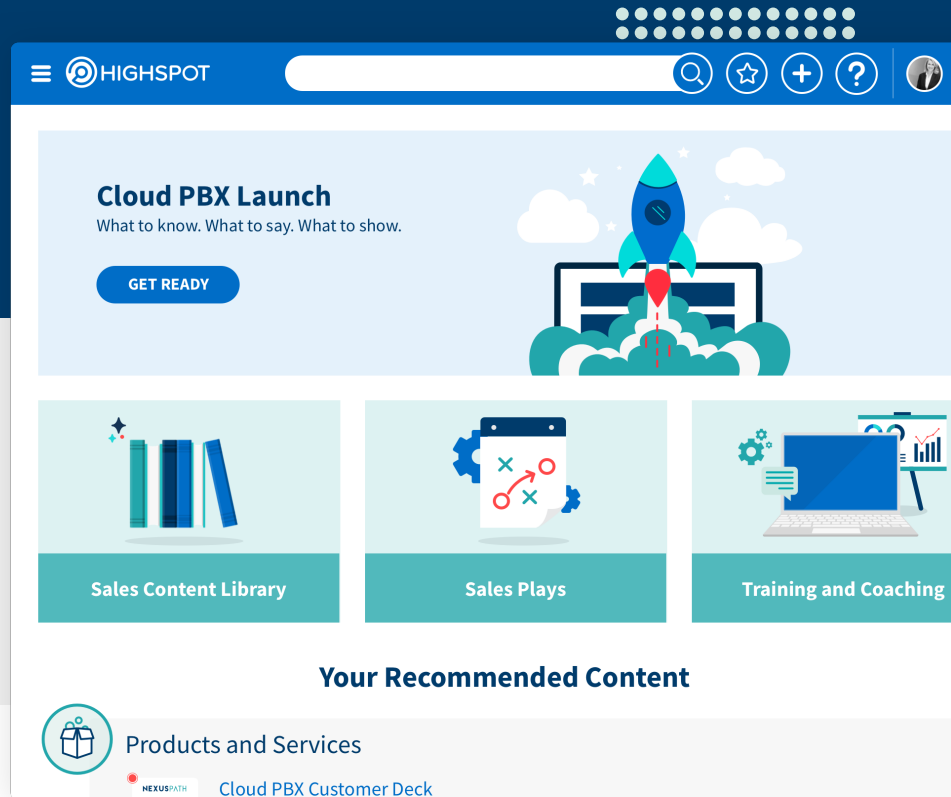
Coach Reps

Deliver data-led coaching: drive consistent rep performance. Identify and amplify best practices across the team.



Engage Customers

Make the most of every interaction: Empower reps to create personalized, digital experiences for customers. Track outcomes with engagement intelligence.



TRUSTED BY:



¹ TechValidate

THE POWER OF HIGHSPOT



User Experience

Unified UX drives 90+% rep adoption



Admin Experience

Unified administration delivers a lower total cost of ownership



Insights Experience

Unified data across content, training, and rep performance



Community Experience

Extend value with an expert Marketplace and 70+ integrations

INNOVATIVE PLATFORM CAPABILITIES



Spots™

Spots offer a more intuitive way for sellers to find content—without complex tagging or files and folders.



SmartPages™

Bring context to content with dynamic pages that are mobile-responsive and quick to create.



Analytics 360

Comprehensive reports, dashboards, scorecards to track business outcomes and optimize investments.



Patented AI

Patented artificial intelligence surfaces the most relevant, effective resources for every sales opportunity.



Security and Privacy

Highspot's capabilities are delivered on an enterprise-grade platform with top security certifications and designed to protect your data.



Integrations

With 70+ certified integrations, Highspot works everywhere your reps do.



Highspot is **#1-rated in the enterprise** on G2's Relationship Index, receiving high marks for customer satisfaction. Choosing Highspot means you will have an award-winning team of service and support professionals to help you every step of the way.

RECOGNIZED BY:

Gartner



SiriusDecisions



FORRESTER