



The Highest Rated Sales Enablement Solution

over
70%
realize payback in less
than one year

FASTEST ROI

- Highspot provides quantified ROI by saving sellers time and helping marketers optimize content spend
- 100% of Highspot customers realize payback in less than 3 years, and 70% in less than 12 months
- 1 in 5 organizations using other solutions never realized full payback

40%
higher adoption than
competitors

MOST LOVED BY SELLERS

- With so many sales tools on the market, seller tool fatigue leads to poor adoption
- Highspot is rated #1 for ease of use and is the #1 most adopted solution due to accurate search, guided experiences, and deep integration with Slack, Outlook, Gmail, Salesforce, and more
- Users of other solutions report 40% lower adoption compared to Highspot

6x
faster to roll out

EASIEST TO SET UP, MANAGE AND ADMINISTER

- Highspot is the #1 rated enablement solution for its ease of administration
- Highspot delivers a single UI for both administrators and end users which reduces overhead
- Designed for rapid deployment, most organizations go live in 1 month (6x faster than other solutions)

#1
rated solution

HIGHEST CUSTOMER SATISFACTION

- Satisfaction comes with great service, support, and long-term solution value
- Highspot is rated #1 for Support Quality, recognized as a 2019 Stevie Award for Customer Service
- Highspot is built for every user experience in mind, with full Accessibility and WCAG 2.1 compliance

Modern Companies are Powered by Highspot

The World's fastest-growing and most innovative organizations choose Highspot because of our track record in driving tangible business results and an incredible customer experience.



WHY HIGHSPOT

Not all sales enablement platforms are created equal. While many solution providers on the market seem to have comparable capability, here are some clear advantages that make Highspot a better platform for sales enablement.



With Spots, reps can pinpoint content quickly and get the right level of sales guidance alongside every asset, so they can devote more time to engaging buyers.



Highspot's Full Circle Analytics provide insight into content usage and engagement without losing track of altered versions which stay smartly linked with Content Genomics.



Highspot is the only sales enablement platform with Patented AI technology, powering search, recommendations, predictive scoring, and analytics.



Without Sales Adoption—nothing else matters. Highspot has over 90% user adoption and is ranked the #1 B2B solution by customers in G2 crowd.

Up to
5 hours
saved per week, per rep

INCREASED SALES PRODUCTIVITY

Digital content and sales assets are at the center of the modern sales conversation. However, most sellers have difficulty finding what they need using traditional methods, and every minute spent searching for content is a minute spent not selling. On average, sales reps spend only one third of their time selling. For most organizations, this adds up to hundreds and thousands of hours in lost sales productivity every year.

With Highspot, sellers have a single place to go to find what they need, no matter where it's stored. Highspot provides sellers with easy access to content not only in the application itself, but also in the places they typically work such as Salesforce, Outlook and from mobile devices as well. Sellers can find and deliver content directly from Highspot via email, text link, web sharing or even live in person – and record that activity directly in Salesforce, saving more selling time.

+11%

increase in sales
quota performance

IMPROVED QUOTA PERFORMANCE

Sales Quota is the yardstick used to measure the performance of any sales organization—but it is a lagging indicator of success. In order to impact sales quota performance sales leaders and managers must first be able to measure and manage sales activities that lead to closed deals.

With Highspot sales reps have a single place to go to understand what activities they should focus on and how to successfully execute those activities, as well as what content and tools are needed to complete those activities. Most importantly, every sales activity is tracked—down to the individual rep and each individual action.

The result is that sales executives and sales managers can directly tie sales rep activity to quota performance. Highspot's activity and engagement analytics brings all of this information together so sales teams can accurately measure and manage sales activity on an ongoing basis.