

## Your sales team is not using the content you're creating, or the tools you're giving them. We can fix that.



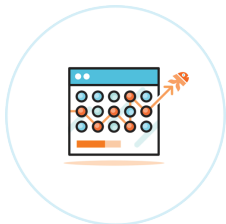
### Sell more

- Give your reps easy access to all the content and expertise you've invested in but they're not using.
- Reduce mistakes, and win more deals by providing the most accurate expertise and best practices.
- Help more reps reach their quota by providing them with targeted content relevant to their deals.



### Increase adoption and ROI on tools, content and training.

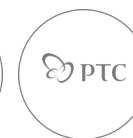
- Provide relevant training that is readily available, and accessible 24/7
- Leverage a consistent and predictive workflow to stay on top of knowledge gaps and best practices
- Proactively push content to your reps based on their current task and behaviors



### Connect your reps with experts and valuable content

- Provide your reps with one source for all the answers they need, that is 100% accurate, and available 24/7
- Kaleo connects your reps with subject matter experts in your organization, all they have to do is "ask Kaleo". Kaleo does the rest.
- Your experts answer the question once, and the answer remains available for your entire team. Kaleo eliminates redundant questions, and miscommunication.

## Our customers include



## Predictive Knowledge Sharing

Ask questions, get answers, share knowledge.

Change is hard. We built Kaleo to solve the problems of change and adoption every company faces, from people not using the resources and technology they have, to the lack of alignment in the way they do things. We help you get everyone on the same page, so you can focus on growing your business.

### How it works

#### Collection

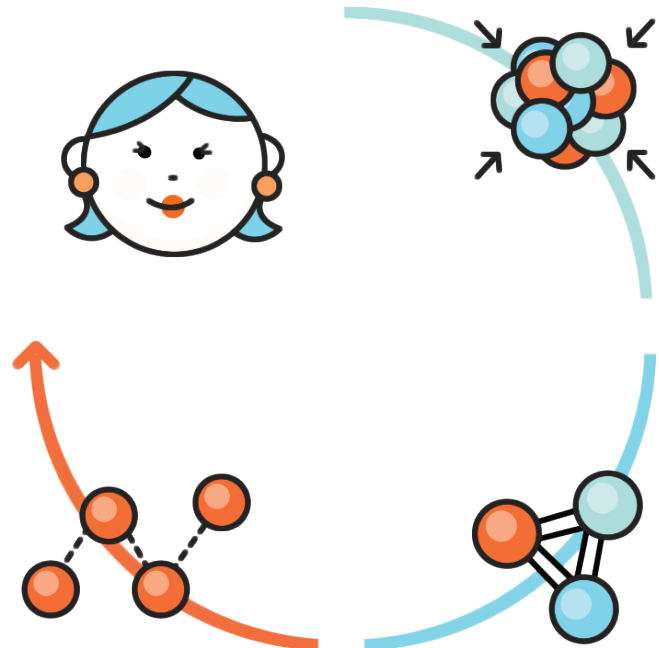
Kaleo captures all of your employees' questions, and routes each question to the person that can best answer — we refer to them as “experts”. Your expert provides the answer, and it becomes available for everyone in your organization.

#### Analysis

Kaleo looks at existing data about your people, the questions they've asked, and triggers or events within your organization. It focuses on finding patterns to make connections between employees and knowledge previously captured.

#### Predictive Sharing

Based on proprietary algorithms, Kaleo predicts what answers or information your employees may need next. The system automatically shares knowledge with your employees, even before they ask.



### Why Kaleo?

#### Because you want answers. Fast.

It takes too long for your employees to find answers, and most will give up on their search halfway. Kaleo provides your employees with concise, actionable answers they can apply immediately.

#### Your experts are overloaded.

Having your most valuable employees answer the same questions over and over is costing you money. With Kaleo, your experts answer questions only once, and their answer is available to your entire organization.

#### It's time to be proactive

Passive systems require employees to look for answers themselves. But not all employees are motivated to be proactive. With Predictive Sharing, Kaleo shares the answers your employees need, even before they ask.