



Onboard reps 50% faster with
in-app learning



Uber Freight

Southwest



Outreach

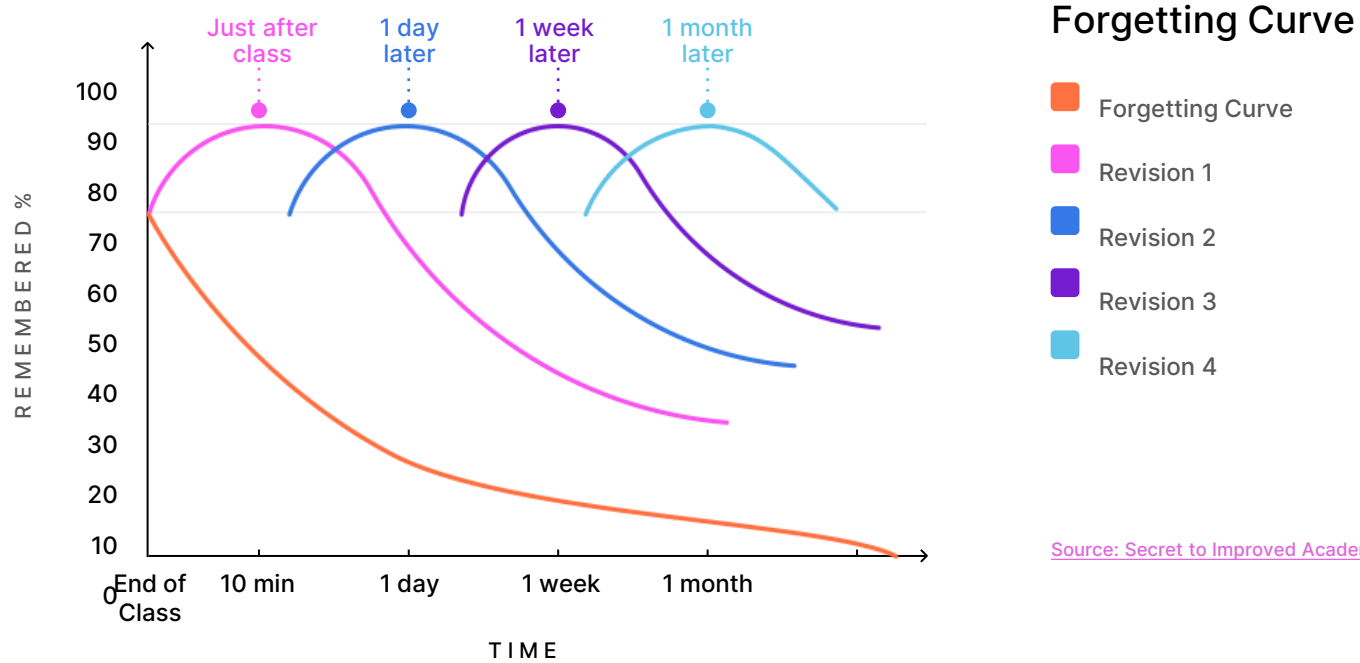
databricks

Lucidchart

- Director of Enablement
- Undergoing massive transformation
- Needed to roll out CPQ (a complex configure, price quote, solution)

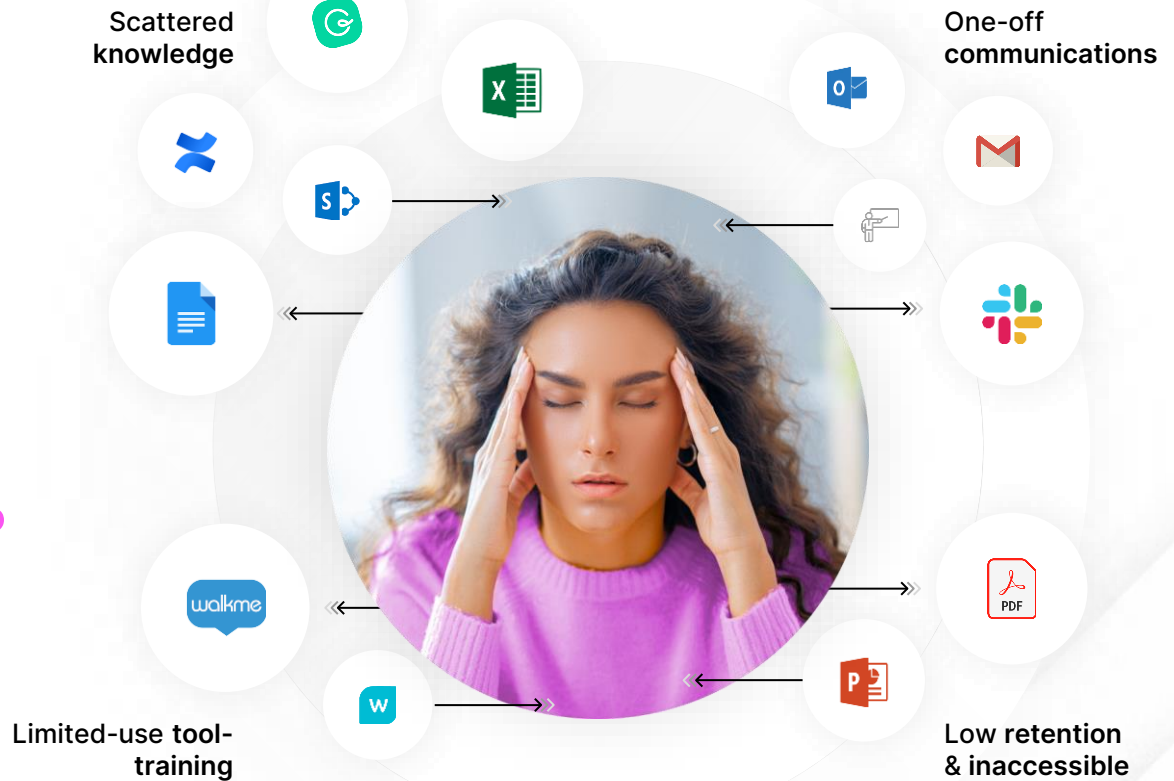


Course Training is Ineffective for Retention



Source: [Secret to Improved Academic Performance](#)

What about emails? Manuals? Step-by-step walkthroughs?



1

How do I ensure my employees know what they need to know, when and where they need to know it?

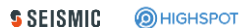
2

How can I remove the friction between questions and answers to make it as easy as possible for them to learn both today and as processes evolve?

That's when I stumbled across **Spekit**

Content sources

Enablement Content



LMS Content



Content Stores



Where employees spend time

Core GTM tools



CHORUS

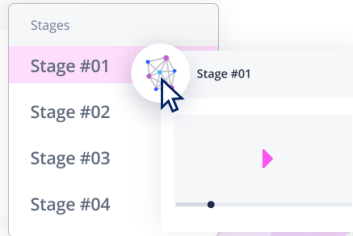
Communication tools



Spekit, the all-in-one Digital Enablement companion

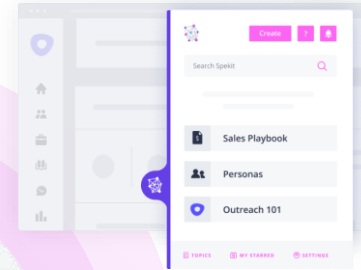
1

Accelerate onboarding and tool proficiency with self-guided learning



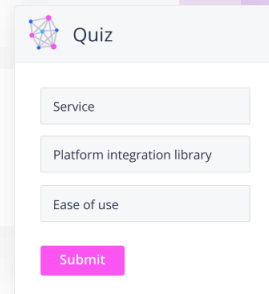
2

Drive productivity with knowledge at your fingertips



4

Learn as you work with learning in your workflows
*Roadmap

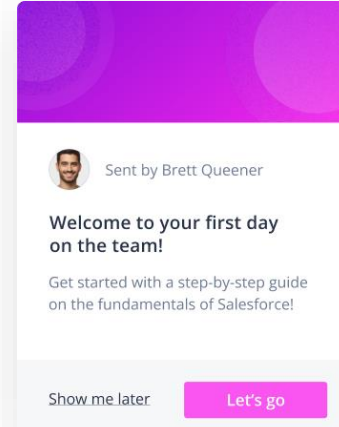
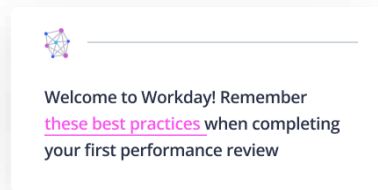
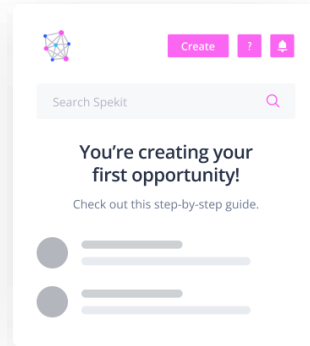
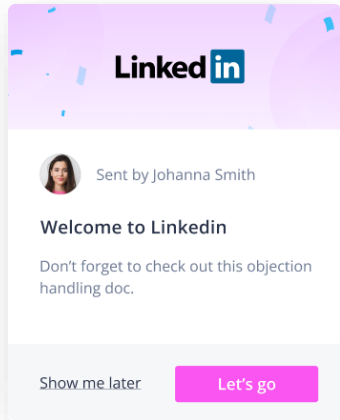


3

Enable change
Reduce support + training time with in-app alerts



What if we applied this to all of our **onboarding**?



Onboarding has always been a challenge.



Going remote only made this worse

37%

Decreased productivity without being able to turn to a coworker

35%

Longer ramp time for new hires while remote

41%

Higher gap in knowledge retention since moving to remote

Our employees were frustrated



Lengthy



Out of date



Hard to find



Not relevant

“

Right now reps have too much on their already busy plates, having to go take a course just feels like homework, another thing they need to go check off the box that they have no time for.”

Leigh Tschirgi

ACCOUNT EXECUTIVE

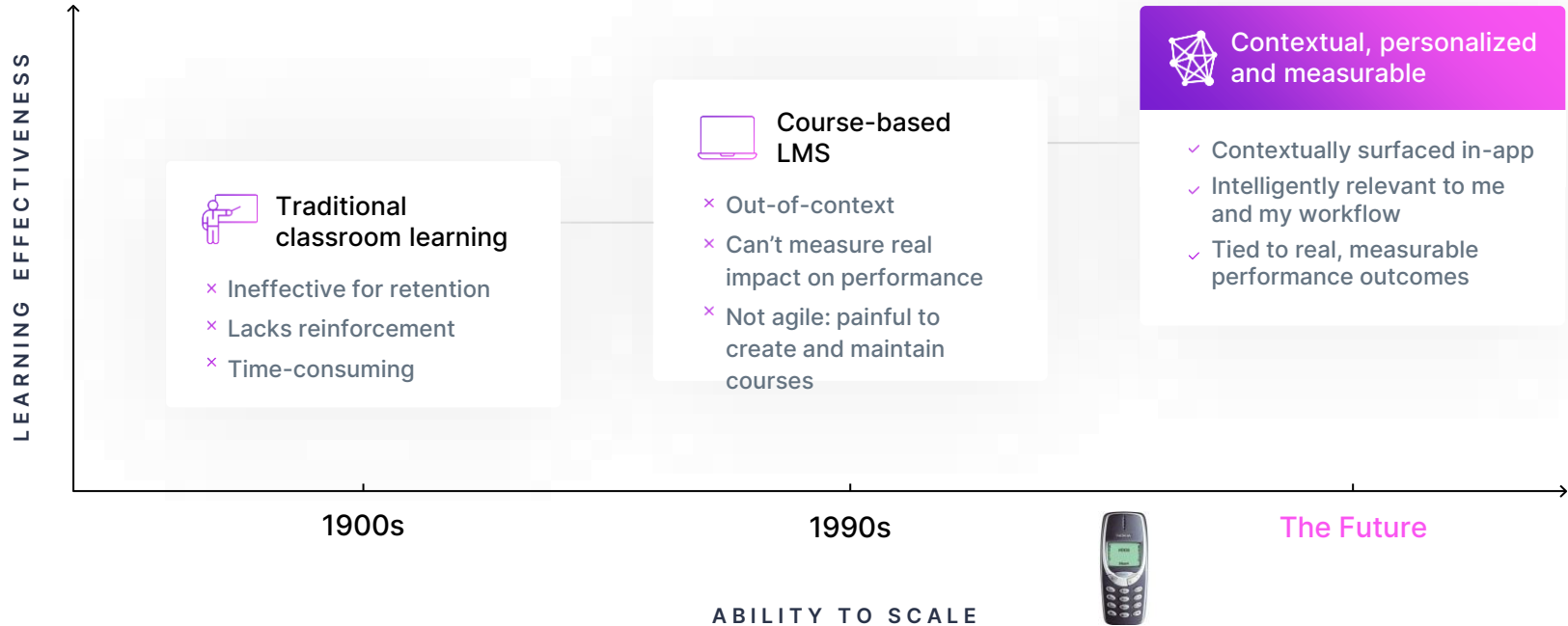
“

When a new course is assigned to me, I watch it at 2x speed and walk away, clicking next when I need to. I know I'll need it eventually, but not right then”

Freddy Daues

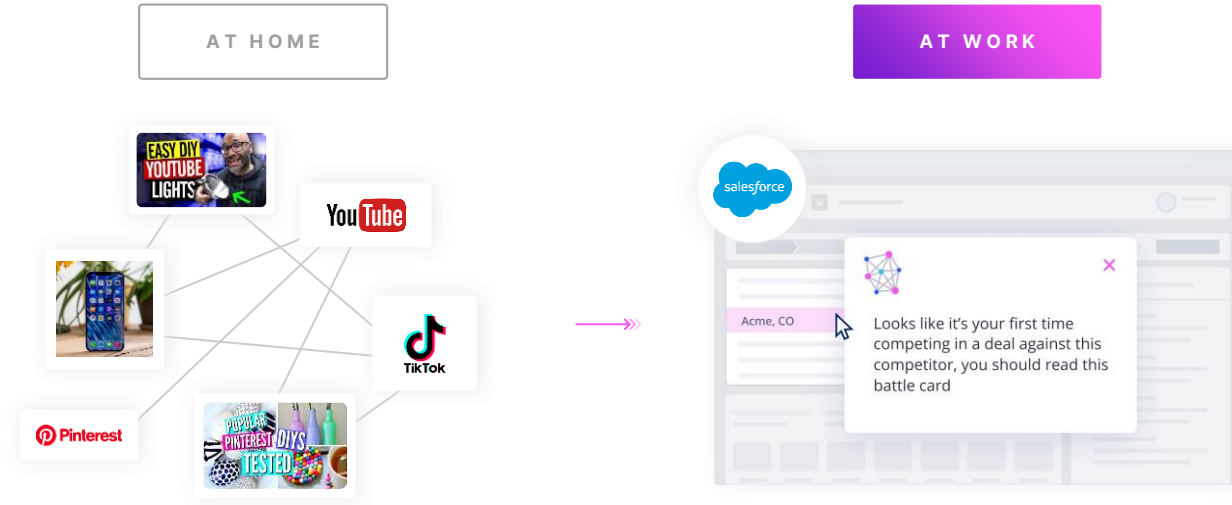
ACCOUNT EXECUTIVE

The (r)evolution of learning

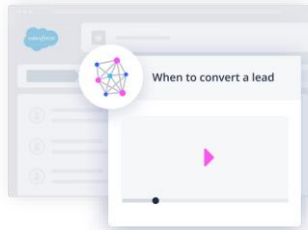


*Original Chart from Gartner

01. Employees want learning to be personalized and just in time

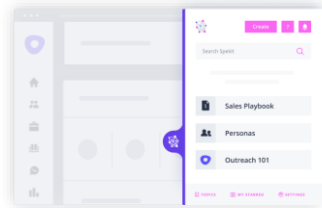


02. Everyone wants to do more, with less effort



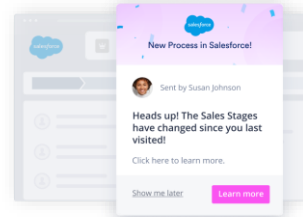
Adoption

Learn tools and navigate UI/UX processes



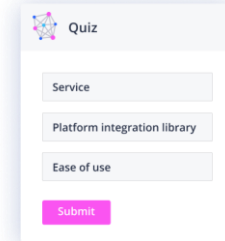
Enablement

Reinforce enablement in any workflow



Communication

Send in-app alerts on process changes

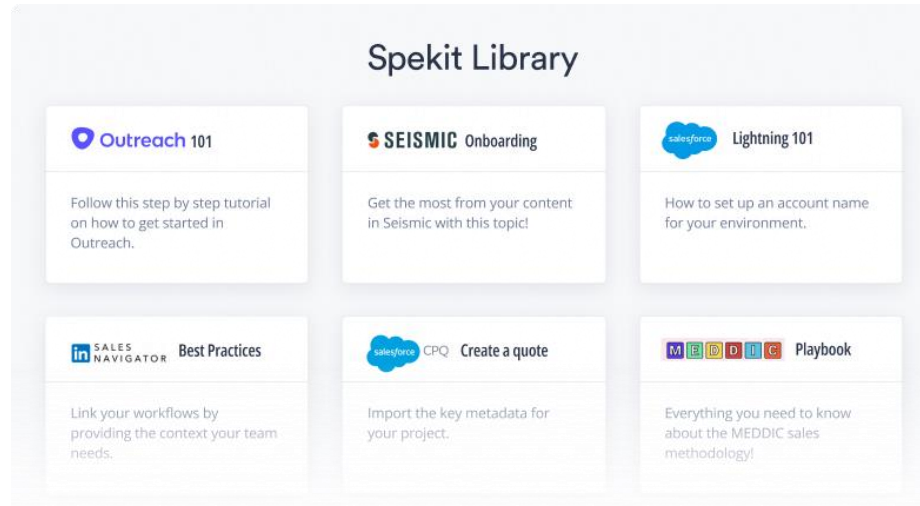


Learning

Onboard and learn as you work with intelligent, contextual learning streams

03. Nobody likes to reinvent the wheel (or spend all day writing content)

Tool Training Content Library Best Practices



Spekit Library

- Outreach 101**
Follow this step by step tutorial on how to get started in Outreach.
- SEISMIC Onboarding**
Get the most from your content in Seismic with this topic!
- Lightning 101**
How to set up an account name for your environment.
- SALES NAVIGATOR Best Practices**
Link your workflows by providing the context your team needs.
- CPQ Create a quote**
Import the key metadata for your project.
- MEDDIC Playbook**
Everything you need to know about the MEDDIC sales methodology!



Uber Freight



Own {backup}



Demo

Shorten ramp times for new employees

Personalize the onboarding experience

Integrate learning into the workflow

Provide **contextual guidance** and reinforcement

JLL rolls out Salesforce to **thousands of employees** with Spekit

“

Spekit is a best-in-class, efficiency, productivity and adoption driving tool that promotes and enhances the user and admin experience.”

Ann-Renee Thrash

HR KNOWLEDGE LEAD



Dramatically reduced onboarding time and increased adoption



Boosted productivity with in-app learning



Reduction in Salesforce support tickets

Uber Freight cultivates an **always-on learning culture** with Spekit

“

We designed our enablement strategy with Spekit to reclaim wasted time. If reps aren't having to hunt for information, they can focus on what they're good at – building relationships with carriers.”

Amy Contreras

HEAD OF LEARNING, ENGAGEMENT
& DEVELOPMENT

Uber Freight

OwnBackup rolls out **new sales methodology** during hyper-growth with Spekit

Own{backup}



 Spekit

 TechCrunch

OwnBackup reels in \$240M Series E on \$3.35B valuation, up from \$1.4B in January

 **Winning**
by Design

OwnBackup Ranks No. 38 on the 2021 Financial Times The Americas' Fastest Growing Companies