

ExpertusONE for Salesforce

Skill up your teams. Scale-up coaching. Speed up results.

Publish training content quickly, run in-person or virtual classes, and drive training compliance. All in a platform you and your team know and love – Salesforce. ExpertusONE is a powerful native app that is available for download on the Salesforce AppExchange. Deliver training quickly and shorten the path from learning to sales.

More power, faster speed.
Always within reach.



For Sales Cloud Users:

- **Accelerate rep readiness**
Quickly publish onboarding content, create targeted learning paths, and develop certifications to skill up new salespeople and accelerate their ramp-up—getting them in front of prospects in record time.
- **Enable sales in real-time**
Manage collateral in Slack and product training in Salesforce alongside your customer information, giving salespeople easy and immediate access to the right resources for every conversation.
- **Coach your team to success**
Provide consistent and practice-driven coaching through virtual or in-person classes, one-to-one pitch clinics, and ride alongs.
- **Gain actionable insights**
See how impactful and valuable specific training and learnings are by tracking real-time progress, assessment trends, and performance data.

For Service Cloud Users:

- **Increase agent response quality**
Ensure product content is always up-to-date with robust versioning and recertification paths, so your agents are looking at the right information, always.
- **Deliver learning in the Flow of Work**
Make learning resources part of their workspace so agents have access to the crucial resources whenever they need them.
- **Drive job satisfaction**
Create personalized learning paths that correspond to each agents' specific interests and ambitions, while also empowering them to showcase their expertise with certifications.
- **Measure training impact**
Track how learning is impacting your agents based on case resolution rates and individual agent performance.

Feature Highlights:

- **Content Player** - Publish your videos, PPT, PDF, DOC, SCORM, AICC, and xAPI files in one consistent format and report learning progress across every single content type.
- **Surveys, Quizzes, and Assessments** - Use surveys and quizzes to test knowledge retention or use pre- and post-training assessments to measure progress.
- **Meetings** - Easily launch virtual instructor-led (VILT) training or one-to-one coaching sessions inside Salesforce so you can track and record attendance automatically.
- **LXP** - Bring in content from Skilla, LinkedIn Learning, OpenSesame, and more to Salesforce so ExpertusONE's AI can match your content to each individual's specific interests, skills, and ambitions.
- **Gamification** - Learners can earn points and badges as they progress through their team-wide training and compliance, with ranking and leaderboards to create healthy competition.
- **Mobile** - Enable access from any device, online and offline, so learners can stay on top of training whenever and wherever they are.
- **Slack and Microsoft Teams integration** - Access is available in your chat tools as well, so your team can truly engage and collaborate through their learning experience.
- **Smart automation** - Automatically generate learner accounts from the information you already have in Salesforce. Enable course enrollment by job title, role, department, etc., and automate reminders, due date alerts, and reporting.

Schedule a demo today.

877-827-8160

info@expertusone.com

<https://expertusone.com>



Looking to educate your customers and partners?

Our award-winning LMS can help you generate revenue, drive product best practices, improve customer education, and ease partner onboarding with branded portals and E-commerce features. Talk to us today to learn how we merge learning data with Salesforce contact and account records, so you can uncover new insights, spot revenue boosters, and speed up your sales team like you never knew possible.

