

# ExpertusONE App for Salesforce

Power up your **sales** and **customer service** teams with enablement that reaches them where they already are—inside Salesforce. With ExpertusONE for Salesforce, available for download on the Salesforce AppExchange, post self-paced enablement content, run classes, facilitate coaching, and keep tabs on progress all from Salesforce. Reduce friction and increase ramp up speed by:



- **Accelerate readiness**—Quickly publish onboarding content, create targeted learning paths, and get sales and service reps in front of prospects & customers in record time.
- **Coach your team to success**—Provide practice-driven coaching through virtual or in-person classes, one-to-one coaching, and ride-alongs.
- **Deliver learning in the flow of work**—Give reps access to crucial resources without having to leave Salesforce.
- **Measure impact**—Make sure training is working by tracking real-time progress, assessment trends, and performance data.



## Service Agents

Ensure that their knowledge is always up to date with versioning and recertification paths



## Sales Reps

Give sales people easy and immediate access to the right resource for every conversation



## Learning Administrators

Effortlessly manage learning in Salesforce with smart, streamlined administrative capabilities

## Power Learning Inside Salesforce:

Get all the power of the ExpertusONE's enterprise LMS inside Salesforce:

**Measure knowledge**—Use quizzes and assessments to test knowledge retention or pre- and post-training assessments to measure progress.

**Get feedback**—Launch surveys following training to get learner feedback on material, instructors, and more.

**Simplify content consumption**—All content formats (PPT, PDF, DOC, SCORM, AICC, and xAPI) are displayed in a consistent, adaptable content player.

**Learn virtually**—Launch virtual training or one-on-one coaching sessions using your preferred virtual meeting tool.

**Enable sales in real-time:** Manage collateral in Slack or MS Teams and product training in Salesforce alongside your customer information, for immediate access to the right resources.

**Provide a personalized experience**—ExpertusONE's integrated LXP and AI-powered recommendations engine will match your content to each individual's specific interests, skills, and goals.

**Use content from anywhere**—Bring all of your content together, whether you're building content in house, using the ExpertusONE Interaction Studio, or leveraging third party content such as Skilla, LinkedIn Learning. Don't duplicate effort—any learning you deploy in the ExpertusONE LMS is also available to use in the Salesforce app.

**Gamify learning**—Motivate and reward learners with points and badges as they progress through their team-wide training and compliance, with ranking and leaderboards to create healthy competition.

**Enable mobile learning**—Enable access from any device, online and offline, so learners can stay on top of training whenever and wherever they are.

**Automate registrations**—Generate learner accounts from the information you already have in Salesforce automatically and enable course enrollment by job title, role, department, etc., and automate reminders, due date alerts, and reporting.

## Make Learning a Part of the Flow of Work

Embed learning and education resources into the everyday with the Salesforce apps, making it effortless for reps to stay up to date.

***The ExpertusONE for Salesforce app puts your enterprise LMS inside the platform your reps use every day.***

### Looking to educate your customers and partners?

The same LMS that can power your reps in Salesforce can also 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.



**Schedule a demo today.**

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