

The ROI of using Showpad

Increase seller productivity



increase in sales rep productivity



to content shared via Showpad in the first six months



increase in on-site visits

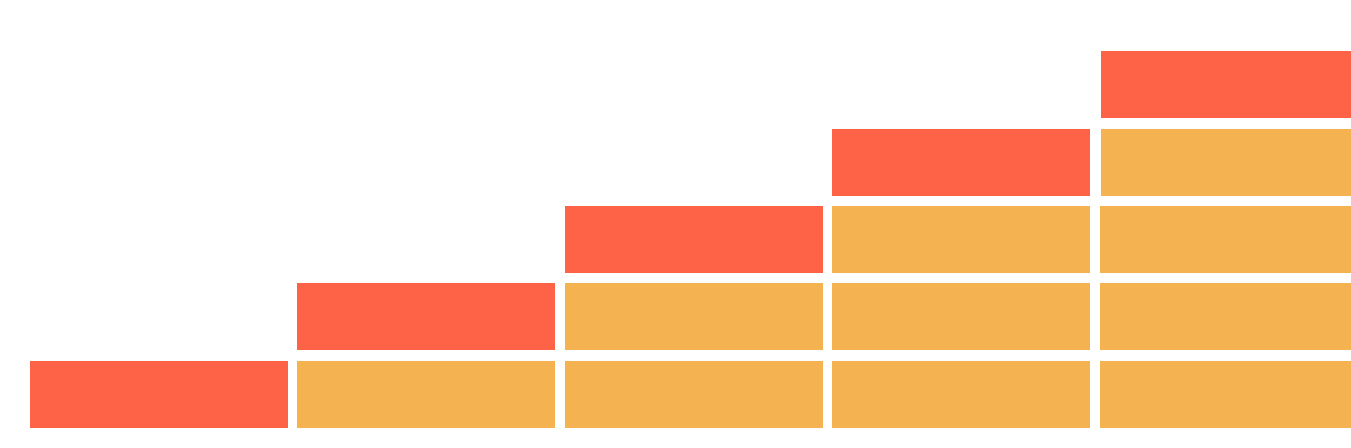
(source: A Forrester Total Economic Impact™ Study)



More active selling time



of time saved on admin tasks and preparation



“2 hours/week reduction in administrative tasks.”



Increase in seller effectiveness



increase in sales opportunities



more upsells and cross-sells



increase in sales within the first month

41%

of account managers reported selling more products and services

Multinational utility company

40%

growth in sales during the first year alone

Enterprise software vendor

More efficient sales training and onboarding



faster onboarding of sales reps



cost savings with reduced onboarding time

Results from A Forrester Total Economic Impact™ Study (2020)

Train new team members

6x faster

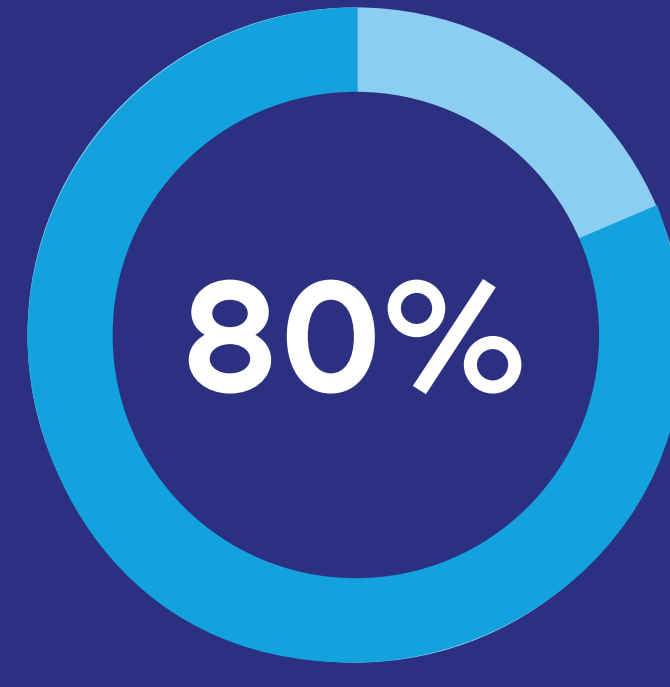
“Showpad Coach helps reps close first deals 50% faster.”

SPM vendor

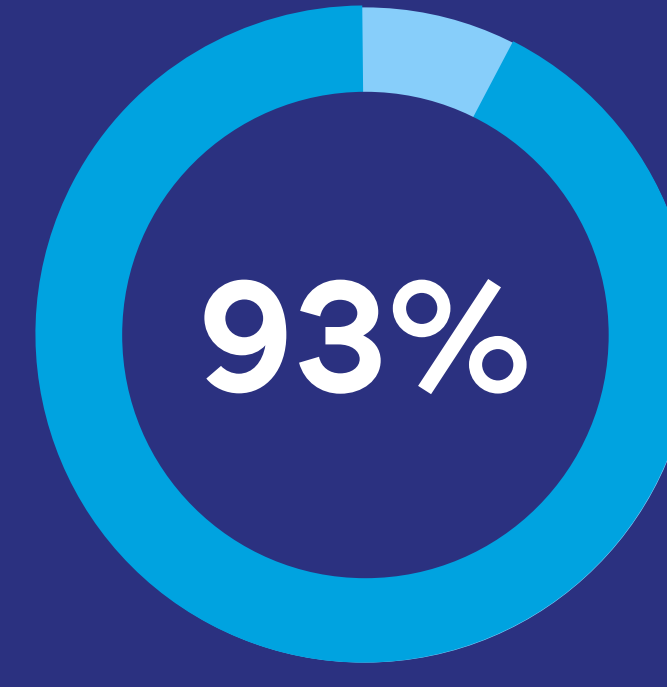
Loved by sellers



utilization rate by sales reps



of our salesforce became day-to-day users in the first year



achieved an elevated adoption rate of 93%



Payback period



ROI of Showpad



Results from A Forrester Total Economic Impact™ Study (2020)