



# Sell with Confidence

Glean finds information across all your company's apps and assists employees with the power of generative AI that your company can trust. As a result, it's a superpower for sales teams looking to move quickly and beat their goals. Sales reps can use Glean's powerful search capabilities to find the information they need, and use Glean Assistant's generative AI to respond to prospects and get more work done. With support for more than 100 business applications including Salesforce, Confluence, Highspot and Google Drive, Glean is ready to turbocharge your Sales team's workflow.

## How Glean can help:



### Respond to prospects with confidence

Even with the best enablement, reps will still find themselves on the receiving end of tough questions. Glean helps them respond with confidence by making it possible to find information across your company. Using Glean Assistant, sales team members can quickly get answers to any question based on trusted knowledge, along with citations that help them ensure they are providing the best information.

Reps can use Glean Assistant to write emails, stay updated on their deals, and even summarize complex documents, wherever they are, whenever they need assistance.



### Learn from your team and win together

With Glean, Sales reps can instantly find the right information to help close deals. Rather than sifting through multiple data sources to try and find the best collateral for addressing prospects, reps can go to Glean and search once to find all the relevant information they could need. Glean's [native integrations](#) with platforms like Salesforce, Highspot and Gong mean that prospect information, sales enablement material and other important information are just a search away.



### Accelerate time to revenue for new reps

Glean speeds up the time to value for new sales reps by making it easier for them to find all the information they need to get up to speed. Glean Assistant can be a mentor, explaining important concepts and complex ideas whenever they need help. New reps can learn about past engagements with key accounts, learn the product they are selling and gather sales collateral, without missing a beat. Because Glean is easy to use, new employees can self-serve their questions, before they have to disrupt other team members.

# Access points:

## Glean's mobile app

Every Glean user has access to the full power of your company's knowledge wherever they are with our mobile app. Even when out on sales calls, representatives can get quick answers from Glean Chat. Plus, Glean's mobile directory and expert detection features can help find the right people to chime in when prospects need more information.

## Powerful integrations with Salesforce, Highspot, Gong and more

With more than 100 integrations, Glean is ready to power up sales teams' existing workflows where they already work. The Glean Salesforce widget brings enterprise-wide search to any Lightning page. Integrations with Salesforce, Gong, Highspot and other key sales tools put all of the information reps need in one place for easy reference.

## Glean's new tab page and sidebar

The Glean browser extension puts company information at sales reps' fingertips with a host of powerful features. Glean's new tab page provides one-click access to powerful enterprise search tools, including contextual suggestions based on users' activity and document summaries powered by Glean Assistant. The extension also enables users to search Glean from any page with a single keyboard shortcut.

## Slack Integration

Glean's Slack integration makes it easier for teams to share company knowledge as part of their conversations. Sharing search results is as easy as typing /glean. Users will get to see all of the results for their query and can share the information they find with their team with only one click. Glean Assistant can also proactively chime in to answer questions in specified Slack channels, freeing up experienced reps to focus on other tasks rather than answering FAQs.

## Engineering teams rely on Glean

 wayfair

 ExtraHop

 grammarly

 ada

 CONFLUENT

 Outreach

coinbase

okta

 samsara

Vanta

 PLAID

 databricks

greenhouse