

Degreed moves on from RevOps solution provider incumbent to BoostUp.



Industry

Education Technology
Industry

Headquarters

San Francisco, CA

Employees

600

Sales Team

~100 users

Results

- 5X more deal reviews
- 5 manager hrs saved per week
- 3 deals prevented from slipping per quarter



The RevOps solution provider we leveraged before never delivered the value we had hoped for. We did a scan of the market and BoostUp had everything that we wanted. It is really simple to use, moved us away from spreadsheets completely, something that sales reps could find a lot of value in, and really helped us in forecasting.



TJ Williams
CRO, Degreed

Degreed connects learning, talent development, and internal mobility opportunities into one place - so you can reinvent yourself one skill at a time.

When it came time to renew their previous revenue operations platform, the team at Degreed knew that they had to switch. They were seeing low adoption rates, still had to use spreadsheets, and struggled to get the pipeline and deal insights they needed to improve performance.

After an examination of the revenue operations and intelligence market, they knew BoostUp was the platform for them.

CHALLENGES

Lack of visibility into the pipeline.

Degreed's previous solution could only provide surface-level insights and further investigation required switching between different tools, the CRM, and took significant amounts of time.

Poor data causing inefficiencies.

In each weekly meeting, the team spent half their time weeding out bad data and opportunities that did not belong in the pipeline so they could get a clearer picture of active deals.

Lack of pipeline visibility.

Salespeople struggled to get insights into their deals and prioritize actions.

Roadblocks in collaboration.

Degreed struggled with adoption through different levels of the organization due to the complexity of use.

BOOSTUP VALUE

Immediate insight into every deal.

BoostUp not only provides insights into the macro trends but can drill down to individual engagements, all with just a few clicks.

More valuable meetings.

Degreed now gets complete, accurate, and actionable pipeline metrics. 5X more deal reviews.

Improved pipeline management.

BoostUp gives sales reps actionable insights into the status of each of their opportunities.

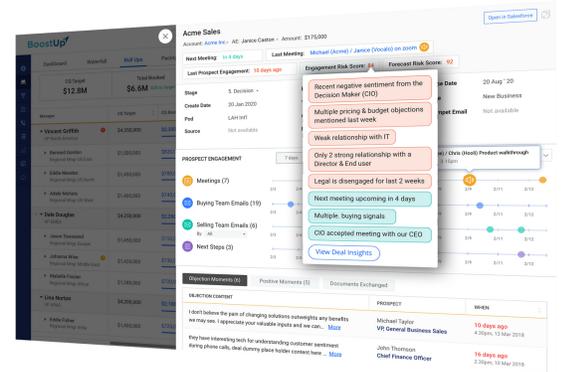
Increased adoption and collaboration.

BoostUp's ease of use and single pane of glass for the entire organization has drive collaboration and adoption at all levels.

Results

With BoostUp, Degreed achieved greater than 95% forecast accuracy, improved sales performance and increased adoption and collaboration across the organization.

Leadership now not only gets a macro view of the revenue team's pipeline but can also examine every single deal in depth without ever having to leave BoostUp.

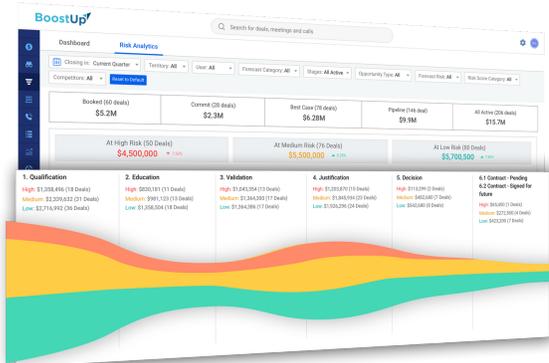


BoostUp demo data - not actual customer data.

“ For me, the ability to instantly identify trends at a macro level and then drill down into the micro factors driving them, all with a few clicks, is invaluable. At any time I can see exactly what is happening within any given deal and how the impacts our forecast as a whole.”

TJ Williams, CRO, Degreed

This level of insight, combined with BoostUp's simplicity has benefitted the entire organization, spurring adoption rates and driving sales performance.



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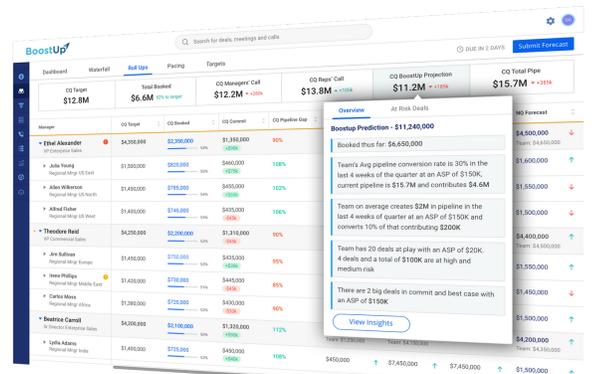
The biggest change we've seen with BoostUp is how in-depth we are able to look into our pipeline. Before we were just looking at surface-level things and BoostUp has really given us the ability to examine risk factors we weren't even thinking about before. We've uncovered trends that impact our sales cycle that we didn't even know existed. BoostUp saves me hours a week.



**Holly Phillips,
Vice President, Enterprise Sales
Degreed**

With BoostUp, Degreed is able to completely trust their forecasts, saving precious time in meetings that was previously spent filtering through poor data. They have now unlocked an entirely new level of efficiency, as they can develop better strategies and more decisive actions to win deals.

Leadership isn't the only group that has benefitted, however. Individual reps use the insights provided by BoostUp to strengthen their selling, resulting in better performance.



BoostUp demo data - not actual customer data.

“ Since adopting BoostUp, we've noticed that our sales reps have stronger pipelines. Since we have so much more insight, reps are seeing where they have gaps, and how they can improve. It's really given us such great visibility into our deals and when they are going to close.”

Holly Phillips, Vice President, Enterprise Sales, Degreed

This level of insight, combined with BoostUp's simplicity has benefitted the entire organization, spurring adoption rates and driving sales performance. We at BoostUp look forward to continuing our partnership with Degreed and are excited for what future results are in store!