

The Rep Experience



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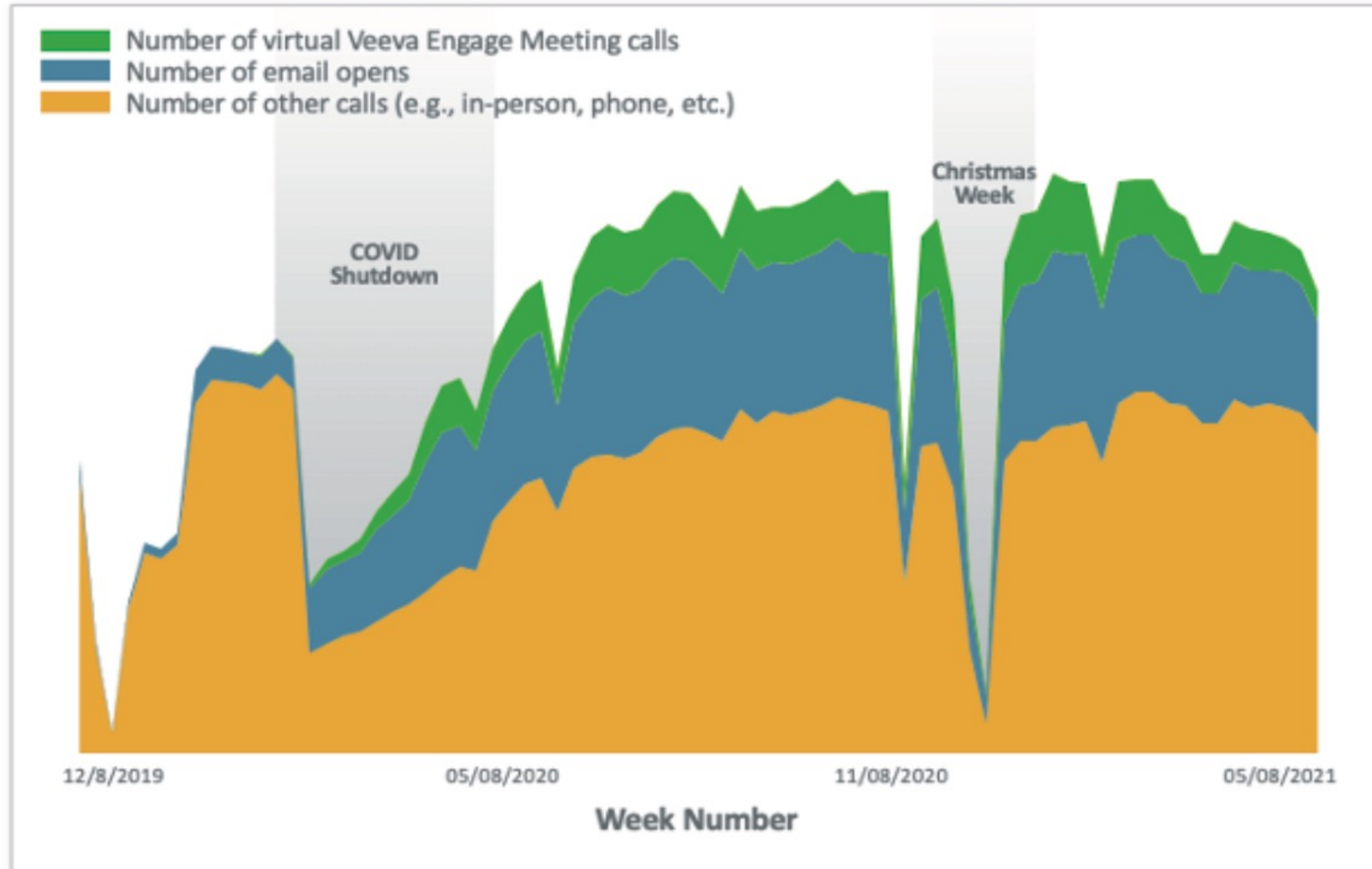
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The Rep Experience Today

What We Learned in the COVID Era



4x
More Approved Emails

27%
Approved Email Open Rate

44x
More Engage Meetings

29mins
Engage Meeting Duration



The Rep Experience Tomorrow

Use Digital Tools to Generate Surround Sound



- 1. The Field sits at the intersection of Information, Content, and Action**
- 2. More is not more – simplicity and clarity are fundamental for field tools of the future**
- 3. When it comes to Customer Intelligence, you have to feed the engine to get smarter**
- 4. Smart personalization and the need for innovative thinking continue beyond engagement**