

## Botkeeper Improves Sales Velocity and Employee Productivity with Talla

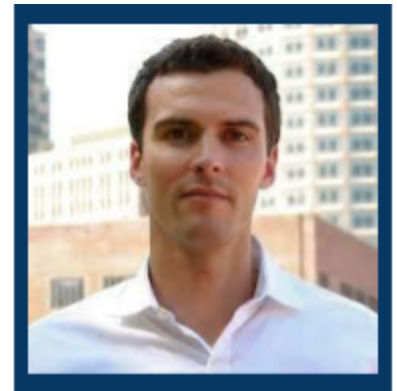
*"We tell our employees if you have a question whether it's about anything in Botkeeper, ask Talla, and if Talla doesn't know the answer upfront, it will."*

### Why They Needed Talla

"As an AI company, we at Botkeeper believe simplicity and automation are the keys to success in today's data-driven world. With recent growth, we sought a technology that would simplify the storage, iteration, and distribution of knowledge across our organization and its several offices. We looked at dozens of options and after demoing Talla it was clear their AI-enabled knowledge base was head and shoulders above the rest."

### Results They've Seen

"With Talla, we can write something once and Talla understands where it fits in the Botkeeper knowledge graph automatically. We are constantly adding new sales and support team members, and with Talla, those new team members ramp up much faster and provide better responses to customers and prospects."



**Enrico Palmerino**  
Founder & CEO

#### Overview

**Company Size**  
200+ employees

**Industry**  
Accounting

**Location**  
Boston, MA

### Working with Talla

"The most surprising thing that Talla showed us was all the knowledge gaps we had between the information customers wanted and the content and answers we were writing. We've been able to close those quickly, which translates into improved sales velocity, happier customers, and more productive employees. Now using Talla to answer any question that comes into our company We tell our employees if you have a question whether it's about anything in Botkeeper, ask Talla, and if Talla doesn't know the answer upfront, it will."