

| Sr. No.                 | Product Features                           | Awarathon | Rehearsal VRP | Brainshark | Mindtickle | Allego |
|-------------------------|--|-----------|---------------|------------|------------|--------|
| <b>A Sales Coaching</b> |  |           |               |            |            |        |
| 1                       | Assessments                                | ✓         | ✓             | ✓          | ✓          | ✓      |
| 2                       | Call Recording                             | ✓         | ✗             | ✓          | ✓          | ✗      |
| 3                       | Interactive Gamification                   | ✓         | ✗             | ✓          | ✓          | ✗      |
| 4                       | Performance Metrics                        | ✓         | ✓             | ✓          | ✓          | ✗      |
| 5                       | Goal Setting / Tracking                    | ✓         | ✗             | ✓          | ✓          | ✗      |
| 6                       | Audio / Video Conferencing                 | ✗         | ✓             | ✓          | ✓          | ✓      |
| <b>B Video Roleplay</b> |  |           |               |            |            |        |
| 1                       | Simulated customer situations              | ✓         | ✓             | ✗          | ✗          | ✗      |
| 2                       | Mapping Product Knowledge                  | ✓         | ✗             | ✗          | ✗          | ✓      |
| 3                       | On the go connectivity                     | ✓         | ✓             | ✓          | ✓          | ✓      |
| 4                       | Video Feedback                             | ✓         | ✓             | ✓          | ✓          | ✓      |
| 5                       | Advanced AI Indexer                        | ✓         | ✗             | ✗          | ✗          | ✗      |
| 6                       | Automated rating for non verbal parameters | ✓         | ✗             | ✓          | ✗          | ✗      |

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|------------------------------------|--------------------------------|-----------|---------------|------------|------------|--------|
| <b>C Process Management</b>        |                                |           |               |            |            |        |
| 1                                  | Collaboration                  | ✓         | ✓             | ✓          | ✓          | ✓      |
| 2                                  | Contact Management             | ✗         | ✗             | ✓          | ✗          | ✗      |
| 3                                  | Content Management             | ✓         | ✗             | ✓          | ✓          | ✓      |
| 4                                  | Meeting Management             | ✓         | ✗             | ✓          | ✓          | ✗      |
| 5                                  | Proposal Management            | ✗         | ✗             | ✓          | ✓          | ✗      |
| <b>D Analytics &amp; Reporting</b> |                                |           |               |            |            |        |
| 1                                  | Readiness Scorecards           | ✓         | ✓             | ✓          | ✓          | ✓      |
| 2                                  | Realtime Updates               | ✓         | ✗             | ✓          | ✓          | ✓      |
| 3                                  | Advanced Reporting & Analytics | ✓         | ✗             | ✗          | ✓          | ✓      |
| 4                                  | Leaderboard                    | ✓         | ✓             | ✗          | ✓          | ✓      |
| 5                                  | AI generated reporting         | ✓         | ✗             | ✗          | ✗          | ✗      |
| 6                                  | Competency Gaps                | ✓         | ✗             | ✓          | ✓          | ✗      |