



## YXT Turns Enterprise Knowledge Into a Foundation for AI Productivity

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As more enterprises adopt large language models, a practical question is becoming increasingly clear: if AI remains limited to chat, content generation, or isolated tools, it will be difficult for AI to truly enter core enterprise workflows.

For large enterprises, the challenge of AI adoption is not only about model capability. The real complexity of an enterprise is often embedded in roles, workflows, experience, collaboration structures, and specific business scenarios. For example, how an enterprise defines customer segments, how sales teams advance complex decision-making, how managers coordinate across departments, which processes require approval, and which experience needs to be continuously updated are not fully captured in general internet data. These are forms of organizational knowledge developed through long-term enterprise operations.

This is an important foundation for YXT.com Group Holding Limited as it advances its intelligent productivity strategy. YXT has long focused on enterprise learning, knowledge management, and talent development. The company has served more than 2,300 large enterprise customers and has accumulated extensive experience in large-scale organizational training, employee capability building, and enterprise knowledge operations. As AI enters more business workflows, YXT is extending these capabilities into AI training, knowledge operations, and business execution.

This transition is not simply about adding AI features to traditional learning platforms. In the past, enterprise knowledge often existed in documents, courses, standard operating procedures, and case libraries, mainly supporting employee learning, experience sharing, and process standardization. In the AI era, enterprise knowledge needs to be further structured and made usable, so that it can enter training, review, coaching, and business execution processes. In other words, enterprise knowledge is moving from static content toward business capabilities that AI can understand and use.

To support this direction, YXT is building a foundation for intelligent knowledge production and operations. YXT's TalentNova and NeoLearning products are being upgraded from digital training systems into important infrastructure for enterprise intelligent knowledge systems. Under this framework, YXT helps enterprises capture organizational knowledge scattered across documents, courses, experience, and workflows, and further connects this knowledge with employee training, team management, and business processes through AI.

This product direction has already been reflected in customer projects. A large diversified industrial group adopted YXT's AI products and used integrated experience extraction and content creation capabilities to transform the expertise of business specialists across more than a dozen bases nationwide into enterprise knowledge. Within one month, the company generated 150 standardized micro-courses, enabling employees to learn flexibly through a combination of online self-study and practical training, achieving significant efficiency gains at relatively low cost.

In sales intelligence, YXT's SaleSmart is also being applied to business processes that are more closely connected to revenue and frontline execution. According to company case materials, after a publicly listed home renovation company in China adopted SaleSmart, the company was able to extract and reuse communication patterns, deal progression methods, and objection-handling approaches from high-conversion sales cases. These insights helped turn individual sales experience into more trainable, repeatable, and scalable team capabilities, contributing to a more than 20% increase in first-time customer store-visit conversion rate and a significant improvement in sales management efficiency. In another case, a healthcare institution used SaleSmart to optimize its consultation process and customer communication, and reported a 50% year-over-year increase in single-store revenue in the month after the system was launched.

These customer projects reflect the product direction YXT is pursuing: bringing enterprise learning capabilities into higher-frequency scenarios that are more closely connected to business outcomes. In the past, enterprise learning platforms mainly served human resources and learning and development departments, focusing on course management, training operations, and knowledge delivery. Today, AI sales training, AI-powered management practice, knowledge production, and intelligent coaching are further entering areas such as sales management, organizational development, business operations, and role-based capability building.

YXT is not entering enterprise AI from scratch. Based on its existing large enterprise customer base and long-term experience in organizational scenarios, the company is helping customers move from traditional learning platforms toward AI training, knowledge operations, and intelligent productivity products. As part of its intelligent productivity strategy, YXT will continue to promote cross-application of AI products within existing customers, expand sales intelligence, management development, and knowledge operations across more industries, and explore more flexible product and monetization models, including AI modules, agent usage, knowledge services, and industry-specific solutions.

**About YXT.com**

YXT.com (NASDAQ: YXT) is a technology company focusing on enterprise productivity solutions. With a mission to "Empower people and organization development through technology," the Company strives to become the supreme provider in building and boosting enterprise productivity by combining over a decade of experience in tech-enabled talent learning and development and with AI-augmented task copilots and unleashing the power of knowledge and synergy. Since its inception, YXT.com has supported and received recognition from numerous Global and China Fortune 500 companies.