

Three Main Demo Video Types

Vision-setting

These are short-brief demos focused on problem, solutions or benefits, and go light on describing the product.

They are best built by marketing teams and mostly used for top of the funnel content.

Average length: 2 to 7 min

Comprehensive

These are detailed overview demos that go deeper into the product to explain its capabilities.

They can be divided into micro (generic) and comprehensive (customized to describe the solution and its utility in-depth).

Average length: 5 to 15 min

Topical

These demos are connected with an issue and are usually engaging. They are best used to explain in-demand features or discuss specific capabilities.

FAQs and live Q&As are popularly used styles for these videos.

Average length: 15 to 60 min

High End User Dem

Mark Steyvers



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