

Kairos

Data-driven Learning Experience Platform (LXP)



What is happening in the market today?



According the Fortune 500 CEO report:



26.2%

Don't believe workforces will ever return to the 'office'



51.1%

Don't believe business travel will return to its previous levels



75%

Believe technical transformation will accelerate their growth



Working from home is going to the biggest cultural change to overcome



Current Challenges

Additionally, sales performance has stalled and salespeople are failing to deliver ROI:



The **TOTAL COST OF SALES** (including enablement) is estimated to be

\$1.3tn
PER YEAR

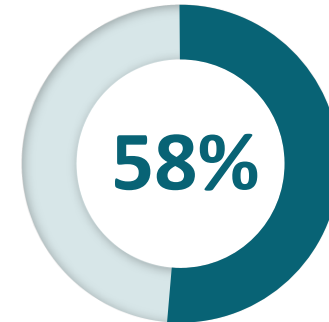
(CSO Insights)



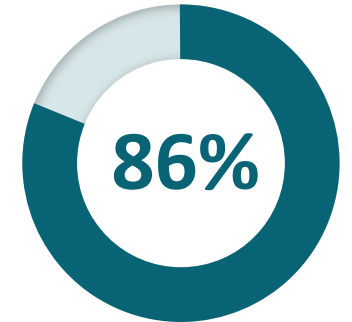
YET



less than 58% of reps hit target and 86% fail to achieve profit



(CSO Insights)



(Harvard Business School - Bain Consulting Study)



Worse Still...



The average sales forecast accuracy is **46.5%**



Winning on Roulette is **47.5%**



7 out of 8 businesses fail to achieve profitable growth



So What?

Previous sales enablement and talent management initiatives have been largely based on:



Project based events with **large capital expenditure**



Face to face interactions



The workforce traveling to a single location



Yearly or quarterly sessions, with **little or no support in between**



Disruption to sales peoples working practices

These are now clearly incompatible with a workforce and market that is not travelling and continues to work from more remote locations.

Additionally, next-generation workers require on-demand access to learning and interventions that can be consumed in short, snackable bursts, preferably in line with their work.



“Kairos is an Ancient
Greek word meaning the
right, critical, or opportune
moment”



What is Kairos?

Kairos is a web and mobile data-driven Learning Experience and Content delivery Platform.

It is designed specifically to meet the needs of modern learners by providing individual learning plans and content based on actual business data.

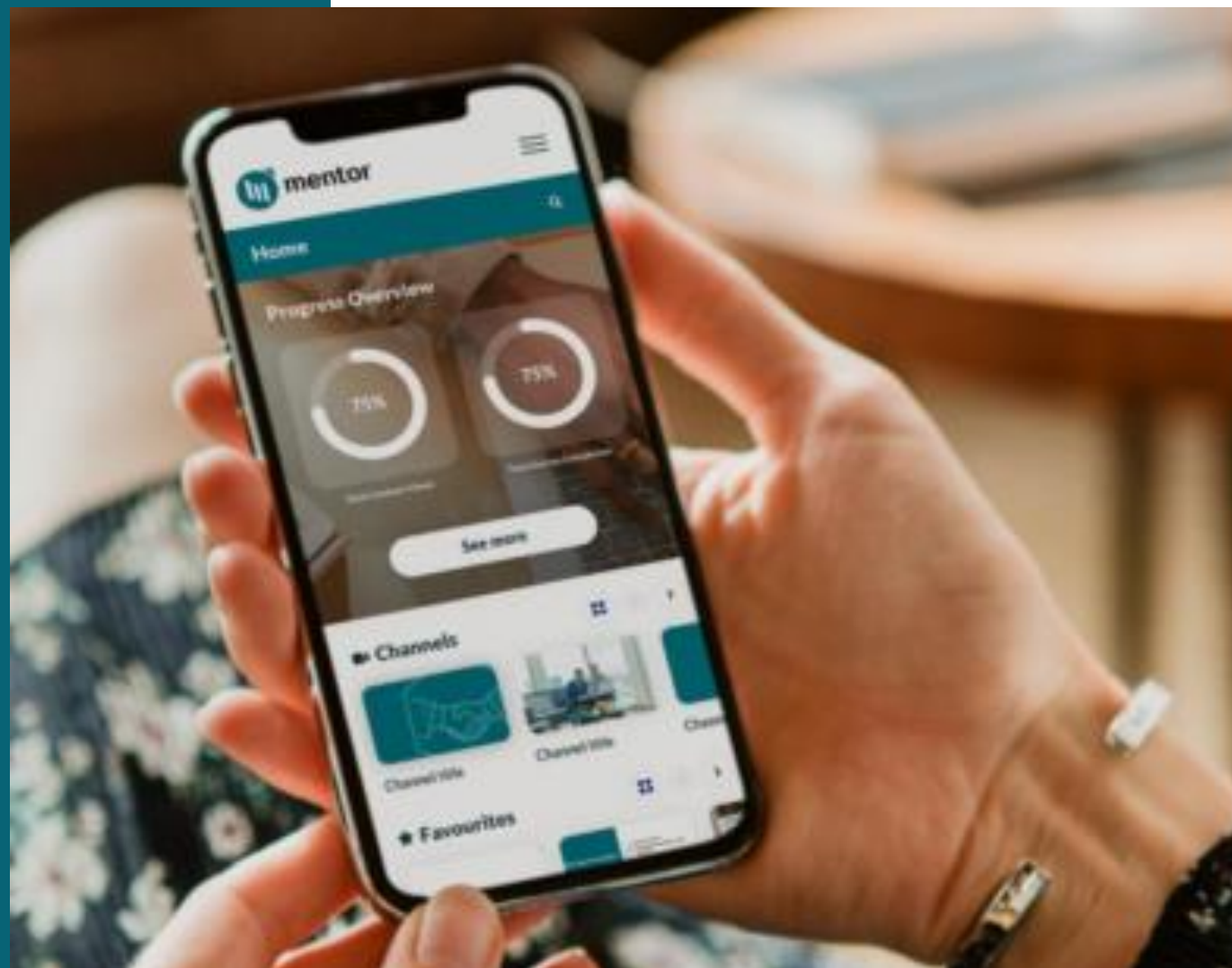
This ensures the right content is presented to the right person at the right time.





How Can Kairos Help You?

- Deliver a modern, digital learning experience to all users via mobile or desktops
- Cloud based solution means no installation required on either desktops or mobiles
- Provide secure communications between managers and sellers
- Drive assessment and performance management of sellers through customisable accreditations
- Be a complete learning environment or to be used to compliment existing programs
- Support pre-boarding, on boarding and on going enablement
- Be customised to provide a fully-branded experience
- Be integrated directly into Teams





What's Included?

- A Digital Content Vault where you can access all of Mentor Group's content
- Customisable questions and surveys to ensure the enablement content is not just read, but understood and retained
- One touch links to other organisational resources, meaning Kairos can be your enablement hub
- Single Sign On (SSO) capability to allow users to login with a single set of organisational credentials
- Accreditation designer so you can create your own customised accreditations for any topic
- Advanced management console, designed to put you in the driver's seat, ensuring your learners get the very best experience.





mentor

About Us

Mentor Group is a data-led sales transformation company, dedicated to driving exponential sales transformation, productivity and performance with digital-first enablement.

Put more simply; we help organisations sell more often, for more money, faster than ever before.



You can verify this ISO 27001 accreditation by clicking [here](#), and using the reference number 227526.



Feature Deep Dive



Digital Content Vault

As Kairos is a learning experience platform, the content is a critical element and that's why we have created a digital content vault.

A digital content vault is a place where you can access content provided by us, that can be applied to your learners.

This can be done by individuals, by job role, by geography or by any other grouping you can think of.

The content within our vaults can form part of a compulsory learning track or part of the auto-generated content recommendations for their individual learning journey.





Microsoft Teams Integration

Put your enablement content right in your organisation's line of work with Microsoft Teams integration.

This means Kairos can be part of your MS Team implementation which ensures sellers get their enablement resources accessible at any time.

Additionally, this means there is a zero touch install which creates a consistent user experience and allows you to leverage the power of MS Teams collaboration.





Reporting and Analytics

Kairos includes a number of detailed reports and dashboards that allow you to understand exactly what your learners are consuming.

From adoption to content consumption, you are in total control of your data allowing you to continue to fine tune to drive you towards your best outcomes.

MPA App: Usage Dashboard

MPA App Adoption

Active Users
56

	First name	Surname	Last app login date
1.	App	Team	2020-05-02
2.	Chris	Norton	2019-11-09
3.	Simon	Negus	2019-09-10

MPA App: Reverse Adoption

Inactive Users
22

	First name	Surname	Last app login date
1.	Lisa	Ojmooh	Not Logged In
2.	Matthew	Demery	Not Logged In
3.	Simon	Jackson	Not Logged In
		Karnstedt	Not Logged In
		Haddad	Not Logged In
		GourleyFroome	Not Logged In
		Mitchell	Not Logged In
		Claret	Not Logged In
		Verma	Not Logged In
		Earlton	Not Logged In
		Harmoen	Not Logged In

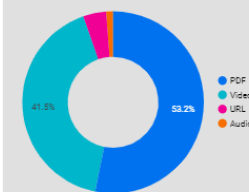
MPA App: Content Consumption

Total Content Views
728

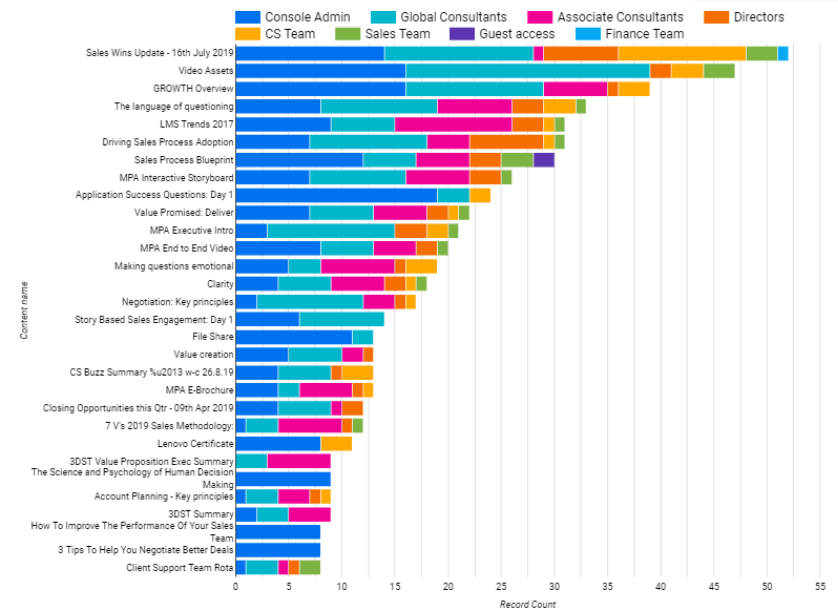
Content Views by User/Group

First name	Surname	Application ...	Video Assets	GROWTH O...	Sales Wins ...	Sales Proce...	File Share	The Scienc...	LMS Trends...	How To	Grand ...
App	Team	18	11	12	2	5	9	1	7		129
Hannah	Rolls	-	4	3	9	2	-	8	1		54
Ben	Wild	1									
Joe	Dauskurdas	-									
	Carney	-									
Simon	Hazeldine	-									
	Negus	-									
Chris	Norton	-									
David	Cuffey	-									
Shirley	Densham	-									
John	Phillips	-									

Content Views by Type



Content views by Content & Group





A Fully Customisable Experience

Once logged in, your learners can experience a fully branded experience, further enhancing their learning whilst ensuring full compliance with your brand and value.

Features like Single Sign On and our integrations with Teams greatly enhance adoption and usability.



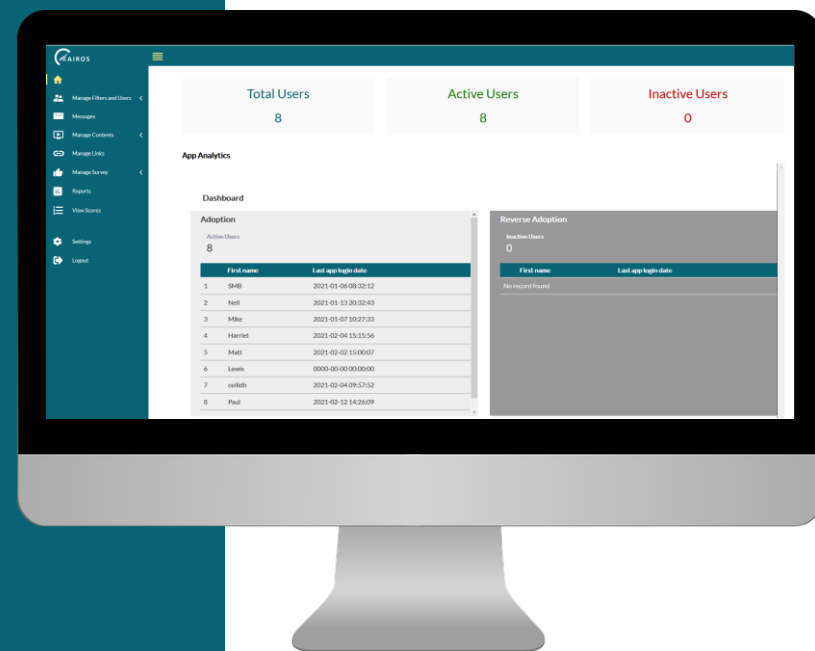


You're In Control

Kairos can be managed by you through our advanced management console, designed to put you in the driver's seat, ensuring your learners get the very best experience.

Features

1. Design section to customise the App
2. Manage channels: Upload and control access to content
3. Distribution: Assignments and learning initiatives can be burst via the Survey area individually or part of an automated learning journey
4. Reporting & Analytics: Run a range of reports based on adoption, compliance, content consumption, knowledge progress via question assignment and learning journey progress reporting
5. Comprehensive App configuration
6. Activate and control user and admin access
7. Send messages on a one to many basis
8. Manage links (direct access to 6 URL based locations)
9. View scoring based on the Survey area (Gamification)
10. Security roles to allow or restrict admins for every area of the management console
11. Customisable system emails
12. Timezone configuration
13. SSO ready for OKTA & Microsoft Azure





From App to PWA

Most people today already have a plethora of Apps on their devices. Deciding which App to use for a given task and then downloading that App can be a huge issue as you drive this out across your sales teams.

That is why Kairos is what is known as PWA, or a Progressive Web App. This means that access to Kairos can be instant on any device; whether you are working in the office or travelling on a train, the learning experience is the same and you can simply pick up where you left off.

Further, with our 'cloud native' approach, there is nothing for your IT department to do, as Kairos is instantly available on existing devices without configuration.

PWA