

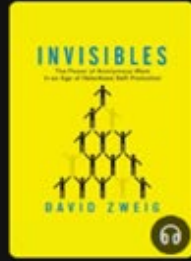


CREATING YOUR OWN EDUCATIONAL 'NETFLIX' WITH YOUR BENEFITS PACKAGES

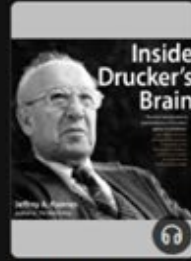


company/odilotid
ODILO_ENG
OdiloTID

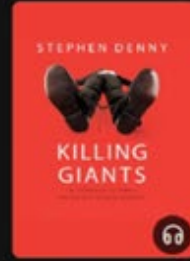
Bestsellers - audiobooks 🎧



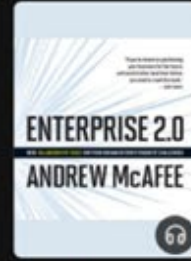
Invisibles



Inside Drucker's Brain



Killing Giants



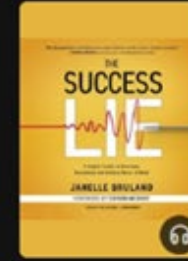
Enterprise 2.0



Finish Big



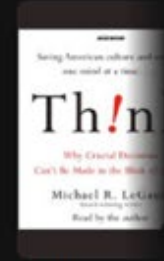
Simply Managing



Success Lie, The



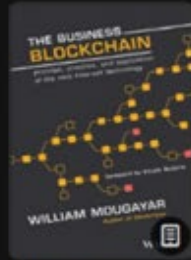
Imagineering



Think!

VER MÁS

Business Essentials



The Business Blockchain



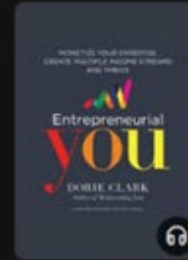
Lean Startup, The



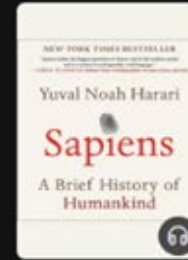
Your Best Year Ever



Becoming



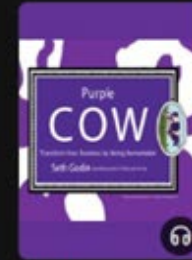
Entrepreneurial You



Sapiens



Zero to One



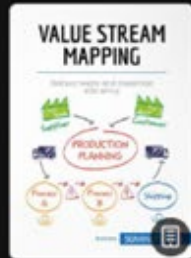
Purple Cow



Blue Ocean Strategy

VER MÁS

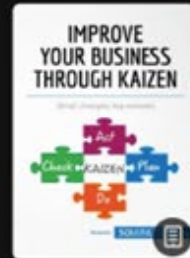
Read in 50 minutes!



Value Stream Mapping



Personal Branding - Market Yourself!



Improve Your Business Through Kaizen



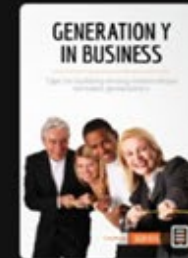
Successful Working Environments



Find Your Work-Life Balance



Stimulating Your Professional Creativity



Generation Y in Business



Leading Effective Meetings



The Power of Body Language

VER MÁS



**WHAT TO CHOOSE
&
WHY?**

WHAT DO EMPLOYEES REALLY WANT FROM THEIR EMPLOYER?

#1 TRAINING

“HELPS ME GROW MY SKILLS & KNOWLEDGE”

Great
Place
To
Work.®

WHAT DO EMPLOYEES REALLY WANT FROM THEIR EMPLOYER?

**PROFESSIONAL
DEVELOPMENT**

Top 5



39%

Recognizing employees' desire to "**learn and grow** in their career"

...BUT IT CANNOT BE THE SAME FOR ALL!

for **73%**
employees

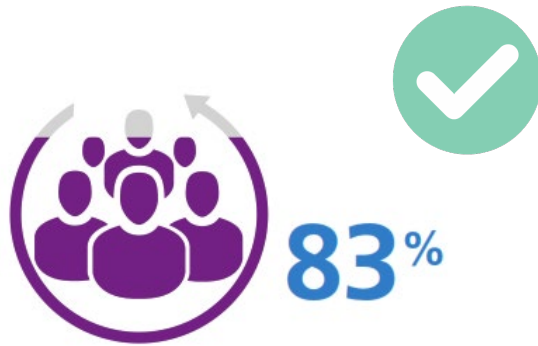
**CUSTOMIZED Benefits increase
Loyalty**

Flexibility, choice & non-traditional options

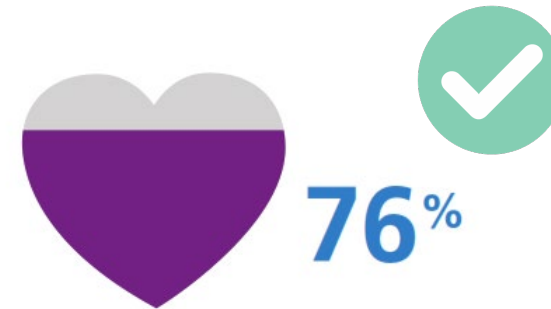
Extensis[®]
We promise to simplify HR[®]
Broker Exchange



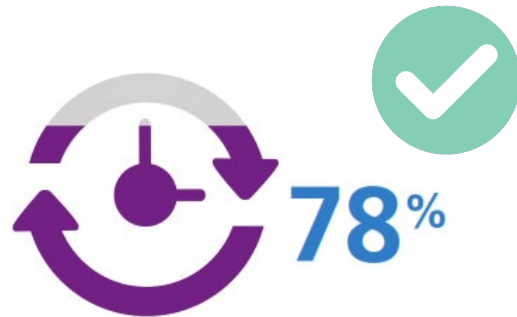
LEARNING / TRAINING = A POWERFUL ENGAGEMENT TOOL!



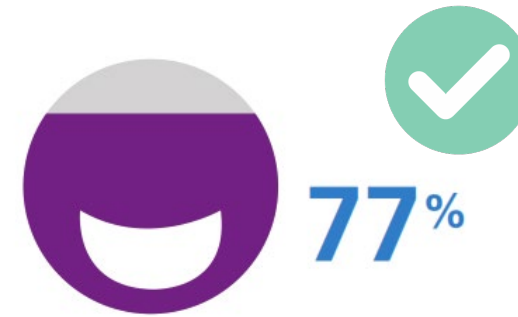
Retaining employees



Increasing employee
loyalty



Increasing employee
productivity



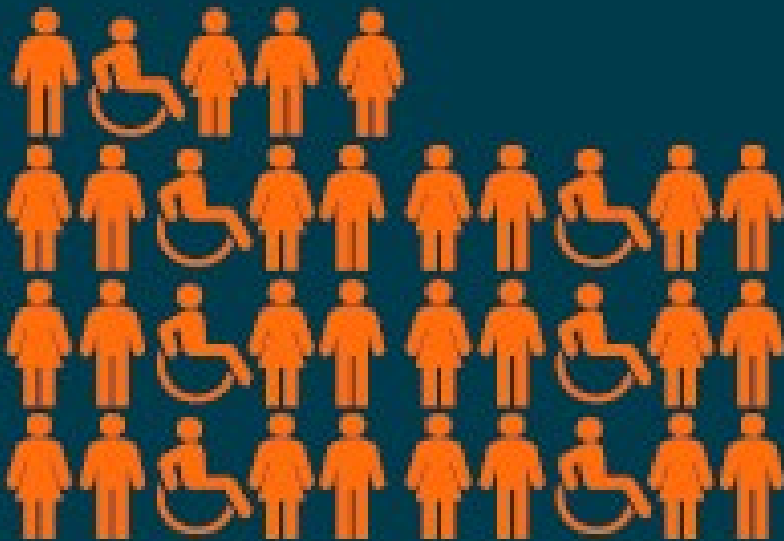
Increasing employee
satisfaction



THE RE-SKILLING IMPERATIVE

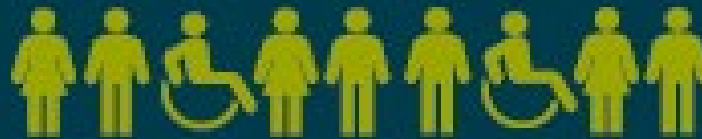
New skills for +50% of employees by 2022

35%

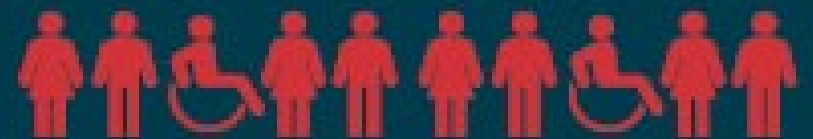


1 in 5 need
>6 months Re & Upskilling

9%



10%



Up to 6 months

6 to 12 months

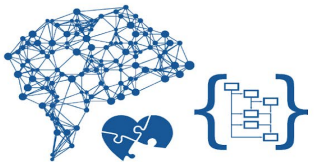
More than 12 months

NEW CRITICAL SKILLS ARE REQUIRED

TOP 10 SKILLS NEEDED

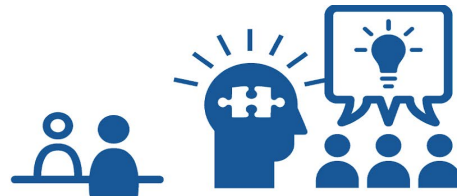
in 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility



in 2015

1. Complex Problem Solving
2. Coordinating with Others
3. People Management
4. Critical Thinking
5. Negotiation
6. Quality Control
7. Service Orientation
8. Judgment and Decision Making
9. Active Listening
10. Creativity



WORLD
ECONOMIC
FORUM



...AND IT IS URGENT!

83%

of companies

see L&D as critical
to success

54%

rate it as “urgent”
(vs. 11% LY)

66%

of those organizations have a
stronger market position than
their competitors

Source: Deloitte Human Capital Trends' 2019 research

CONCLUSION: LEARNING = HIGH ROI + ESSENTIAL FOR YOUR SURVIVAL!

**PERFORMANCE/
PRODUCTIVITY**

+250%



RETENTION

+93%



ROI

7x





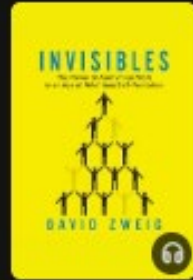
HOW CAN LEARNING BE THE ULTIMATE EMPLOYEE ENGAGEMENT TOOL?

UNIVERSAL LEARNING = HIGH ENGAGEMENT = THE ULTIMATE BENEFIT

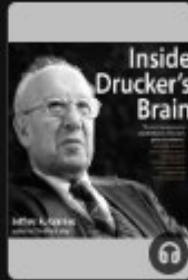


THE ULTIMATE BENEFIT: YOUR OWN "NETFLIX"

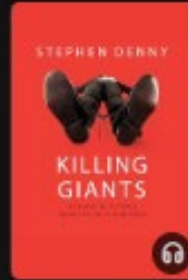
Bestsellers - audiobooks



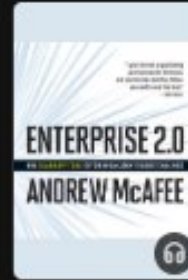
Invisibles



Inside Drucker's Brain



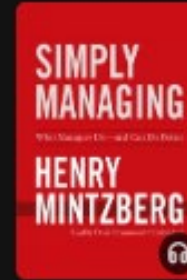
Killing Giants



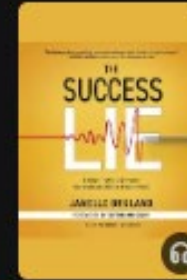
Enterprise 2.0



Finish Big



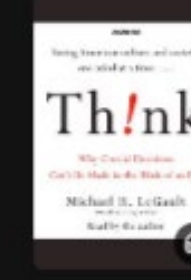
Simply Managing



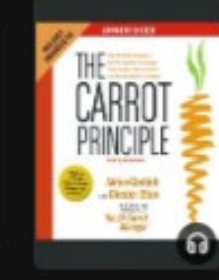
Success Lie, The



Imagineering



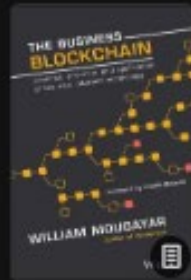
Think!



Carrot Principle, The

VER MÁS

Business Essentials



The Business Blockchain



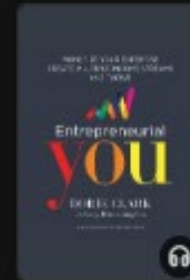
Lean Startup, The



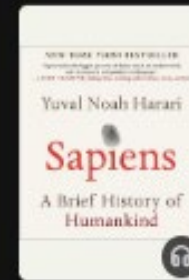
Your Best Year Ever



Becoming



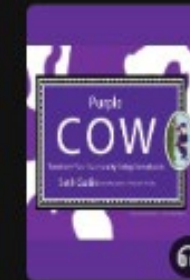
Entrepreneurial You



Sapiens



Zero to One



Purple Cow



Blue Ocean Strategy



Storytelling Animal, The

VER MÁS

Intellezy courses



MICROSOFT
Word
2019



Business Skills
Working
with Teams



ADOBE
InCopy CC



MICROSOFT
Office
365



Business Skills
Goal Setting
for Manager



MICROSOFT
Office 2019
New Features



Business Skills
Manager's Role
in Development



MICROSOFT
PowerPoint
2019



ADOBE
Acrobat
DC Pro



MICROSOFT
Access
2019

VER MÁS

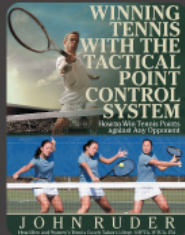
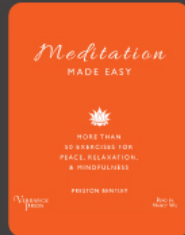


THE ULTIMATE BENEFIT: LEARN WHAT THEY WANT, WHEN THEY WANT



Mark Jacobs (35)
SR DATA SCIENTIST

Wants to learn: Python, Meditation, Tennis.
Learning now with ODILO:



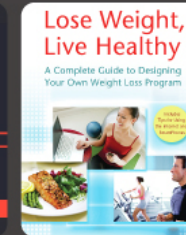
María Jiménez (20)
MARKETING EXECUTIVE

Wants to learn: Social media, marketing strategy, Old Spanish classics.
Learning now with ODILO:



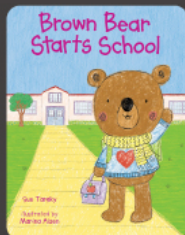
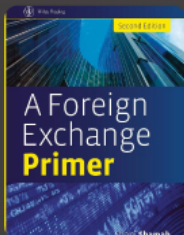
Jerry McConnell (45)
REGIONAL MANAGER, UK/I

Wants to learn: How to manage a team, Nutrition, Spanish.
Learning now with ODILO:



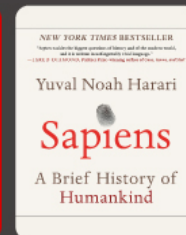
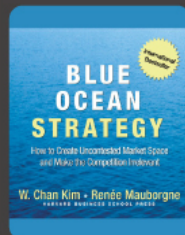
Sophie Stevens (37)
FINANCE DIRECTOR

Wants to learn: Managing FX, financial markets, popular books for her toddler.
Learning now with ODILO:



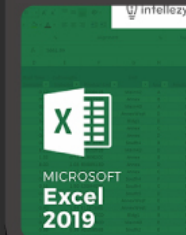
Jennifer Carsten (55)
CEO

Wants to learn: Competitive strategies, history, corporate success stories.
Learning now with ODILO:

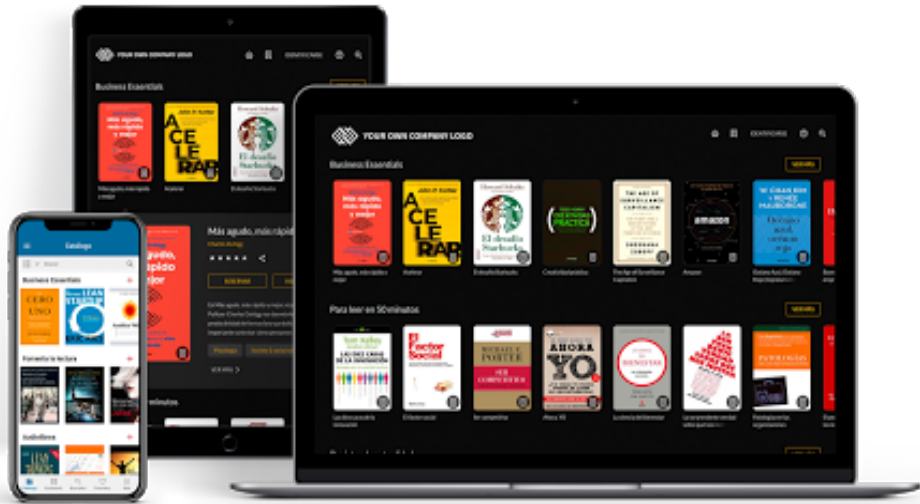


Marco Díaz (23)
OFFICE MANAGER

Wants to learn: Advanced Excel techniques, event planning, graphic design.
Learning now with ODILO:



THE ULTIMATE BENEFIT: LEARN WITHOUT BARRIERS



Text to Speech



MULTI-PLATFORM

OFFLINE/ONLINE
ACCESS

ACCESSIBILITY

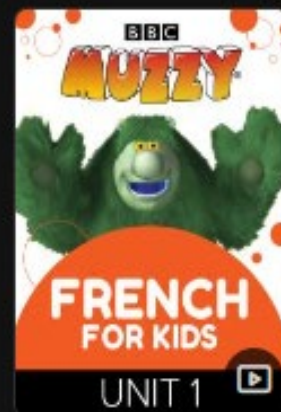
THE ULTIMATE BENEFIT: FAMILIES LEARN & SHARE TOGETHER



French for Kids MUZZY
BBC: Unit 2



Chinese for Kids MUZZY
BBC: Unit 2



French for Kids MUZZY
BBC: Unit 1



Spanish (Castilian) for Kids
Muzzy BBC: Unit 2



Chinese for Kids MUZZY
BBC: Unit 1

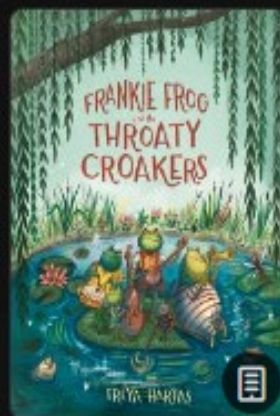


Spanish (Castilian) for Kids
Muzzy BBC: Unit 1

For kids



The Bug Girl: Maria
Merian's Scientific Vision



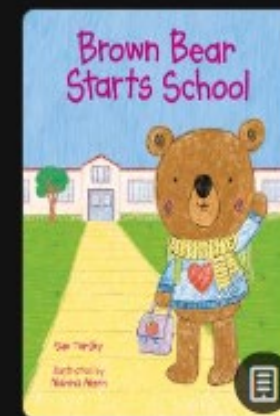
Frankie Frog and the
Throaty Croakers



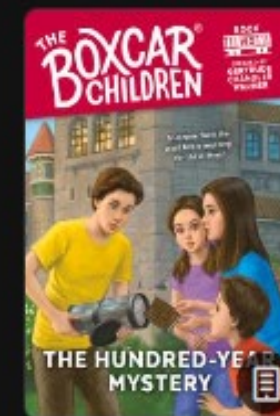
Diary of a Wimpy Kid
(Diary of a Wimpy Kid)



The Princess and the
Absolutely Not a Prince



Brown Bear Starts School



The Hundred-Year
Mystery

THE ULTIMATE BENEFIT: SAVE £1,000S OF TITLES ANNUALLY



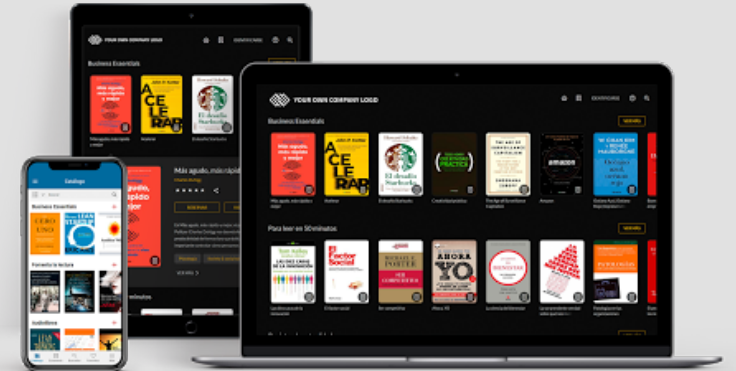
**BUYING
PHYSICAL
BOOKS**

**Hundreds or thousands of £ per
person**



**L&D
PROGRAMS**

VS.



ODILO

**Few £s per TITLE
UP TO 90% CHEAPER**

**NETFLIX-STYLED
EXPERIENCE**

+

**UNLIMITED LEARNING
POTENTIAL**

+

FAMILY INVOLVEMENT

+

**COLLABORATION WITH
PEERS**

+

SIGNIFICANT COST SAVING

+

FUN

=

HAPPY, ENGAGED



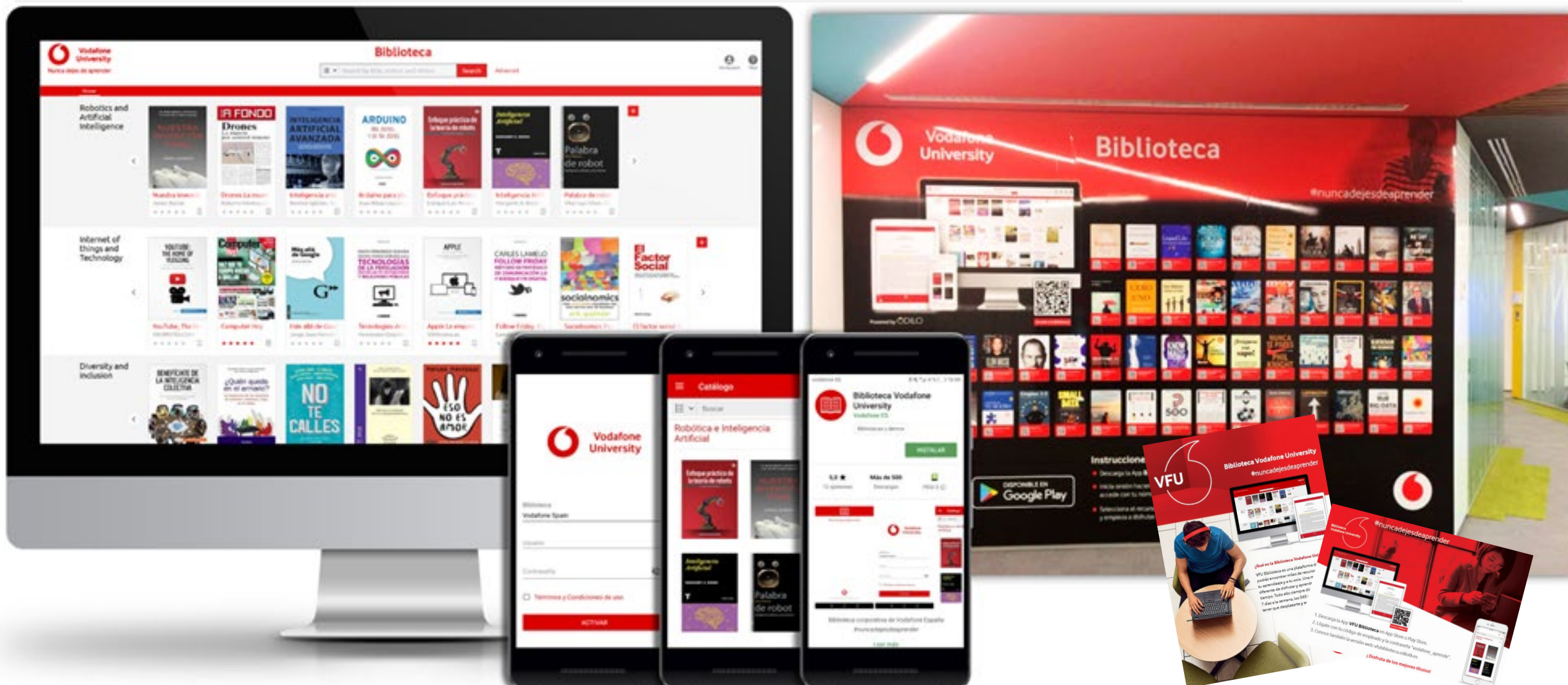
NOW... HOW DO YOU CREATE YOUR OWN "NETFLIX"?

VODAFONE UNIVERSITY, SPAIN



In 2018, Vodafone created its “Vodafone University” with ODILO to regularly upskill their employees and continuously update on critical market and product developments.

Over 2,000 titles – soft skills, IT, all departments · 24/7 access · Offline · Online



RESULTS IN FIRST 12 MONTHS

**+500,000
visits to
the
platform**

**+350,000
minutes
of active
learning**

**+80%
Learning
from
mobile &
tablet**

“At Vodafone, we have a clear commitment to learning. We aim to fulfil our employees’ desire to acquire new knowledge that will help them with their professional and personal development.

The implementation of our **Vodafone University Library with more than 2.000 titles has been key to this mission.** Our employees have **expanded their knowledge** about robotics, AI, digital marketing, internet of things, diversity and inclusion and **even about how to boost their careers.**

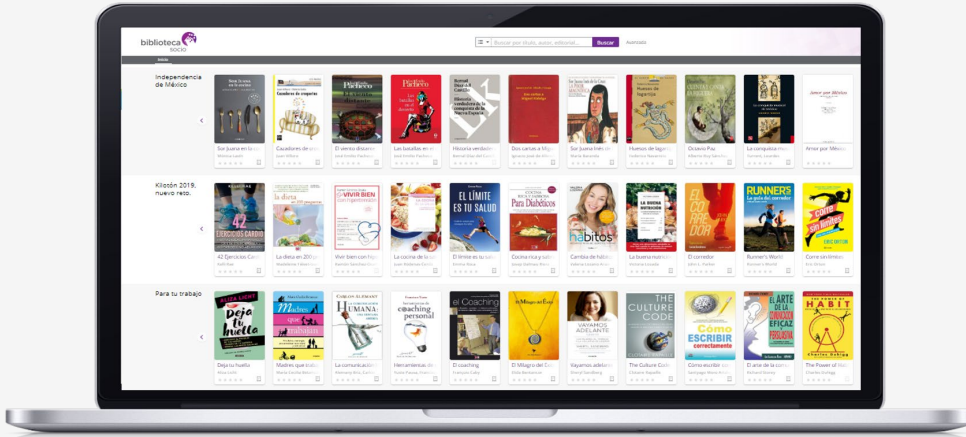
In 6 months we have reached 170,000 visits to our digital library by our employees. They have voluntarily invested in learning and developing themselves, thus accomplishing a substantial improvement in knowledge within the company.”



Raquel Montesinos,
HR Learning & Development



They wanted to **invest** in their most important asset: **their employees & in their learning & collaborative spirit:**



Grupo Salinas's learning platform developed by ODILO



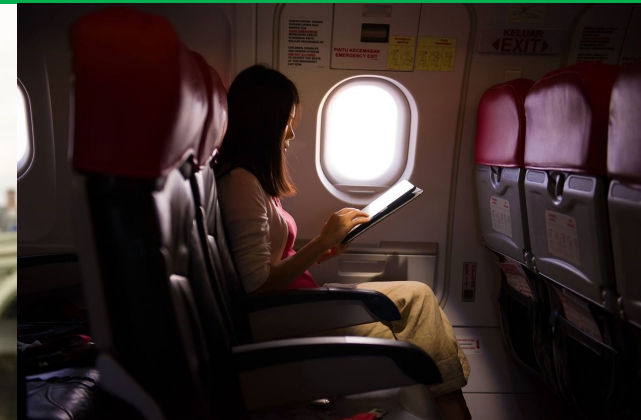
Grupo Salinas was awarded for its cultural efforts

“Elektra Group’s library has awoken a strong **spirit of wonder, curiosity**, and great interest in **reading**. Reading has fostered **creativity, proactivity, a collaborative spirit** and **even happiness** amongst our employees.

It has also made our Group, in part, an **INCREDIBLE PLACE TO WORK**.

We have won a **NATIONAL AWARD** for encouraging reading among our employees thanks to ODILO’s learning benefit.”

ENGAGEMENT LEVELS WITH ODILO



ODILO



30
min/day

enjoying
personalized learning





Tiago Mateus

Chief Commercial Officer, UK

tmateus@odilo.us | www.odilo.us

Many thanks!



Madrid (ES)



Cartagena (ES)



Denver (US)



New York (US)



Mexico City (MX)



Londres (UK)



Bogotá (CO)