



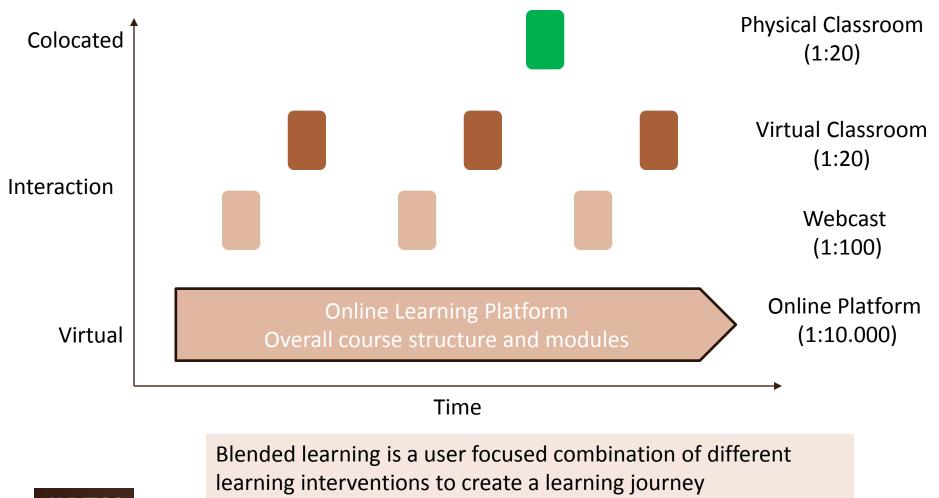
Alex Dowdalls March 2020

Introduction

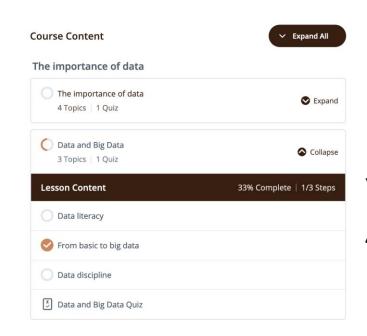
- We have entered a new age of competition driven by data and technology. The success of many businesses now depends upon redesigning their business model to leverage digital technologies.
- The way in which managers and employees learn has traditionally been through classroom sessions, facilitated by experienced tutors talking to an audience and perhaps using powerpoint slides to convey a message of innovation, disruption and radical technological advancement...
- Developments in digital technology have now also transformed learning enabling a *user focused* approach to learning. We can now offer 'needs based' learning journeys *blending* online self learning, remote participation in interactive discussions and harmonious integration of classical classroom sessions. The adoption of this technology has however been gradual.
- And then COVID-19 happened and the world is forced to rapidly adopt online learning.
- The AXVECO Learning Platform delivers user focused and blended learning experience. It enables multiple learning providers to deliver a blended experience to clients alone or as an ecosystem.

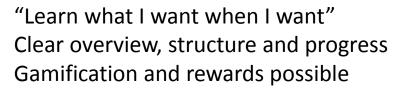


What is blended learning?



User experiences a learning journey







Listen to the expert online following webcasts or virtual classroom



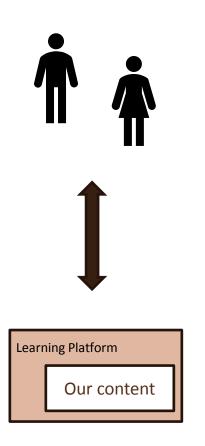
Join a masterclass in person to meet the expert and interact with peers

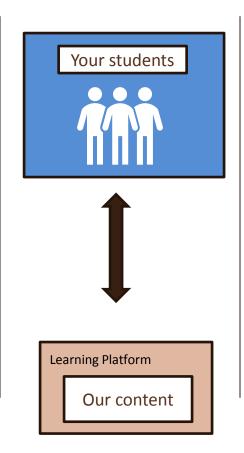
Certificate of participation at completion

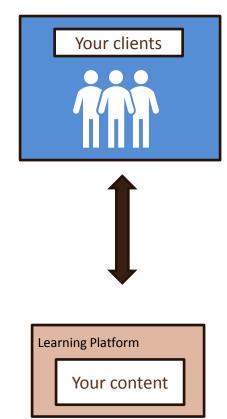


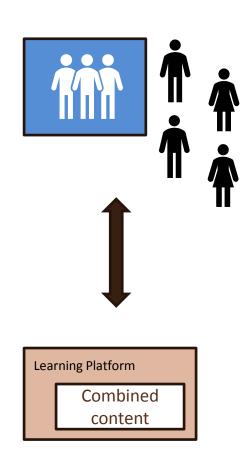


How can you work with our platform?







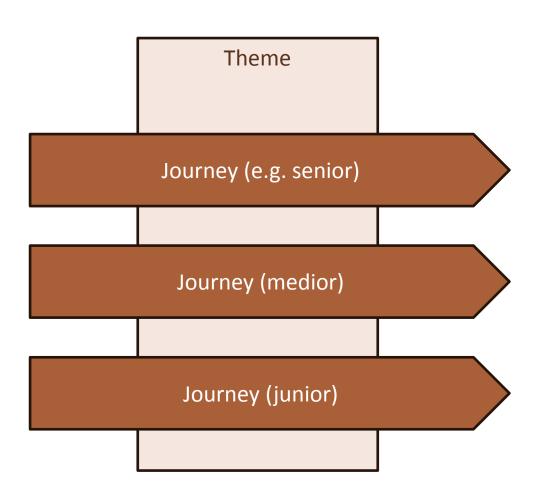


Business Principles

- Tutor can place intellectual property (IP) safely on the platform
 - You remain the owner, various security arrangements in place, legal structure to protect you
 - Flexible style and format of the learning materials within a chosen structure
- Tutor monetises intellectual property through usage on the platform
 - Tutor can choose to restrict content to specific clients or offer on open market
 - Tutor determines price of their product (minimum to cover platform cost)
 - Two options for platform cost "flat rate for number of users" or "per user basis" (and % fee)
- Distribution or Learning Partners can resell open courses
 - Distribution partner receives a %fee for each user buying the journey
- AXVECO maintains an administration
 - Classifies in Users, Groups, Journeys and enables pricing / access accordingly
 - Promotion Code used to identify your clients, you can view your client status and progress
 - Transparent overview for partners

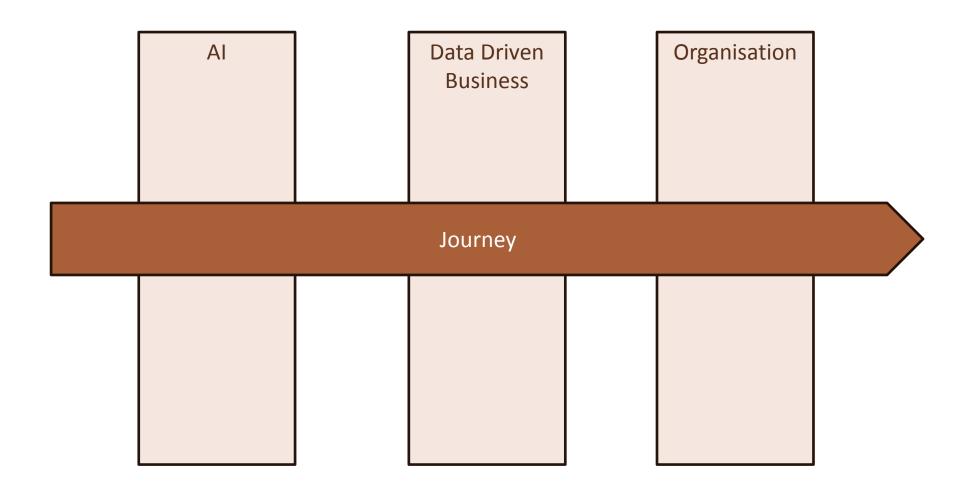


How to offer your content?



- Content is organised in a theme
- Journeys made available to participants
- Journey is a selection of materials from the theme
- Commercial arrangement applies to the journeys
- Promotion Code can link participant to a journey

A journey can cover multiple themes





Now register an account and play with the system!

- www.axveco.com
- Read general information at "Training"
- Start learning at "Start learning"!



Follow a learning journey.

The learning journeys are designed to meet your learning needs based upon your role. Each journey contains a selection of the courses suitable for your learning needs.

Note that if you have already completed topics or lessons in previous learning activity then these elements will be shown as completed in your journey.

Upon completion of the journey we will issue a certificate to you. If you are following a programme via one of our learning partners, they will issue the certificate to you.

I hope you enjoy the learning journey and please give us feedback to help us learn from you.

Alex

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