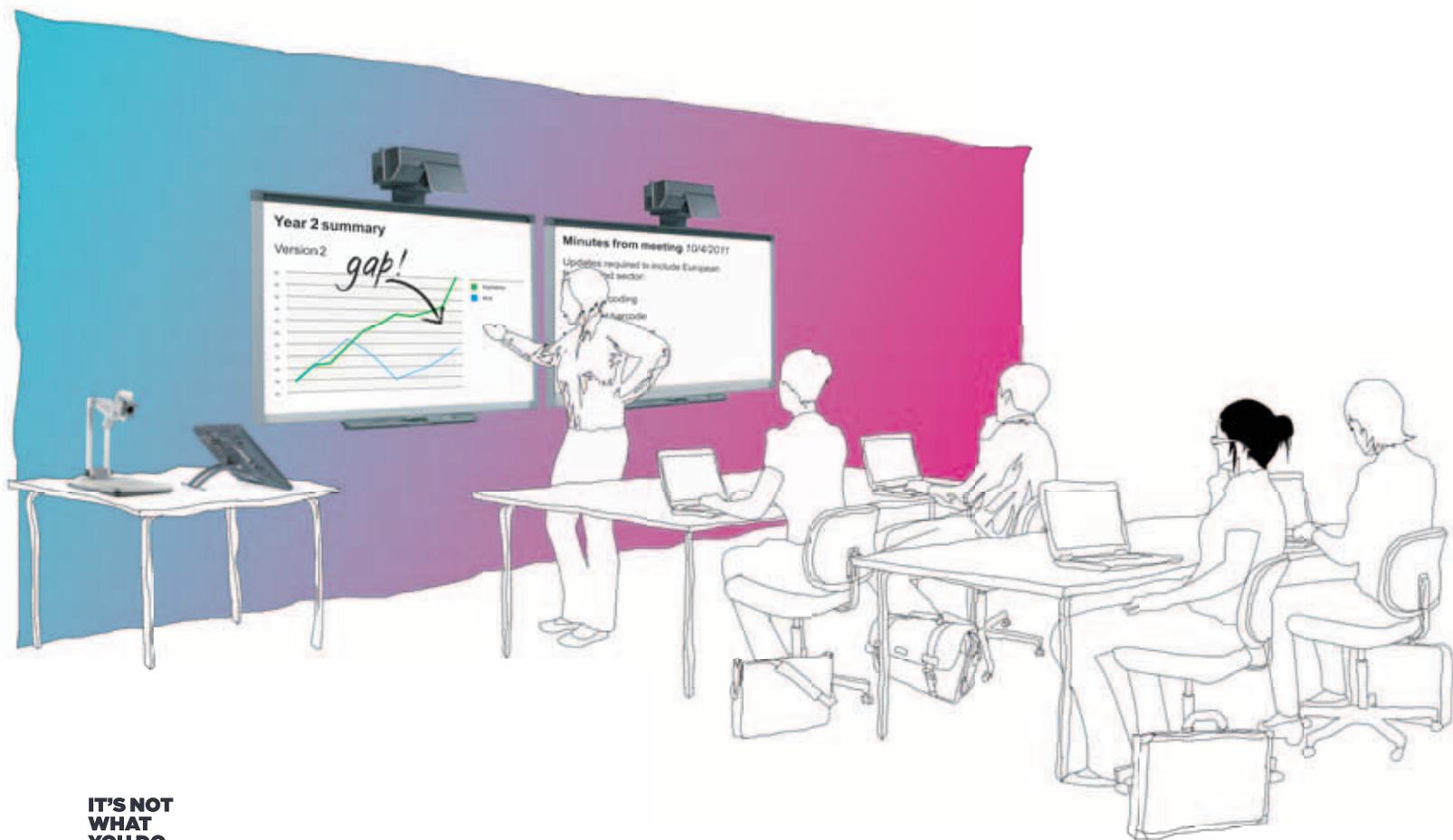


PRODUCTIVE TRAINING

BRING A RICHER LEARNING EXPERIENCE TO YOUR EMPLOYEES,
WHEREVER THEY ARE - AND GET A BETTER RETURN ON YOUR PEOPLE



IT'S NOT
WHAT
YOU DO...
IT'S
THE
TIME
WAY
PLACE
THAT
YOU
DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE

steljes®

THIS IS PRODUCTIVE TRAINING.

£88bn

Non-productive time costs the UK
£88 billion a year.
Source: Proudfoot Productivity Report

93%

93% of organisations say
improving business productivity
is a key business objective.
Source: Steljes Productivity Report

“

Everyone knows that training is critical for the future success of the business, but it's always the first thing to be cut. One thing's for sure, our training budget is not going up anytime soon. I need to get much more out of our training budget.

The problem is that our training isn't really working. Staff leave training sessions and complain that it was poorly delivered and too 'one way'. I need our training to connect with them – to get content across in a more engaging way, and get them truly involved with the experience.

We've tried virtual self service learning, but ultimately people need help to discuss ideas and issues around course content. It is also all too easy to speed read and skip through and a day later you have forgotten the content already. We also have to deliver training around our own products, services and initiatives.

I know that instructor-led training is absolutely the best approach – it should be the mainstay of our drive to improve our employees' skill base for the business. They can ask questions and solve problems interactively. And I want to go beyond this – I want to use rich, interactive media – bring in relevant experts to share their knowledge, not just presentations and spreadsheets.

But with budgets squeezed it's really hard to make this the norm. Our staff are based across Europe, and guess what, we've got a travel ban. Added to that, there's a real shortage of high quality trainers – especially in some of our more specialist areas (which also tend to be the high value ones).

If only I could make training more engaging and memorable, interactive and easier to fit into employees' schedules so it could make the difference it should – to staff and the business. But I know that it's the time, the way, the place that's all wrong. We need to change the way we work.

”

WE'VE PROBABLY ALL FACED SIMILAR ISSUES ON A REGULAR BASIS. BUT STELJES BELIEVES THERE IS A WAY FORWARD. TRAINING WILL BE CRITICAL FOR BUSINESSES TO SUCCEED, AND THE TIME, THE WAY AND THE PLACE THAT WE MAKE TRAINING HAPPEN CAN CHANGE. TODAY.

READ ON, AND TAKE THE FIRST STEP TOWARDS A VERY DIFFERENT SCENARIO.

46%

C-level executives are conscious about the benefits that communications and collaboration tools can bring and 46% plan to increase budget for these tools in the next 12 months.
Source: Frost & Sullivan

HARNESS THE POWER OF YOUR PEOPLE.

People are the most valuable asset in any business, and good quality training is essential if you want to harness their full potential. You need to up-skill existing staff and attract new talent. You need to build the right skills for the future, and make your best people feel they're learning and developing so they'll want to stay right where they are.

THE CHALLENGE FOR TRAINING

So training is a priority. But it's a challenge to deliver it efficiently with limited resources – particularly if your budgets seem to shrink as your need for training grows. It's not always easy to deliver training that works for your staff either.

They may find it next to impossible to attend training sessions away from their desks, yet find self-service online training inflexible at best – and forgettable at worst.

Increasingly, people work in collaborative teams and project groups across organisational, geographical and business unit boundaries. Success hinges on your ability to create flexible environments – both actual and virtual – for people to work and to learn. You need practical solutions to adapt the workplace to produce more exciting, engaging learning.

“

I BELIEVE THAT MY TRAINEES ARE MORE LIKELY TO REMEMBER THE CONTENT FROM THE LESSON IF THEY HAVE WRITTEN IT THEMSELVES RATHER THAN JUST BEEN TOLD IT. SINCE I STARTED USING THE INTERACTIVE WHITEBOARD, I HAVE DEVELOPED MORE INTERACTIVE TRAINING TECHNIQUES AND THE DIFFERENCE IN ATMOSPHERE IS DRAMATIC.”

Corporal Thorpe, Trainer
RAF Halton

BUDGETS ARE TIGHTER THAN EVER

There is an increasing need for legislative and risk-management training and the challenge is to prevent this requirement from devouring your entire budget. You want better pass rates and reduced skill fade. But, training budgets typically get hit hard and early in the round of corporate austerity measures. The solution is not to reduce training, but to think differently about how it is delivered.

IDENTIFY AND TARGET THE BUSINESS NEED QUICKLY

Aligning your learning with the business is an often used phrase and with good reason – learning exists to support the organisation and yet it's often unclear precisely how to do this. The challenge is to proceed towards a culture of performance, productivity and profit. To do this, training needs to adopt a more socially networked and collaborative working culture.

UNDER-SKILLED STAFF, UNDER-PERFORMING BUSINESS

Most employers believe skills gaps within their businesses are holding them back. Training heralds the solution, but still it so often fails to deliver. The challenge requires a fundamental rethink of how training is delivered.

TIME AND DISTANCE GET IN THE WAY

Schedules for staff are very busy. Taking people out of the business to do training, often at different locations, means that many feel they can't spare the time for training. It is often easier to decline the training rather than change your schedule. If you could join training remotely and still get a great experience you are more likely to be able to build it into your day-to-day schedule.

THE TRAINING OPPORTUNITY

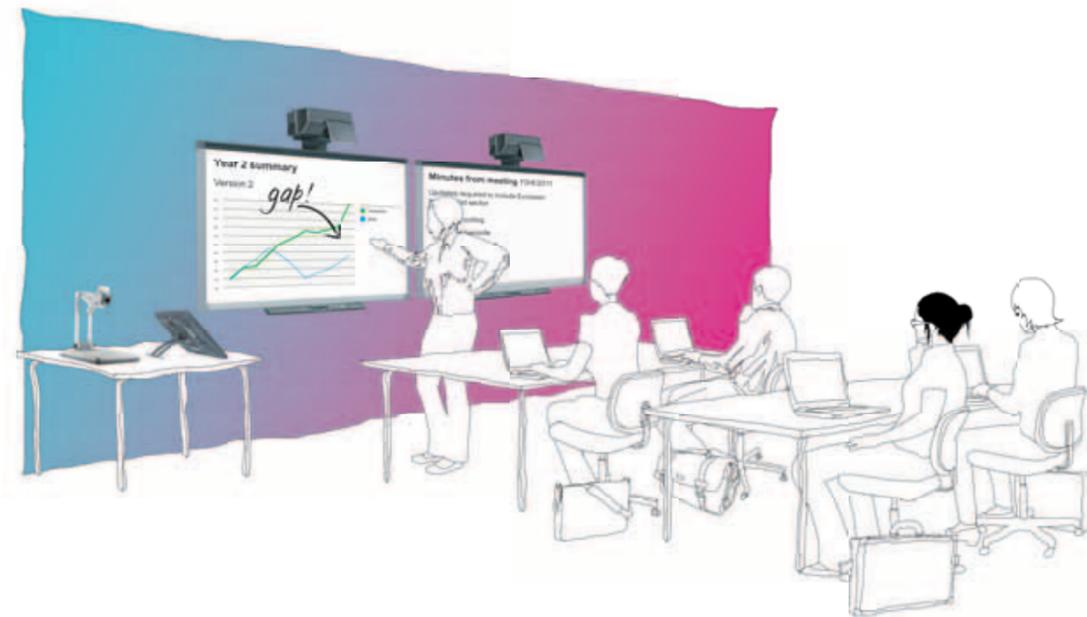
What if you could invest every penny of your training budget more wisely than ever before? If you could deliver convenient, cost-effective training that's still instructor-led? If you could improve your training environment and resources to dramatically improve engagement and retention?

You can do all this, and you can even reduce costs in the process. It's not what you do, it's the time, the way, the place that you do it – with Productive Training technology solutions from Steljes.

HOW DO YOU MAKE THIS ALL WORK BETTER?

BRING A RICHER LEARNING EXPERIENCE TO YOUR EMPLOYEES, WHEREVER THEY ARE

AND GET A BETTER RETURN ON YOUR PEOPLE.



76%

76% of learning managers predict a shift to using technologies, such as e-learning or virtual delivery.
Source: Good Practice Report

88%

88% of businesses say they now have the option to work away from the traditional office set-up. It's making it more difficult to bring together staff in one location for traditional office-based training sessions.
Source: Orange

Learning must be engaging to be effective. Keeping abreast of the technology is one challenge. Making training fun, appealing and interactive is quite another. Even though everyone now knows that people learn by doing, many trainer-led courses still rely too heavily on learning by telling. A far richer experience is enabled by training that uses team building and collaboration to maximise uptake and retention of knowledge.

With Productive Training technology from Steljes, you can deliver more instructor-led courses and reduce your reliance on self-service online training. Instructors can train delegates in person – but without needing to be in the same room, or even on the same continent. And they can deliver learning that is engaging and interactive, so your trainees retain far more, working collaboratively and sharing ideas and questions as they go.

We can help you create richer in-room training environments too, where trainers can share source materials with ease, make notes in electronic ink using a touch-enabled interactive whiteboard and then distribute the materials in real-time. Delegates can collaborate, interact, and give instant electronic feedback. And sessions can be recorded automatically so they can be shared and re-used over and over again.

ROI - PRODUCTIVE TRAINING TECHNOLOGY THAT PAYS DIVIDENDS

Cut costs: deliver more with constrained resources

Investing in Productive Training technology cuts cost by allowing you to capture training sessions and turn them into re-usable assets across your organisation – distributed anywhere, in real-time or on demand.

Cut travel time

Nothing blunts productivity more than excessive travel time. With Productive Training technology from Steljes geographical distance ceases to be a barrier: employees can join training sessions and have as enriching and memorable an experience as if they were physically there.

Improve knowledge retention

Richer, more interactive learning vastly improves knowledge retention – so you could transform the skill base within your business – increasing revenues and making you more competitive.

Improve staff retention – reduce recruitment fees

It is well known that staff leave when they feel their progress is stifled. Highly effective training makes their personal and career development objectives come to fruition – keeping their valuable input within the business, rather than in the hands of competitors.

WHERE WILL YOU SEE THE POTENTIAL?

Whether it's an HR Director looking to better upskill employees, or a Head of Training looking to transform the way training is delivered, Steljes' Productive Training solutions, part of the Business Productivity Suite can help.

High-impact training is engaging, interactive and instructor-led. Productive Training solutions can help you deliver this every time, no matter where your delegates or your trainers are located.

RICHER TRAINING THAT ENGAGES MINDS

With Productive Training technology you can use interactive whiteboards with visualisers and interactive desktop displays to deliver engaging, interactive, instructor-led courses in a standard training room environment.

COLLABORATE ACROSS OTHER OFFICES AND CONTINENTS

Training needs to be able to happen anywhere. You can bring together cross-functional teams from different floors, different buildings or even different countries. Use conferencing technology to connect your training rooms across your enterprise – allowing employees to feedback from interactive pen displays positioned on the desktop or using interactive whiteboards within each training room.

REMOTE LEARNING THAT BRINGS EVERYONE TOGETHER

Training remote workers can feel like hard work. When the trainer can't see the delegates, it's hard to judge how much they're taking in or whether they understand what's being said. Interactive whiteboards, voice and data conferencing software and interactive desktop displays can bring people into the room, no matter where they're located. The trainer can interact with them naturally, making the session more effective. And because the technology makes the experience more involving and engaging, delegates retain far more of what they've learned.

CALL ON EXPERTISE FROM ANYWHERE

Subject matter experts can be difficult to pin down when everyone wants a piece of their time. With Productive Training solutions you can call in a specialist remotely from any location, cutting travel costs, increasing the number of delegates who can attend and making it far easier to schedule your session.

SEE TRAINEE PROGRESS

Use training room management software to allow trainers and instructors to view employees' screens to monitor how they are progressing during the training sessions.

65%

65% of executives see 'a natural way of working' as the key feature of any collaborative technology. Source: Steljes Productivity Report

50%

50% of learning managers are set to increase their use of web 2.0 technologies such as social networking tools. Source: Good Practice Report

SCENARIO

BT Innovate and Design (BTID) has embarked on a Global Development Centre Programme that embeds collaborative solutions from SMART Technologies.

"Our developers tend to work in groups around a whiteboard and research revealed that they want to interact with and see what their colleagues are writing on the boards, and see their faces. At that point we knew our solution must support this way of working whilst connecting teams that are spread across multiple locations," explained Bola Oshisanwo, Director, Agile Development Centre.

BT's research culminated in the complete redesign of the agile development teams' working environment and included the adoption of a SMART business solution. It started with a proof of concept at Adastral Park, BT's centre for development in Ipswich.

"People were wowed by the SMART Board™ interactive whiteboards initially but quickly snapped back into old habits," says Bola. "It became clear that this was because they didn't understand the capability of the technology, so we designed a training package which was delivered to a critical mass of people over a short period of time. The training was based on observing what people did day-to-day. The training focused on helping them to incorporate the SMART Board interactive whiteboards and collaborative working into their day-to-day work."

The results

Bola comments, "The successful delivery of a customer solution relies upon the effective collaboration between people across BT. Our new SMART business solution enables people to meet, irrespective of where they are in the world and interact as if they were in the same room. This has had a massive impact on travel costs and reduced our carbon footprint significantly. Last week I trained 34 people in India from Adastral Park and yesterday I trained a further eight – that's a saving of a flight to India, plus my time, in just two weeks."

Alan Bateman, Director for Next Generation Engineering adds, "Ultimately we're using this technology to change and transform the culture of the company. What started as a project at Adastral Park has led to plans for a network of five global development centres."



55%

55% of executives fear their firm is failing to deliver the necessary training for recovery.
Source: Coleman Parkes

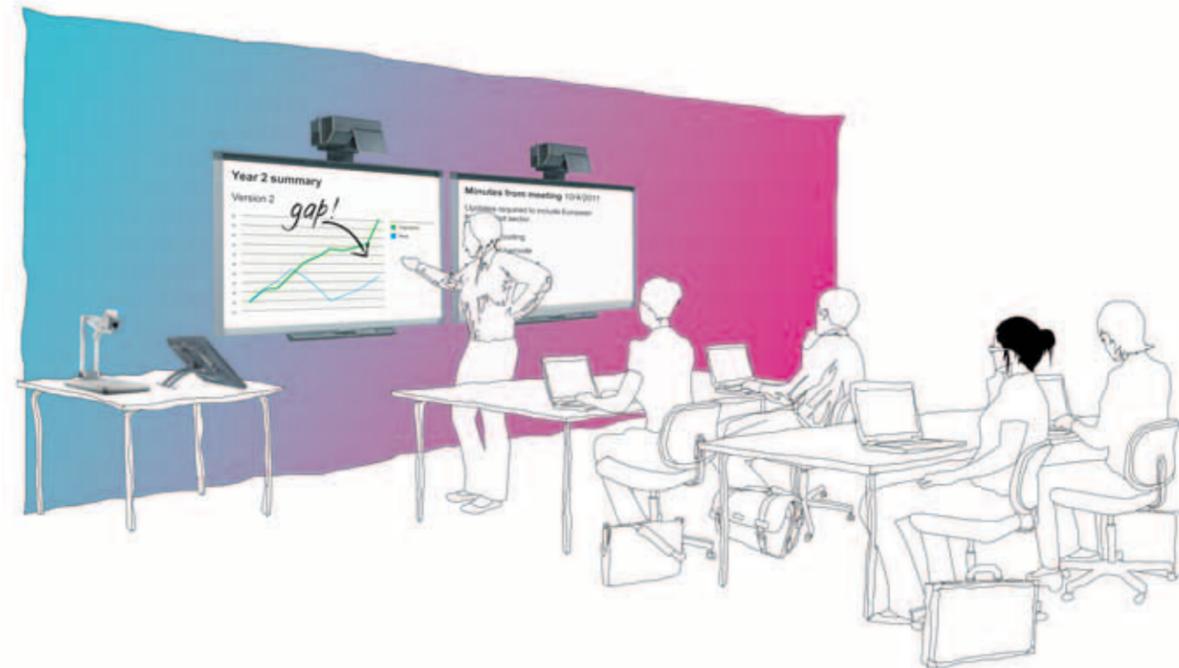
46%

46% of executives doubt their L&D departments ability to deliver training for recovery.
Source: Coleman Parkes

“

ALL I NEED IS A ROOM, ELECTRICITY AND THE SMART PODIUM AND I CAN COACH MY TEAM ANYWHERE. I NOW HAVE A SOLUTION THAT IS TOTALLY MOBILE AND FITS ANY ENVIRONMENT WE FIND OURSELVES IN. I OFTEN TAKE IT WITH ME TO AWAY MATCHES AND USE IT IN MY HALF TIME TALKS TO HIGHLIGHT WHERE THEY NEED TO IMPROVE OR SHOW A PARTICULAR WEAKNESS OF THE OPPOSITION THAT THEY CAN EXPLOIT.”

Brett Taylor, Head Coach
London Scottish Rugby Club



PRODUCTIVE TRAINING TECHNOLOGY

At Steljes we create technology-supported training solutions, as part of our Business Productivity Suite of solutions, tailored to your business needs that will deliver an immediate productivity and time saving return. Whether in-room, room-to-room or room-to-desktop collaboration solutions, they can help organisational learning be more effective and cost efficient across measures including knowledge retention, team building, time, travel and hotel costs.

We select the cream of Productive Training technology from best-of-breed manufacturers, so you can be sure you're investing in the very best equipment available.

INTERACTIVE WHITEBOARDS

SMART Board™ interactive whiteboards offer delegates a hands-on learning experience that dramatically improves knowledge retention. Interactive whiteboards allow multiple users to interact naturally with documents, applications and the internet. Trainers and delegates can write in digital ink and incorporate their work into source documents with a few clicks, and content can be saved easily in digital format for your delegates' reference and for trainers to re-use.

INTERACTIVE DESKTOP DISPLAYS

SMART Podium™ interactive pen displays, ideally positioned on the desktop, are perfect remote learning tools, offering the features of an interactive whiteboard to delegates in multiple locations.

VISUALISERS

Visualisers can be an invaluable training aid, enriching learning and aiding understanding. They allow trainers to show real-world objects to delegates in remote locations, or display images or documents through a monitor or projector and transmitted through the collaboration software to all participants.

SOFTWARE

With SMART Meeting Pro™ software and SMART Bridgit™ conferencing software, delegates can collaborate intuitively whether they're in the same room or thousands of miles away. They can work with your own source material in programmes including Microsoft® Word, Excel or PowerPoint, Adobe® Acrobat® and AutoCAD®.

SMART Sync™ training room management software allows trainers to view all the delegates' screens as they work, and lets delegates collaborate on the same document. Add SMART Ideas™ concept mapping software and SMART Notebook™ collaborative learning software, to make complex ideas easier for delegates to understand and it's easy to deliver a high-impact, interactive training experience.

THE ULTIMATE TRAINING ENVIRONMENT

You can gain real-time feedback and improve content immediately with an interactive audience response system, and with a Mainline flexible power distribution system trainers and delegates can plug in equipment anywhere in the room.

ACCESSORIES

From remote mice to state-of-the-art sound systems, Steljes offers a full range of tools to make your training environment more productive and engaging than ever before.



OUR NEW SMART COLLABORATION CAPABILITY ENABLES PEOPLE TO MEET, IRRESPECTIVE OF WHERE THEY ARE IN THE WORLD AND INTERACT AS IF THEY WERE IN THE SAME ROOM. THIS HAS HAD A MASSIVE IMPACT ON TRAVEL COSTS AND REDUCED OUR CARBON FOOTPRINT SIGNIFICANTLY. ”

Bola Oshisanwo, Director, Agile Development Centre
BT

A 360° SERVICE

YOU NEED MORE THAN JUST TECHNOLOGY TO CHANGE THE WAY YOU WORK. STELJES OFFERS A RANGE OF SERVICES TO SUPPORT YOU THROUGH THE WHOLE PROCESS – FROM ADVICE AND GUIDANCE, THROUGH TO EDUCATION, TRAINING, ONGOING SUPPORT AND EVEN FINANCING OPTIONS.

CONSULTANCY

Our consultancy service starts with us getting to know how your organisation and your people work today, so we can help you change the way you work tomorrow. This approach means we can help you choose the right technology and get the maximum return by focusing on the areas of productivity that are most important to you.

Key consultancy services include:

Audit – looking at how you work today, and then developing the business case to change

Proof of concept – to help assess new ways of working and trial the technology

Technology familiarisation – our accredited experts will install the technology and help business users become confident in its usage

STELJES CHOICES

Paying for new equipment up-front may not be the best option for every business. Through Steljes Choices, we offer a range of tax-efficient leasing options, hire purchase and 0% finance (subject to product and underwriting acceptance).

Working with Syscap, the UK's leading independent business IT finance provider, Steljes Choices can give you cash flow flexibility and keep your capital free for reinvestment

Finance options are tax-efficient and could even save you money in real terms

Your agreement will be individually tailored to you with easily managed monthly payments that suit your budget

At the end of your agreement you could choose to own the equipment or refresh the technology and lease more equipment without increasing your monthly outlay

RENTAL

Whether you want to stage an unforgettable workshop, to use digital signage for a product launch, or to support a proof-of-concept, we offer a range of exciting Business Productivity Suite technology for short-term rental.

Here's how organisations take advantage:

High impact AGMs: an interactive voting system (and digital signage to publish the results)

Critical workshops – get important decisions, fast – using an interactive whiteboard to get your key people to collaborate, interact and ultimately reach decisions that typically take weeks or months to finalise

Flexible working – a great way of trialling flexible working, renting conferencing equipment such as mobile interactive displays on stands or interactive pen display podiums for remote workers, means you can conduct a cost-effective pilot

TECHNICAL SUPPORT AND WARRANTIES

Our own enhanced warranties as well as standard manufacturer warranties give you the support and confidence once the technology is in place. Steljes provides on-site support, which can avoid the need to send items away for repair. And with a next day response time you can be assured there is very little downtime for your organisation.

Added to this, it includes:

Supporting proof of concepts: technical support is vital at the 'proof of concept' stage for any project and having technical support ensures that the technology works in your environment

Enhanced warranties: for a one off fee you cover the cost of all labour and parts, or the cost of a full replacement if repair is not possible

Steljes is the SMART Authorised Service Organisation in the UK and Ireland, so you will be supported by a trained and highly skilled team of technicians.

TRAINING

When you invest in a suite of technology to help make your people more productive, it's essential that they are confident and engaged with it. That's why Steljes sees training as a crucial part of changing the way you work. We can also offer training as part of a proof-of-concept so you'll get a clear picture of the impact your chosen technologies could have on your business. All training is completely tailored to your business and your priorities.

Training services include:

End-user training – Steljes is the only SMART accredited training centre in the UK, so using our experts to get your people up-to-speed pays dividends

Technical – we'll ensure the technology is integrated seamlessly into your existing estate, and we'll work closely with your IT team to help them become familiar with the systems

Train the trainer – we can train your own staff to deliver top-quality, customised training to their colleagues internally

Ongoing support – we'll help you manage change and ensure your people continue to improve their productivity. We'll run refresher courses and conduct a staff survey to assess the impact the technology is really making

WHY STELJES

STELJES – A HISTORY OF INNOVATION

Steljes started in 1987 and since then, has demonstrated a passion for identifying the latest in technology to change our way of living, learning and working. Steljes has constantly looked at the technology marketplace for innovation that could be successfully harnessed for tangible and lasting productivity gains.

From launching the first LCD projector into the market back in 1993, through to being the first distributor of SMART Technologies, Turning Point and AVerMedia. Steljes continues to promote and distribute solutions and technology with purpose.

Steljes entered the Sunday Times Fast Track in 1997 and has continued to grow since – selling over 300,000 SMART Board™ interactive whiteboards in 2009 and achieving recognition by winning the Best ICT Innovation Award in that year.

SUPPORTING TECHNOLOGY SERVICE PROVIDERS

By matching the best technology and customer challenges together, Steljes helps manufacturers, resellers and customers successfully address real life situations faced by businesses in every industry sector.

We support the industry through education and training, insights and research and of course helping companies take these new innovative technologies to market with the surety of being backed by real expertise and experience.

A PARTNERSHIP APPROACH

Steljes delivers its solutions through a network of partners across the UK. Steljes and its partner resellers work with customers to help devise and provide the right technology solutions to meet the highest priority productivity challenges.

We work closely with our partners, giving them and their customers advice and guidance to help them deliver maximum benefits.

SENSE CHECKING THE RIGHT APPROACH – SOLUTIONS EVALUATION

We take on a lot of the risk and upfront investments that our clients and partners would otherwise have to bear. A big part of this is ensuring we've vetted the right solutions and know with certainty they will deliver the benefits that our clients expect.

Steljes Labs, our own R&D, focuses on this area – understanding from manufacturers across the world, what's coming down the pipeline and how it compares to what's available now.

ABOUT SMART PRESENTATIONS LIMITED

WHAT WE DO

Smart Presentations Limited is an innovative technology systems integrator. We help organisations expand the potential of what groups of people working together can achieve.

Our interactive technology solutions deliver tools and working processes that drive business productivity and bring greater success.

Our mission is to be the preferred choice for organisations by virtue of our reputation and the quality of our services: 'Right First Time'.

Our reputation for delivering what we say we will on the day of completion is the foundation of our long-term success. This positive experience has made us our clients' preferred choice – and brings us lots of referred business.

'Right First Time' means all client projects are delivered:

- Fully operational
- On time
- Snag free
- All project documentation on completion

OUR APPROACH

By matching the best technology and Our consultative approach allows every client to benefit from a comprehensive 'onestopshop' service for AV systems integration:

- Consultancy
- Project Management
- Installation
- Training
- Maintenance
- Asset Value Plan (lease finance)
- Rental

SAY HELLO....

Let us help you drive productivity with innovative technology for your business that will make your presentations and meetings go further.

01296 642000

info@presentations.co.uk

www.presentations.co.uk

WHERE WILL YOUR BIGGEST PRODUCTIVITY GAIN COME FROM?

PRODUCTIVE MEETINGS
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE | **steljes**

PRODUCTIVE VIDEO AND DATA CONFERENCING
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE | **steljes**

PRODUCTIVE WORKSPACES
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

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PRODUCTIVE TRAINING
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PRODUCTIVE MARKETING AND COMMUNICATIONS
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

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FIND OUT MORE

Contact Smart Presentations Limited today on 01296 642000 or email info@presentations.co.uk



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TECHNOLOGY WITH PURPOSE

