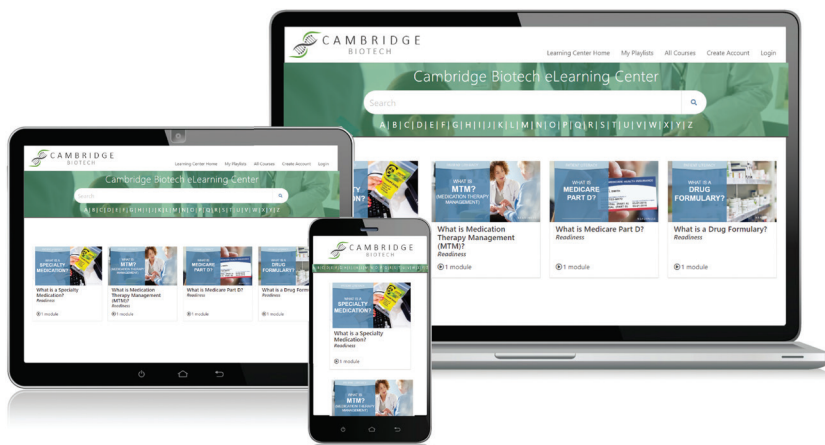


Customized eLearning Centers for the Learners of Today



Offer your customers, sales prospects, and staff an eLearning center to support training, education, and professional development initiatives.

READINESS



READINESS develops and hosts custom eLearning centers for companies, colleges, and health systems.

LEARNING AUDIENCE



CUSTOMERS

Support your customers by providing training activities on your products, services, and related market issues.



PROSPECTS

Nurture your sales prospects by sharing specific educational activities.



STAFF

On-board and train your staff with product and market-specific activities.

FEATURES



TECHNOLOGY

Provide a customized LMS (Learning Management System) branded to your institution and filled with relevant educational activities.



CUSTOM ACTIVITIES

Host your learning material (videos, pdfs, slide decks, etc) as engaging activities within your learning center.



ACTIVITY LIBRARY

Select from more than 500 pre-existing READINESS activities to expand your eLearning center content for maximum learner engagement.



DATA

Access a comprehensive reporting suite to assess learner engagement and monitor activity starts and completions.



MOBILE LEARNING

Learners can access activities anywhere and at anytime from their mobile devices.



COMPETENCY-BASED

Competency-based assessments ensure learners comprehend the activity content.



PLAYLISTS

Learners can create and share playlists from your activity library.



MICRO-CREDENTIALS

Certificates of completion are awarded to learners after the successful completion of each activity and playlist.

COMPREHENSIVE REPORTING SUITE

PRE-EXISTING ACTIVITY LIBRARY

READINESS Activities	Approx. Count
Pharmacy Market Subjects, Settings, Roles	60
Pharmacy Market Skills	13
Professionalism Skills	20
Interviewing Skills	14
Patient Literacy	12
CLINICAL: Drugs, Administration, Medical Conditions	450
Total Activities	569

View the library: <https://core readiness.com/learning-center/library/P35894314>

ROI WORKSHEET

Learner Type	Application	Impact			
Staff	Internal Training	How many internal staff training hours by a dedicated trainer/manager will we save?	Hours	Avg \$ Per/Hour	1
			# _____	X \$ _____	= \$ _____
Staff	Staff Skills Development	How many deals will we close (or retain) due to stronger skills and knowledge displayed by our staff?	Deals	Avg Deal Size	2
			# _____	X \$ _____	= \$ _____
Customers	Customer Training	How many Customer Service and Implementation hours will we save that would normally be handled on a 1-on-1 call or on-site visit?	Hours	Avg \$ Per/Hour	3
			# _____	X \$ _____	= \$ _____
Customers	Customer Retention	How many customers will we retain that would have otherwise left?	Retained Cust.	Avg Cust. Value	4
			# _____	X \$ _____	= \$ _____
Customers	Biz Dev/ Upselling	How many ancillary products will we upsell when normally the client would be unaware, or not see the "full picture"?	Upsells	Avg Deal Size	5
			# _____	X \$ _____	= \$ _____
Prospects	Biz Dev/ Marketing	How many deals will we close due to prospect nurturing (by dripping out educational activities) that normally would have gone dark?	Deals	Avg Deal Size	6
			# _____	X \$ _____	= \$ _____
Prospects	Biz Dev/ Sales	In how many deals will the Learning Center be the differentiator (deciding factor) to the sales prospect?	Deals	Avg Deal Size	7
			# _____	X \$ _____	= \$ _____
			Total Return (Revenue & Savings Estimated Annually) <small>(add rows 1-7)</small>		8 \$ _____
			Learning Center Annual Budget (Technology + Activity Hosting)		9 \$ _____
			Estimated Annual ROI Dollars <small>(subtract row 9 from row 8)</small>		10 \$ _____
			Estimated Annual ROI % <small>(divide row 10 by row 9 and multiply by 100)</small>		11 % _____

SMALL-BUSINESS VALUATION IMPACT WORKSHEET

Estimated Annual ROI Dollars (EBITDA/Bottom-Line Dollars)	Current Industry Valuation EBITDA Multiple (Multiplier)	Estimated Increase in Company Valuation
\$ _____	X # _____	= \$ _____