

Building
win-win
E-Learning
alliances

We will be at DevLearn!
booth #419

DEVLEARN | 12SM

October 31 - November 2 | Las Vegas, NV

Embracing Technologies
FOR TRAINING & DEVELOPMENT



#docebowebinar
@docebo



Alessio Artuffo

Director, International Business Operations at Docebo

Alessio has an extensive expertise and passion in the field of Learning Technologies. He has contributed to the delivery of Global E-Learning projects in both the private and public sectors, especially adopting LMS and LCMS technologies.

Originally from Italy, Alessio relocated in the United States during 2009. Currently he lives across Italy, where Docebo is Headquartered (Milan), and the US (Atlanta, GA).

[Alessio tweets @alessioartuffo](#)



Francesco Pucci

E-Learning consultant

Francesco, Senior E-Learning Consultant, supports customers in the implementation of innovative knowledge, content and learning solutions.

His long experience in enterprise and distributed software solutions is the sum of his passion for ICT and innovation and the continuous, careful analysis of the contexts of adoption for each tool or infrastructure.

[Francesco tweets @ParrotScience.](#)

Docebo SaaS

- Docebo approach to E-Learning as a Service
- Introduction to Docebo E-Learning Platform



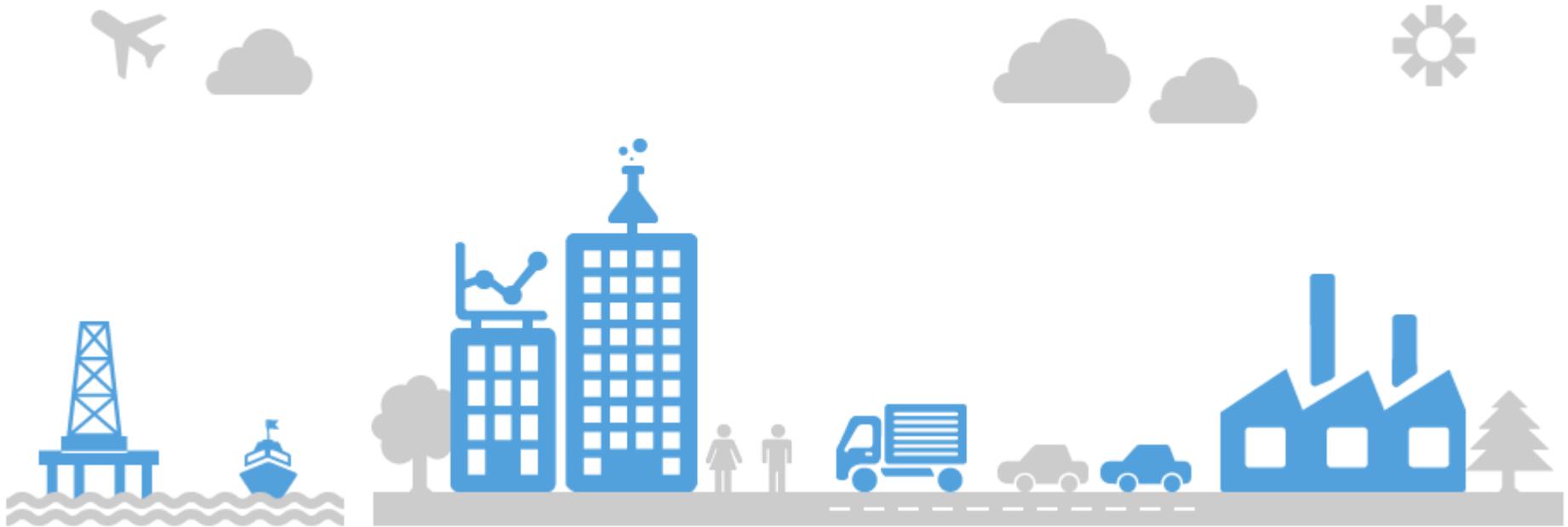
Docebo Partner Network

- Docebo Partner Network:
key benefits and differentiators



Questions & Answers

5,000+ international organizations have already selected Docebo.



Energy, Oil and Gas

Fashion and Luxury

Financial services

Healthcare and Pharma

Retail services

Automotive

Manufacturing

Value Added Resellers and Google Apps Resellers

VARs and Google Authorized resellers are organizations that resell and support in a specific region the Docebo E-Learning platform.



Marketplace Affiliates

Docebo works with organizations that have the availability of proprietary E-Learning content, in order to commercialize and sell it through the Docebo Marketplace.

Global Technologies Providers

Docebo establishes long term relations with Global leaders in the technology space by integrating their capabilities with our LMS technology

Docebo LMS Affiliates

This program enables individuals or organizations to be rewarded for their effort in recommending Docebo as a viable and yet preferable LMS solution to potential customers.

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Questions & Answers



Is the budget allocated to training

A study on 125 Large organizations with high personnel turnover where the mean revenue \$5.9 billion U.S. and \$11.3 billion world-wide, have a training budget of \$145.5 million, representing 4.52% of payroll.

41% of SMBs went SaaS

41% of SMB companies transitioned their business to the cloud through SaaS. 20% of them said this reduced the portion of their IT budget used for managing security over the past three years. 40 to 50% SMBs said that cloud migration has provided them the platform to add new products and services to their existing product portfolio or helped them expand their business into a completely new market.

50% of employees trained via E-learning

In the UK, Spain and Benelux nearly 40% of companies train more than 50% of their employees via E-Learning.

21% of cost saving

Compared with traditional methods, E-Learning allowed organizations saving 21% in costs and 27% in study time. 32% moved from idea/need to delivery faster since they adopted E-Learning.

35% workers are mobile

More than 35 percent of the workforce will be considered mobile workers by 2013 with the needs to be reached and trained anytime anywhere. The overall Media Tablet spending is forecast to increase from about 10 Billion USD in 2010 to almost 80 Billion USD by 2015 while the overall economy has been slowing down its growth.



A
SIGNIFICANT
TREND

FROM...

PRODUCT

Buy license

Own produce

Custom setup

Tailor-made customizations

Unique integration code

On demand system upgrades

Hiddens costs



SERVICE

TO...

Subscribe to service

Use service

Global deployment

Customization **framework**

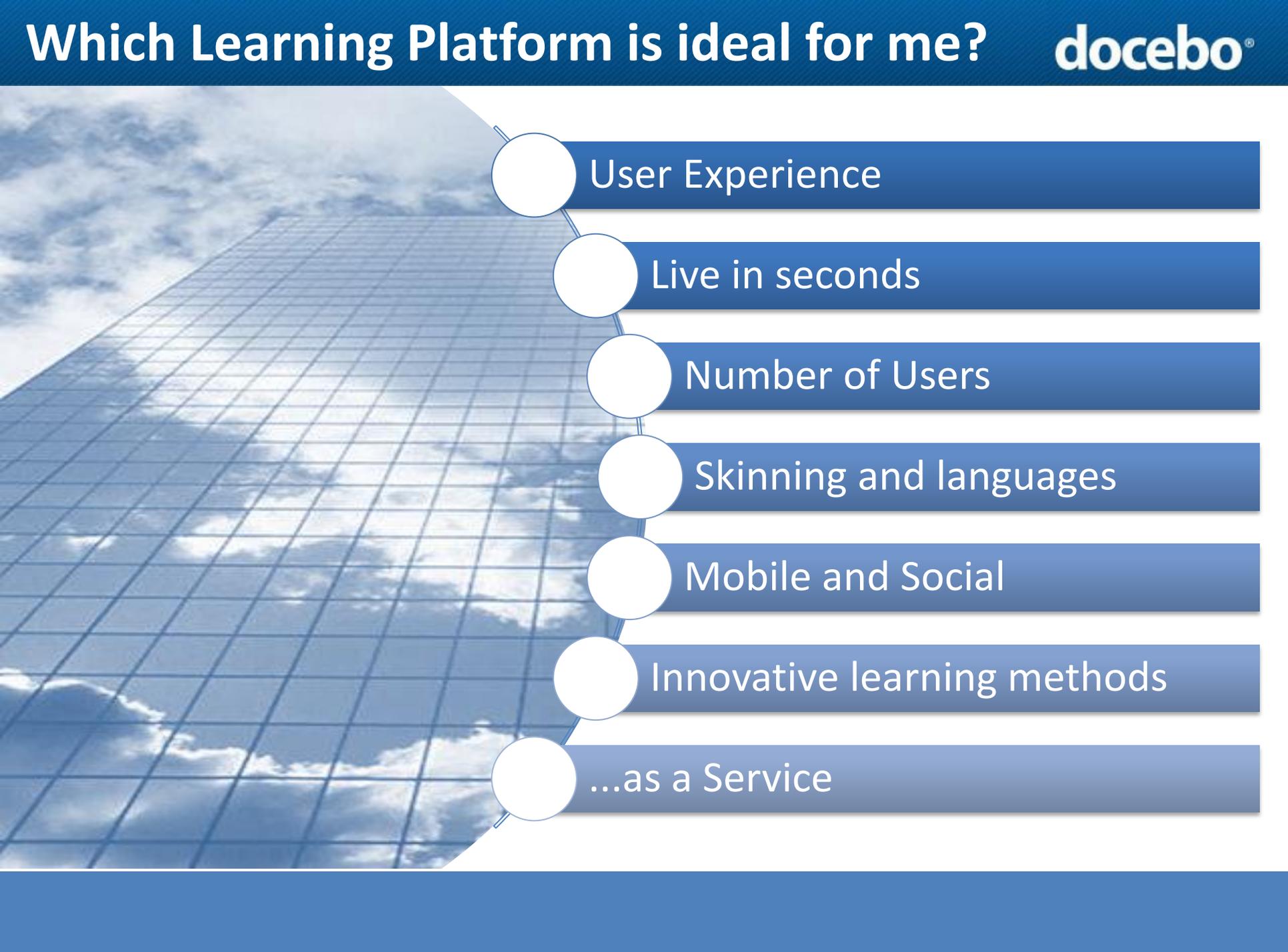
Off the shelf APIs

Transparent system upgrades

Pay as you go

Which Learning Platform is ideal for me?

docebo®



User Experience

Live in seconds

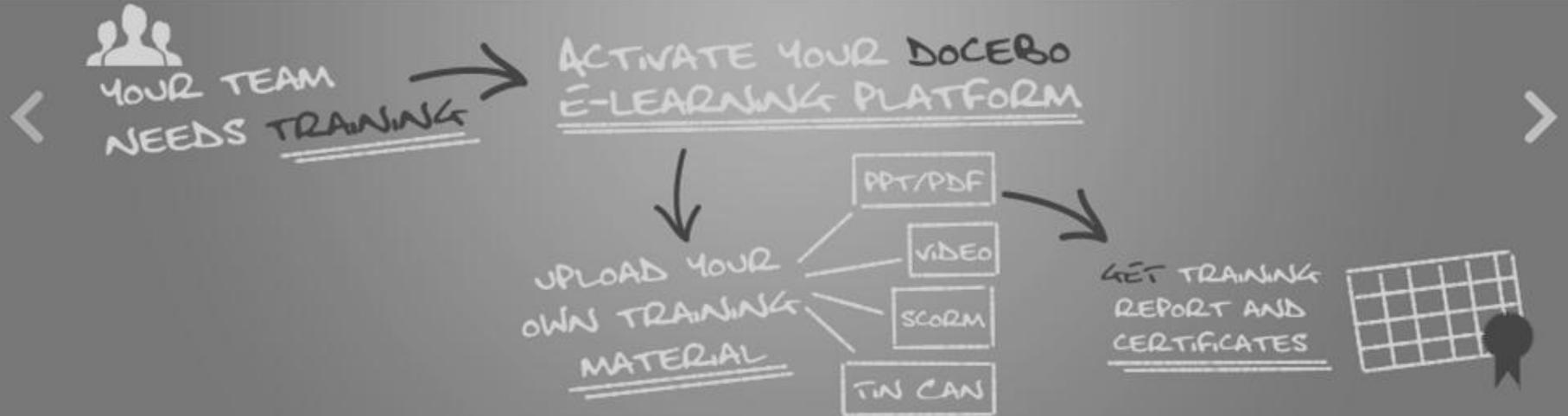
Number of Users

Skinning and languages

Mobile and Social

Innovative learning methods

...as a Service



Docebo offers a complete E-Learning solution.

True SaaS

Amazon Cloud Front (CDN)

Top level SLA, global support

Free trial, flexible pricing

Integration, marketplace and more

Flexible pricing model

- 1 Activate your free trial**
Online activation, **no credit card required**
- 2 Test all features for 14 days**
Manage **unlimited users**, upload **courses**
- 3 Decide whether to buy**
Upgrade or **change** users plan whenever you want

ACTIVE USERS	REGISTERED USERS	PRICE
Unique Users that sign in the platform within 30 days	Users created or Imported in the LMS	Pay for one year, get two months free
5	unlimited	\$29 / month
10	unlimited	\$49 / month
25	unlimited	\$89 / month
50	unlimited	\$170 / month
100	unlimited	\$290 / month
250	unlimited	\$390 / month
500	unlimited	\$490 / month
1000	unlimited	\$590 / month
2000	unlimited	\$690 / month
> 2000	unlimited	CONTACT US FOR A QUOTATION

Single user license for as low as **0.35\$**

TRY IT NOW
14-day free

-  **HELPDESK**
24/7 INCLUDED
-  **CUSTOMIZABLE**
LOGO & LAYOUT
-  **IMPORT/CREATE**
UNLIMITED USERS
-  **PAY ONLY FOR**
ACTIVE USERS
-  **FREE COURSES**
FROM THE MARKETPLACE

CONTACT US
for more Information or a custom project

No activation fee, free upgrades always included



Set-up a new course

Create a new course and start uploading Docs and Media files: from PPTs, to PDFs, DOCx, SCORM content and others

Start



Access to Existing Courses

Browse our Pre-loaded Courses and subscribe in one click

Choose a course



Manage your courses

Create new courses, upload your Training resources, enroll users and check course statistics

Manage

Search by course name or keyword



NEED HELP?

Check the quick how-to tours about the DOCEBO main functionalities



My courses area - overview

Course management - overview

How to upload and organize training resources

How to create, manage and enroll users in courses

How to consult courses and students related reports

Terms Of Service | Powered by Docebo® Cloud



Fully customizable look and feel

docebo®

The screenshot displays the 'docebo' E-Learning Platform activation interface. It features a 'Choose your layout' section with a 'Colours scheme' row containing six options: Default, Green, Grey, Orange, Purple, and Red. Below this is a 'Login background image' section with a 'Template manager' tab. The 'Customize CSS' tab is active, showing a text editor with CSS code and a 'Save changes' button.

2 Choose your layout
Docebo Cloud is available in different graphics solutions: choose the one you prefer for your E-Learning platform

Colours scheme

Default Green Grey Orange Purple Red

Login background image

Template manager

Logo Sign In page - Picture Sign In page - Layout General Layout - Colours **Customize CSS**

You can modify your CSS classes here under :

```
/*  
DOCEBO - The E-Learning Suite  
http://www.docebo.com  
*/  
html {  
  height: 100%;  
  /* always show vertical scrollbar */  
  overflow-y: scroll;  
}  
  
body {  
  font-family: Arial, sans-serif;  
  height: 100%;  
  background: #EFEFEP;  
}  
  
h1, h2, h3, h4, h5, h6 {  
  color: #0A5C8E;  
}
```

In this interface you can copy in the text box one or more part of Docebo CSS (Cascading stylesheet classes). You can find at the bottom of the page the list of the existing classes. You can download them for editing, and once modified, copy them in this text box to apply modifications to the layout of the system

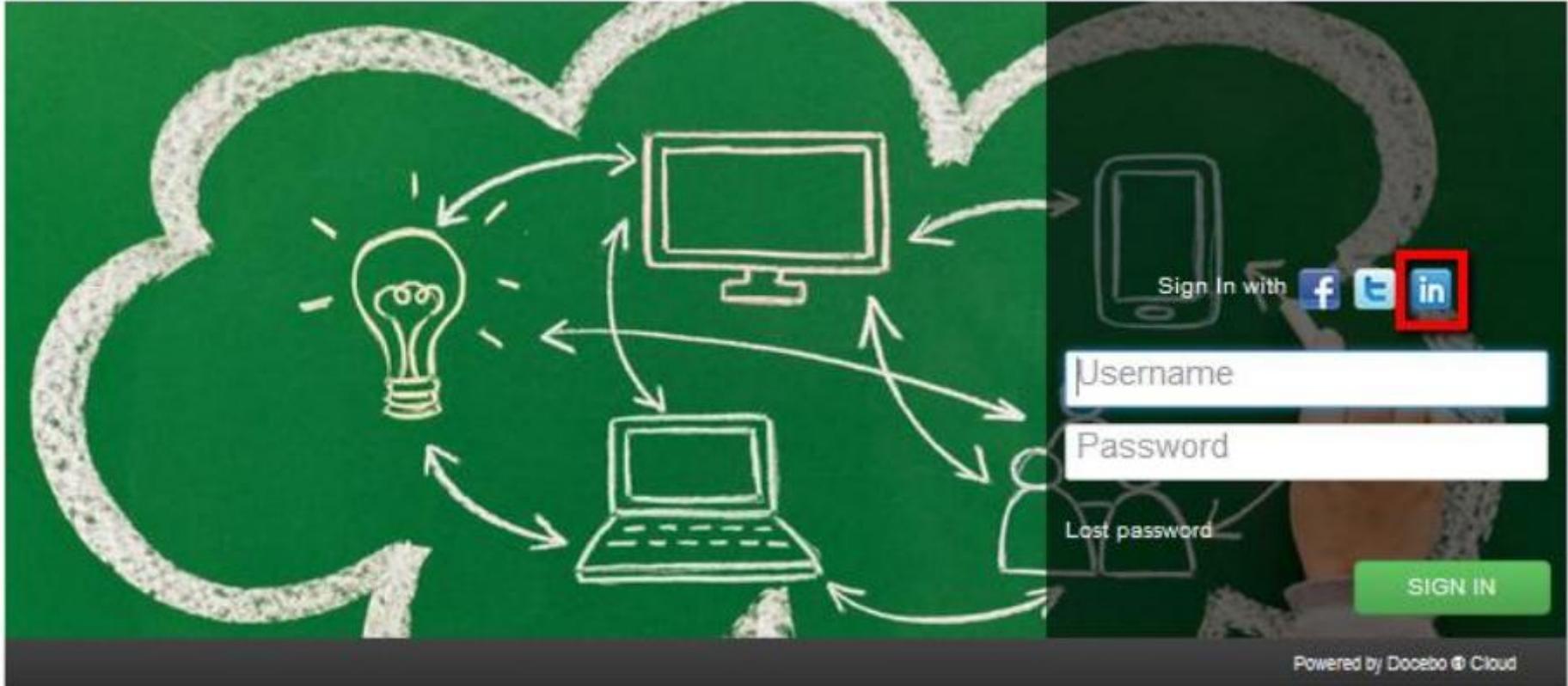
After that you can also save a copy of your custom css and downloading them locally
CSS modifications may override colour schemes applied outside of the CSS via the template manager functionalities
If you want to roll back to the default system CSS version, simply empty the text field and save.

Save changes Download

- Choose your preferred color scheme
- Improve your login screen with a background image
- Upload your own logo
- Modify your welcome pages in the LMS via a WYSIWYG HTML and CSS editor



Multi-language
localized in 25+ languages



By using the Docebo *Advanced Programming Interfaces*, your technical team will be able to **integrate Docebo** with any kind of software or application.

docebo You are using the SIMPLIFIED version

Pirovano Fabio | This month active users: 1 / 5 | Get more users | English | Sign Out

My Courses | Curricula

- Set-up a new course**
Create a new course and start uploading Docs and Media files: from PPTs, to PDFs, DOCx, SCORM content and others
[Start](#)
- Access to Existing Courses**
Browse our Pre-loaded Courses and subscribe in one click
[Choose a course](#)
- Manage your courses**
Create new courses, upload your Training resources, enroll users and check course statistics

Show: **All** Completed

- Elements of project management
- healthy food
- Safety in work
- Test Course
- Tin Can Course

NEED HELP? Check the quick how-to tours about the DOCEBO main functionalities

- My courses area - overview
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- How to consult courses and st

Categories

- Health & Safety
- Language
- Regulatory
- Soft skills
- Technology

Top 5 rated courses

- Safety in Office enviromts**
DOCEBO SRL
★★★★★
- Using PC**
DOCEBO SRL
★★★★★
- Management of meetings**
DOCEBO SRL
★★★★★
- Business writing**
DOCEBO SRL
★★★★★
- Introduction to leadership**
DOCEBO SRL
★★★★★

Latest courses

- Introduction to leadership**
Docebo Srl
[INSTALL FOR FREE](#)
- Project Management**
Docebo Srl
[INSTALL FOR FREE](#)
- Safety in Office enviromts**
Docebo Srl
[INSTALL FOR FREE](#)
- Management of meetings**
Docebo Srl
[INSTALL FOR FREE](#)
- IT Security**
Docebo Srl
[INSTALL FOR FREE](#)
- Business writing**
Docebo Srl
[INSTALL FOR FREE](#)
- Code of ethics**
Docebo Srl
[INSTALL FOR FREE](#)
- Using PC**
Docebo Srl
[INSTALL FOR FREE](#)

POLL

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Questions & Answers

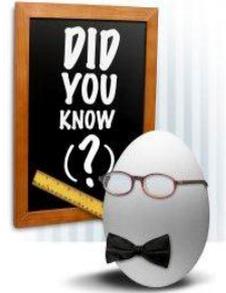
GET GLOBAL Partners are a key asset to the Docebo global expansion

EXCLUSIVITY Partnership relations are typically based on non exclusive relationships based on a formal distribution agreement (VAR or affiliate)

CERTIFICATION Partners are trained by Docebo, and certified accordingly both on business and product level

MARKETING AND SEO Docebo invests directly in the Partnership network marketing activities and does not charge for Partnerships

NO TIERS There are no differences between partners, there are no Platinum, Gold, Silver Premium etc categories. Benefits are equal and shared contractually.



VARs and GOOGLE authorized resellers

are established organizations that resell and support in a specific region the Docebo E-Learning platform.

VARs KEY BENEFITS

from an alliance with Docebo as they:

- Are able to increase their volume of business by delivering services related to the Docebo implementation
- Make profit from the sales of Docebo subscriptions directly



A MUTUAL COMMITMENT

Docebo doesn't the sake of a logo on a website and demands commitment. We provide :

- Direct access to regional market leads
- Partner Portal infrastructure and documentation
- Direct Partner Team support, focus Marketing and SEO investments

The Marketplace Affiliates

Docebo works with organizations that have the availability of proprietary E-Learning content, in order to commercialize and sell it through the Docebo Market- place.



The Docebo Marketplace

is an online E-Learning store where any of the Docebo clients, including those who subscribe to the Docebo Trial Version via our website, can subscribe to different types of E-Learning courses.

You benefit

from this partnership since you can:

- Sell legacy E-Learning content to a constantly new audience of Docebo users (without any required marketing investment nor sales quota set), at the price you decide
- Create business connections, by making your content available to the organizations that already use Docebo E-Learning Platform
- Position and reinforce your brand via a dedicated Content Vendor page, and drive traffic to your own website

How partnerships have been designed by taking into account our SaaS business model, and the best practices in the LMS market.



How reputation is built over the course of several years
LMS companies may appear in the market and dissolve

We do not charge for becoming a Partner or financing regional activities
Key competitors of ours charge you a fee for participating

We are extremely agile and flexible but yet very consistent in key elements such as pricing and business model

You'll find LMS companies whose pricing and costs vary from partner to partner as far as setting up an LMS instance

Our revenue share % are extremely competitive. We don't request % back from the sale of your services.

Some providers establish agreements in place where you have to return % of your services if within an LMS deal

How much does it cost to become a Docebo partner?

Free of charge. There are clear requirements. But we do not charge.

I already partner with another LMS company, would you have me as a partner?

It depends. We need to talk about it :)

Would you provide business opportunities to my organization, based on my region?

Yes, and we will invest to grow more opportunities in your region.

Where and how many are your current Partners?

We have 16 established organizations marketing Docebo globally.

Who are they? You'll be able to know them personally.



POLL

Become a **trusted ally**, join the **Docebo Partner Network!**

Our partnership program is dedicated to:

- HR Management Companies
- Health & Safety Corporations
- IT System Integrators
- Others: contact us to apply!

Full support at every project stage:

- Offers writing and tender presentations
- Projects start-up and development
- Negotiations and Meetings
- Marketing and Communication support
- Help Desk for Full Assistance

The benefits of joining Docebo partnership:

- Massive Regional **Leads Generation**
- Highly competitive **revenue-share** on Docebo subscriptions
- **Inclusion** in the Partners list on the docebo.com website
- Authorization to use **Docebo Partner Logo**
- **Certification** on Docebo, via E-Learning tools

Contact us

to discuss our partnership agreement

* mandatory.

Email *

First name *

Last name *

Company *

Phone

Country *

Comments

SEND

Q & A



Let's answer to some hot questions!

Please know that all questions submitted via chat or social network will be responded promptly after the webinar

DEVLEARN | 12SM

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Meet our team at **booth #419**
and
join our “SaaS E-Learning ecosystem” session
on the **Emerging Technology Stage**.

...or follow us on:

