

OVERVIEW

Evision Group founded in 2000 specialises in improving business development and sales performance. Coaching, mentoring and advising using our proprietary tools coupled with our wealth of experience enables us to deliver measurable growth to our customers.

"We provide global thinking with local execution."

We have worked with leading organisations for over 10 years and our consultants have an extensive understanding of the business organisation, operations and culture. We have provided face-to-face and live meeting training events throughout UK, Europe, USA and the Asia Pacific regions.

"We are a coaching, mentoring and advisory group that provides the solutions that you are looking for"

Evision Group's coaching, mentoring and training expertise includes innovative programmes in Sales, Technical, Operational and Personal development functions. Additionally, Evision provides tools for assessment, certification and the development of scorecards.

Evision Group works with all levels of management across the organisation deploying the right blended learning solution to ensure that training maximises ROI for any given programme. We recognise that programmes, organisations and business imperatives change and will always be as flexible and responsive as possible to programme changes.

CAPABILITIES

Accreditation/Skill Profile Gap Analysis: a range of tools to provide accurate analysis and reporting

Consulting Services: establishing the business issues

Face 2 Face workshops and Master classes: motivation, emotional and results orientated

Account focused classes: deep dive into specific customer accounts/opportunities

Sales Conferences: organisation, media, speakers and coaching

Sales Kick-Off events: motivational, informative and effective

Graduate induction events: inspiring, targeted and informative

Video production: cost effective, high production value
Online and CBT based E-learning: long term ROI, fully conformant to the Disability Discrimination Act (UK)

Web 'Livemeeting' delivered classes: highly cost effective, informative and convenient

Supporting documentation: maximising the learning opportunity

EXAMPLES OF SERVICES

Here is a snapshot of training consultancy and services that have been provided. Programmes for Leadership, Sales, Marketing, Technical, HR and Systems are a few examples.

1. The design and development of an online Accreditation and Development Tool to enable both end users and management to map individual or teams 'capabilities' against pre-defined goals. This system, using Evision's

Evolve tool, was provided 'licence free' for hosting directly by the end clients.

2. The design, development and delivery of several 'Learn, Teach & Sell' sales and sales management focused events aimed specifically at winning large revenue based deals.

3. Central management and organising of several global based Sales Kick-off events with an innovative learning programme to promote the adoption of advanced selling techniques.

4. The design, development and delivery of a transformation and change management programme focused over eight functions:

- Marketing strategy and planning
- Core propositions
- Identify requirements and future trends
- Sales enablement
- Brands, comms and creative strategy
- Managing campaigns
- Managing content
- Identify and manage partners and channels

5. The design, development and delivery of compelling online e-learning to support a global roll-out of OneSiebel systems. These packages provide short 'knowledge nuggets' of targeted information and provide a 'best practice' guide for new and existing users of the system.

6. The on-going development and delivery of various OneSiebel face-to-face workshops to audiences on an "as required" basis – Bid, Marketing and Sales.

7. The design, development and delivery of numerous online and Face 2 Face training sessions covering products, proposition, systems and technical topics. These are designed to assist in the changing of the sales audience altitude, as well as providing product or proposition information.

8. Evision Group has delivered over 100 online packages for hosting on organisations internal learning management systems. Evision Group have successfully tested our programmes against industry standard functionality. All are Disability Discrimination Act (UK) compliant and have been designed with the input of organisations brand to ensure compliance.

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