

08/2021



YesElf

Faster adoption of business
applications with AI



Yeself **provides answer** to the increasing training challenge

CONVENTIONAL TRAINING METHODS ARE **FAILING!**

40% more applications to master annually on a company level

20% more money spent on trainings per employee per year

70% of the training knowledge is forgotten within 1 day

source

ChiefMartec, 2020 based on Blisfully annual report, Statista 2020: increase between 2008-2018

A **NEW APPROACH** REQUIRED



Full solution **already in the market!**



Supported by the **European Commission**, AI expert group



More than **320K active** monthly users in more than **178 countries**.

30+

International companies trust YesElf already

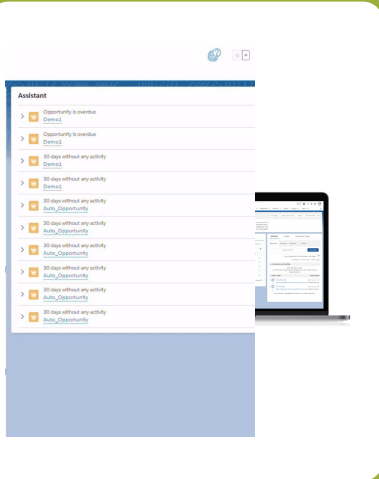


YesElf is a **layer** over any **cloud based software** which facilitates purposeful utilization by the employees...

...with non-intrusive and personalized learning paths,
thus **increasing** employees' **productivity**
and **saving time & money**

What are the **key features** of YesElf?

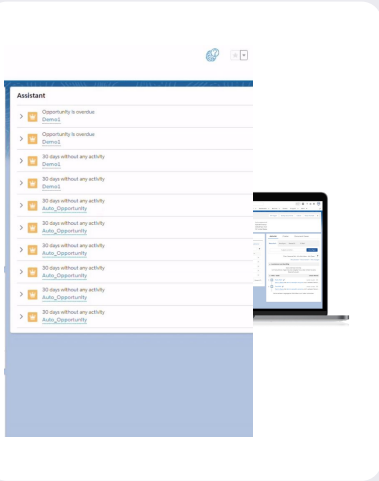
Confusion detection engine



Detects user confusion based on behaviour and identifies relevant support when needed

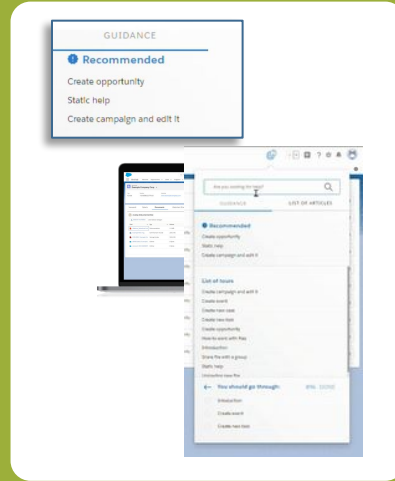
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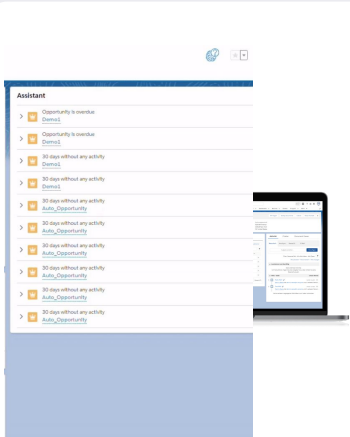
Recommendation engine



Provides unique learning experience to the user based on user segmentation and personalized content

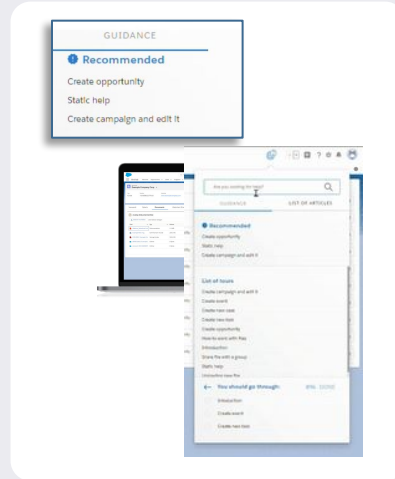
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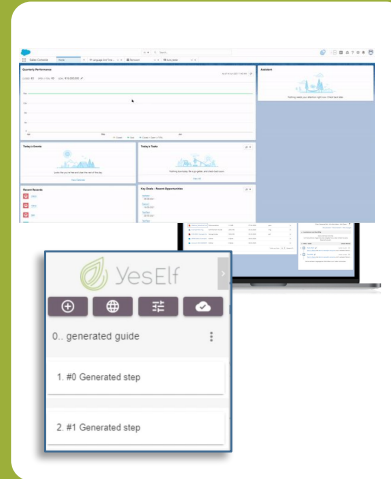
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Expert guide generation

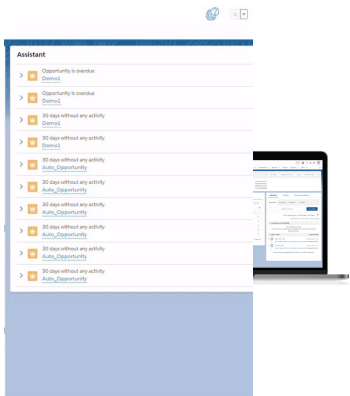


Creates guides automatically based on expert's usage in a few seconds

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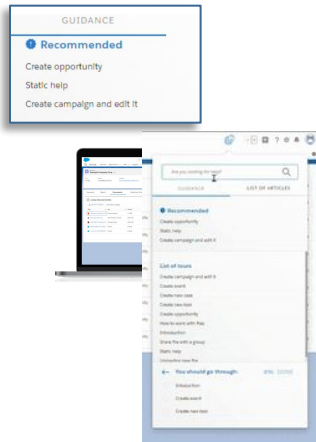


Confusion detection engine



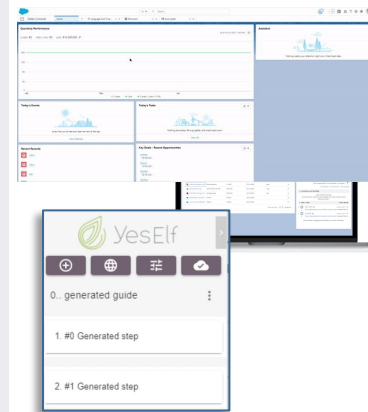
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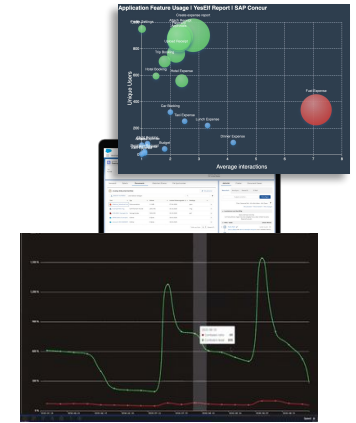
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Business application insight



Visualizes the adoption status and analyses software usage to determine bottlenecks

YesElf addresses key challenges across your organization

TRAINING CHALLENGE

Training new employees faster, better and in a more engaging manner



Reduce SW training **cost** by **30%**



Decrease SW training **time** by **30%**

ADOPTION CHALLENGE

Adopting new software solutions more effectively



Reduce support **tickets** up to **90%**



Increase **productivity** by **37%**

STEERING CHALLENGE

Understanding the actual usage and issues of software solution used

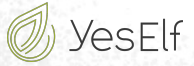


Better **control** the entire adoption process



Real time data gained instantly

YesElf provides significant value to its customers



CASE STUDY

Proud Experts with Genesys Cloud



Challenge

Remote onboarding tool for new employees required to deploy new software and reduce support cost and time

Solution

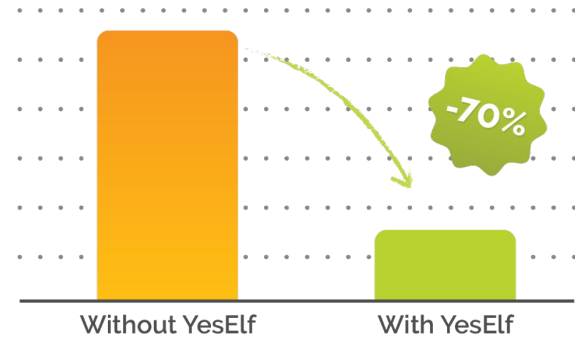
YesElf was deployed in less than 30 days to address all challenges by the client with 400 user base

How did Proud Experts leverage YesElf?

Assumptions per employee

Time period	1 year
Cost of support ticket	25 €
Monthly support tickets	1
Productivity loss per month	1,5h

SW usage related cost



Reduced personal training by **90%**

Decreased support demand by new users by **50%**

Shortened application adoption time by **15%**



A really quick and very interesting way to teach your employees to use software, while reducing the assistance needed from the Service Desk at launch

– Proud Experts Team

WE ARE HAPPY TO CLARIFY ANY OPEN QUESTIONS

- Application **compatibility**
- Four steps to **go live**
- **Commercial** model
- **Competitor** analysis
- **Deployment** and integration
- **GDPR** and security
- **Customizable** features



YesElf is **ready to use** with your most vital applications



APPLICATION COMPATIBILITY ¹



Standard enterprise applications ready for YesElf deployment with **limited content generation needed**

FULL INTEGRATION

Complete personalization and segmentation possible

- Salesforce
- SAP SuccessFactors
- SAP Concur
- MS Dynamics 365 CRM
- MS Office 365 / MS Teams
- MS PowerApps

PARTIAL INTEGRATION

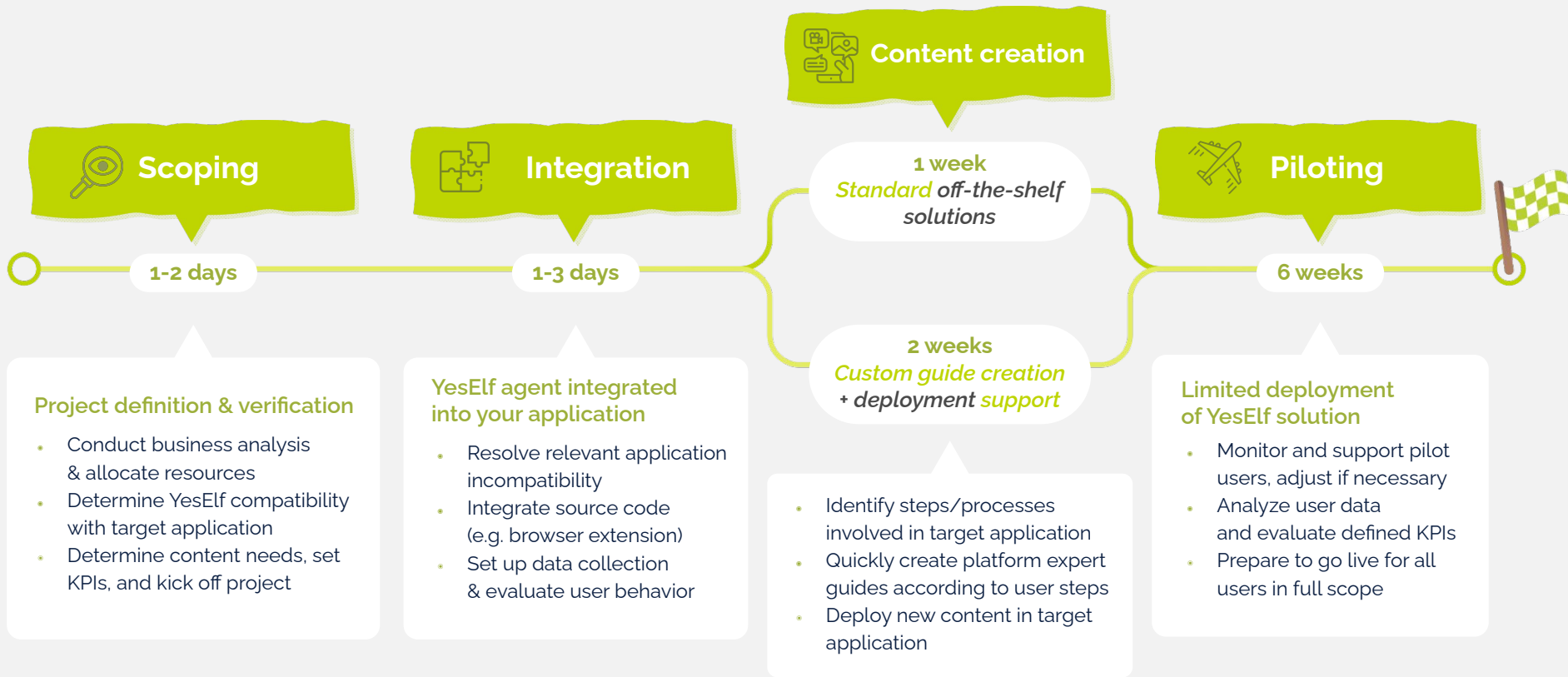
More limited personalization and segmentation

- Workday
- Service Now
- G Suite
- MS Dynamics 365 Talent
- MS Sharepoint
- Genesys cloud

¹ Additional applications can be integrated as required.



Four steps to follow to go live smoothly



Direct use commercial model based on users with YesElf access

Fees paid to YesElf on basis of **number of applications & application users**



Deployment

One-time fee of ≈ € 5 000 per application

Logic

Charged by **user volume** on software stack where YesElf is deployed

Monthly licence

< 1 000 users	€ 1 300
< 10 000 users	€ 2 450
< 100 000 users	€ 6 240

Example

YesElf deployed in Salesforce

Number of users
with access 800

Fees paid to YesElf:

Deployment 1 x 5 000 €

Licence fee 1 300 €/month

YesElf is in a league **above** its **competitors**



YesElf features – Competitors comparison:



EU-based with full customer flexibility, rapid deployment

AI features

YesElf offers **substantial AI features** that most competitors lack

Standard features

YesElf offers **higher value** at a standard price

	YesElf	whatfix	AppLearn	walkme	Emon Learning
Expert guide generation	●				
Confusion detection	●	●			
Task automation	●	●	●	●	
In-app guidance	●	●	●	●	●
Training & support	●	●	●	●	●
Content creation	●	●	●	●	●
Admin/editor mode	●	●	●	●	●
Browser support	●	●	●	●	●
Analytics	●	●	●	●	●

YesElf deployed & integrated according to your technical needs

Deployment

Options differ by data location: cloud or hardware

Integration

Options differ by access to application source code

Simplest



Cloud

*Quick virtual rollout, **no hardware***



On-premise

*On-premise installation, **local data hosting***



Hybrid

*Dedicated hardware, **cloud flexibility***

Simplest



Browser

*Add YesElf via browser with **no code changes***



Custom

*Add JavaScript in **header of source code***



Native

Add standard apps **without source code access***



Proxy

*Add YesElf via **network component***

* Please see the list of enterprise software on slide 11. Additional applications can be integrated as required.

YesElf securely manages users' data according to your needs



DATA COLLECTION AND MANAGEMENT

GDPR compliant solution with the highest security standards

ISO 27001

ISO 27018

ISO 27799



STANDARD

Standard data collection with limited personalization

- Details like role, department, etc. **not tracked**
- Basic info like IP address collected & anonymized
- Limited visibility of user progress/activity



ADDITIONAL CAPABILITIES

Specialized data collection with richer analysis possible

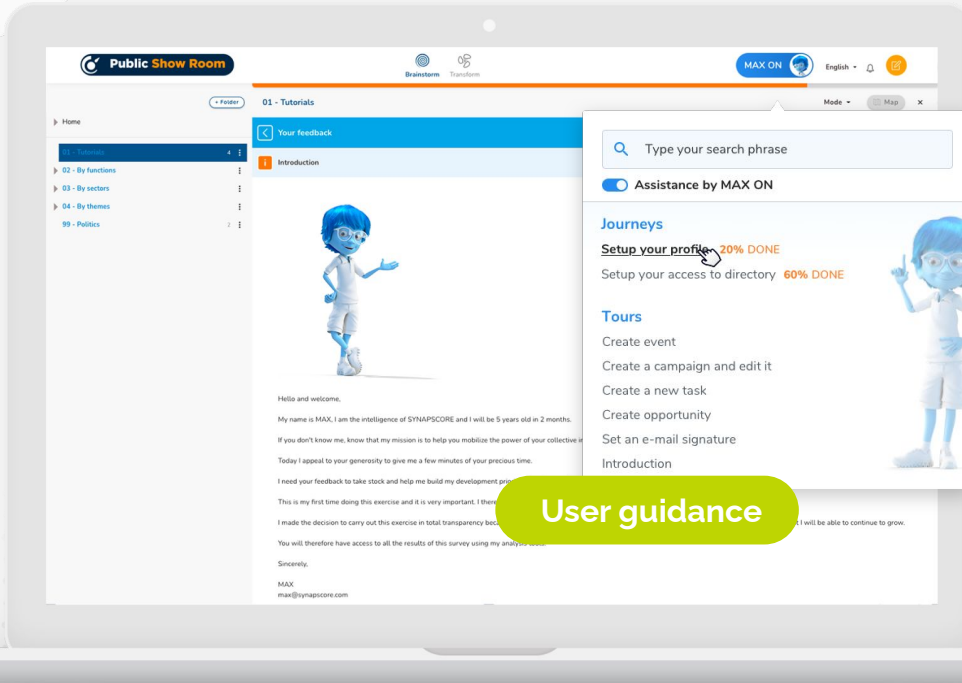
- Details like role, department can be tracked and analyzed
- User information can be hashed to retain anonymity
- Specialization available on fully integrated applications

What features can you **customize** using YesElf?

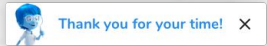
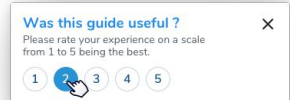
Color, content, triggers, images, links, and all YesElf widgets can be adjusted



Case study with:  **synapscore**
INTELLIGENCE COLLECTIVE AUGMENTÉE



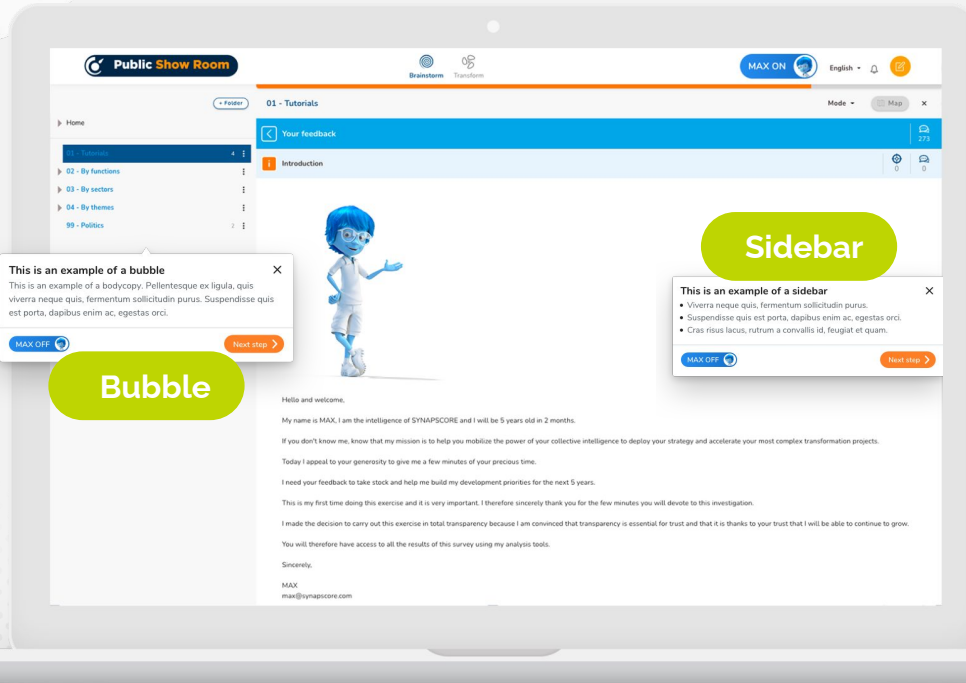
User engagement



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Case study with:  **synapscore**
INTELLIGENCE COLLECTIVE AUGMENTÉE



Pop-Up with media



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Case study with Anonymous client

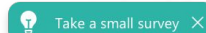
Bubble



Pop-Up with media



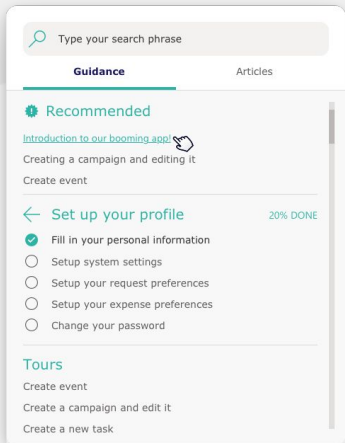
User engagement



We would like to know your opinion
How did you like the tour?



Doplňujúca poznámka – Stupnica ako v škole!

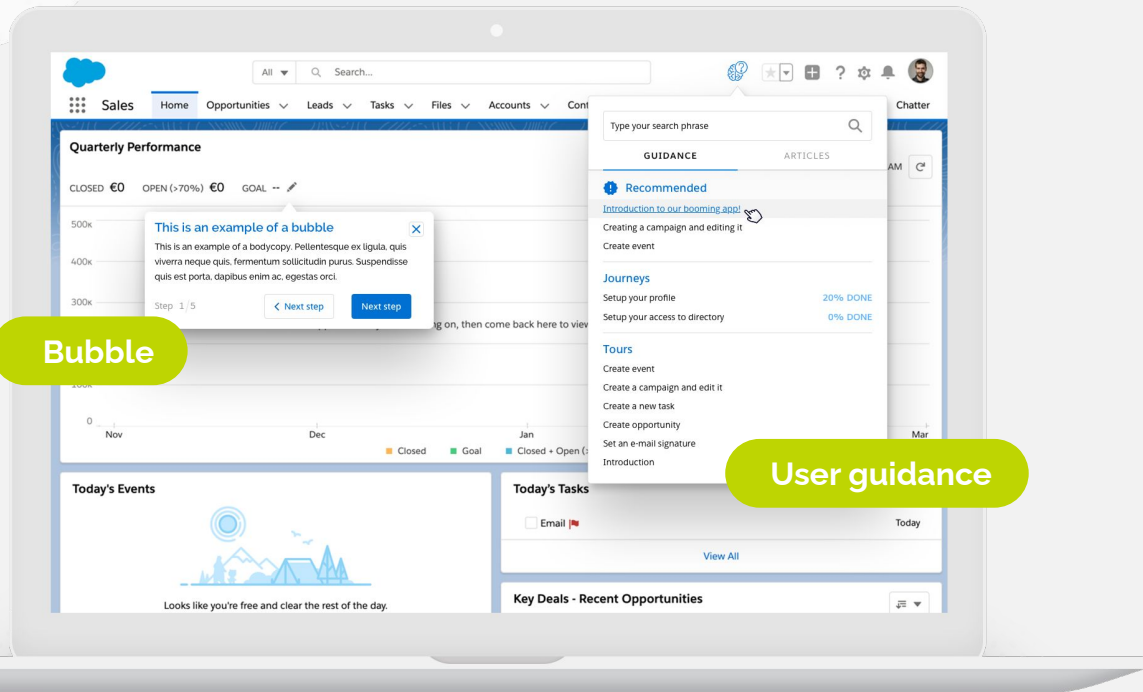


User guidance

What features can you **customize** using YesElf?

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YesElf deployed in Salesforce



Bubble

User guidance




YesElf


WE CHANGE THE FUTURE!

Faster adoption of business applications with AI

Contact us:


 Bratislava, Slovakia


 +421 910 599 288

 office@yeself.com

Follow us on:

 <https://www.facebook.com/YeselfCom>

 <https://www.linkedin.com/company/yeself/>

 office@yeself.com