WHO WE ARE
A hardworking, fearless bunch made up of writers, developers, designers, and strategic innovators.

WHAT WE DO
We create action-oriented training and technology solutions that measurably improve results.

WHY WE’RE AWESOME
We partner with companies to get the most from every employee and customer interaction.
HELLO!

At Unboxed, we delight in partnering with our clients to create lasting relationships. The work we deliver impacts learners, sales teams, and drives success for stakeholders. We look forward to partnering with you!

BRIAN LEACH, CEO AND CO-FOUNDER
Brain science shows that memories are influenced by four primary components:

1. Contextual subjects
2. Emotional information
3. Impactful content
4. Unexpected elements

Monsters are one piece of the Unboxed equation to make training and technology memorable and impactful. See if you can find them all!
HUB360
SALES ENABLEMENT PLATFORM

ACCESS IS EVERYTHING

Align sales, marketing, and training to maximize the time and effectiveness of each salesperson and close more deals.

- Custom reporting based on your unique sales KPIs
- Integration with CRMs (including Salesforce)
- Optimization for any device
- Real time leave-behinds
- Centralized content library of most helpful resources
- Award-winning support available

CUSTOMIZED FOR YOUR SALES TEAM

them ↔ us

5.5X INCREASE IN TRAINING COMPLETION RATES

49% INCREASE IN PRODUCTIVITY

60% SALES INCREASE
**ONE GO-TO PLACE**

### TRAIN
- Get micro-learnings on the go
- Collaborate on what works in the community platform
- Encourage friendly competition with the leaderboard and gamification
- Access the data you've always wanted

### PERFORM
- Deliver consistent and repeatable sales pitches
- Get sales reps up and running faster
- Follow up with leave-behinds before you leave
- Access the data you’ve always wanted

### COACH
- Gain insights into your team’s activities
- Address unique learner knowledge gaps and skill
- Conduct guided evaluations that reinforce desired behaviors

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**TRAINING & TECHNOLOGY SOLUTIONS**
**THAT ARE**
**POWERFUL ALONE, AND REMARKABLE TOGETHER**

“Unlike PowerPoint, Hub360 allows our sales team to be very nimble in their conversation with potential clients. It boils down our complicated product portfolio to something that is easy to comprehend without sacrificing messaging and the breadth of our product offering.”

**MARKETING MANAGER**
**ANTHEM BCBS**
To be effective, training must be contextual, interesting, and easily accessible. Our training follows these three principles:

**OUR SECRET SAUCE**

- **Action-Oriented**
- **Continuous**
- **Measurable**

**CUSTOM TRAINING CAPABILITIES**

**WHAT’S THE BIG DEAL?**

75% of training is reported to have no effect on employee performance.

98% of unboxed training was found to be immediately useful.

**WE HAVE OUR EAR TO THE GROUND**

In our experience working in a variety of industries, we hear common challenges. Which ones sound like you? Rank the following based on your organization.

- "It is taking too long to get our new hires up and running."
- "Our sales reps are ineffective at overcoming objections or pivoting the conversation."
- "We struggle with delivering a consistent customer experience."
- "Employees have unclear expectations for their role."
- "Our business offerings are complex. Training is extremely long, and retention is difficult."
- Write your own here.

**UNBOXED PRINCIPLES**

To be effective, training must be contextual, interesting, and easily accessible. Our training follows these three principles:
LEARNER EXPERIENCE

OUR SPECIALTIES

• Onboarding
• Operations Training
• Product Knowledge
• Customer Service

• Change Management
• Leadership
• Systems Training
• Sales Training

Looking for training that’s contextual to your organization? We partner with your subject matter experts to create action-oriented solutions that learners are excited about.

Need content now? ReadySet, our turn-key, semi-customizable training, is high-quality, activity driven, and measurable. It’s based on our proven methodology.

TRAINING REIMAGINED

CUSTOM TRAINING

TURN-KEY TRAINING

WORD ON THE STREET

“Before partnering with Unboxed, our training wasn’t very modern or relevant for today’s learners. Unboxed has been very accessible, they listened to us, and have just been really great partners along the way.”

“Unboxed has an incredible understanding of training needs and how to best execute them. They are great to work with, and I never have to worry about a project not being completed on time, on budget, and as expected.”
WE GOT GAME(S)

Studies show that games engage people with social and competitive elements that heighten attention, sustain focus, and drive action. Games produce results such as:

- 3x increase in training material interactions
- 64% improvement in knowledge from beginning to end of a game

GAMES WE PROVIDE

- Match
- Jump
- Scramble
- Jeopardy!
- Sort-It
- Trivia
- Recall
- Scenarios

GAMES ARE GREAT FOR:

- Onboarding
- Sales & Product Training
- Safety
- Leadership Development
- Security
- Compliance
- Systems & Processes
- Customer Service
COULD YOUR EVENT-BASED TRAINING COST LESS AND ACHIEVE MORE?

Instructor-led training is still very popular and can be a powerful tool. However, we’ve learned that by combining instructor-led training with supporting activities, you can save money and get better results.

3-DAY EVENT-BASED EMPLOYEE TRAINING

- **Airfare**: $300
- **Hotels**: $600
- **Meals**: $150
- **Instructor-led Content**: $60,000
- **Time Spent Not Working**: $1,100

$705,000
Non-repeatable three-day event

3 EVENT DAYS
300 EMPLOYEES
$2,350 PER LEARNER

2-DAY EVENT-BASED EMPLOYEE TRAINING WITH SUSTAINMENT

- **Airfare**: $300
- **Hotels**: $300
- **Instructor-led Content**: $40,000
- **Simulations**: $40,000
- **2 Online Courses**: $16,000
- **Monthly Refresher**: $20,000
- **Hype Video**: $12,000
- **Pre-Assessment**: $5,000
- **Measurement**: $30,000
- **Coaching Guidelines**: $16,000
- **Practice Exercises**: $8,000
- **Time Spent Not Working**: $730
- **Meals**: $100

$621,000
Two-day event + reusable sustainment framework

2 EVENT DAYS
300 EMPLOYEES
$2,070 PER LEARNER

Savings of $84,000
In the current market, most affordable, basic training solutions lack quality, sustainment, and are outdated. Our off-the-shelf content takes a radically approach compared to other turn-key solutions.

**READYSET IS OUR HIGH-QUALITY, ACTION-ORIENTED, SEMI-CUSTOMIZABLE TRAINING BASED ON PROVEN METHODOLOGIES.**

Curated, high-quality, proven training content based on 10+ years of experience building custom training programs for Fortune 500 organizations.

**HIGH QUALITY**

Interactive micro-learning modules are delivered via a modern, web-like experience and focus on one key skill to drive engagement and increase retention.

**MODERN**

Interactive micro-learning modules are delivered via a modern, web-like experience and focus on one key skill to drive engagement and increase retention.

**ACTION-ORIENTED**

Includes follow-up activity workbook, recommended manager check-ins, pre- and post-assessments, and calls to action to practice new skills throughout.

**MEASURABLE**

Learners take a baseline quiz to assess their skill level coming into the program and a final assessment to see how they’ve improved along the way.

**READYSET PROGRAMS INCLUDE:**

- WEEKS OF MICRO-LEARNING MODULES
- MANAGER TOOLKIT
- PARTICIPANT WORKBOOK
- BASELINE AND FINAL ASSESSMENTS
Prep
Review the manager toolkit to learn about the program and how to support your team members.

Launch
Deploy ReadySet as reinforcement training or layer it into onboarding to decrease ramp time – it’s up to you!

Measure
Check in with team members at strategic checkpoints to assess their progress and offer timely support.

All courses are self-paced and can be taken in any order.

EASY TO IMPLEMENT

1. PREP
2. LAUNCH
3. MEASURE

(888) 723-9770
hello@unboxedtech.com
UNBOXEDTECH.COM
## WHICH TYPE OF TRAINING IS RIGHT FOR YOU?

Read the following statements and answer whether or not they fit your organization. Then, add up the total number of letters at the bottom to see which type of training fits you best.

<table>
<thead>
<tr>
<th>Statement</th>
<th>YES OR NO</th>
<th>LETTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>My company needs to implement an immediate training solution.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>Partnering with a company to help find the right training solution is a necessity.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>We don't need to have our brand identity represented on our training.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We have a need to address broad knowledge and universal skill gaps.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We have unique training needs and/or specific gaps to fill at our company.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>I would prefer not to be wed to a training or content provider.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>Being able to report out on success metrics beyond knowledge retention is very important.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>Training modalities outside of the standard eLearning courses are important to me (e.g. video, assessments, simulations).</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>I'd rather pay a monthly or annual licensing fee than pay to create my own content.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We are making a lot of changes with either new processes, products, or systems.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>Having control over all aspects of the training program is important to me.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>We don't have time to devote to reviewing training deliverables right now (3 hours per person, per week).</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>Our training needs to include real, work-life scenarios.</td>
<td></td>
<td>B</td>
</tr>
</tbody>
</table>

**NUMBER OF YES “A” STATEMENTS =**

**NUMBER OF YES “B” STATEMENTS =**
WHAT YOUR RESULTS MEAN?

If you have 3 or more “A” statements, a turn-key training solution would be best for your team.
If you have 5 or more “B” statements, custom training is likely the best fit for your needs.
If you scored 3 or more “A” and “B” statements, a blended training solution incorporating off-the-shelf content and custom training is best for you.

READYSET - TURN-KEY TRAINING CONSIDERATIONS:

- Quicker to implement
- Lower cost up front plus a subscription fee during use
- Addresses common needs in most organizations
- Owned and updated by provider as needed
- Does not require as many internal resources to implement
- Often offered as eLearning courses

Want more information?
Visit unboxedtech.com/sales-enablement/readyset-sell

CUSTOM TRAINING CONSIDERATIONS:

- Longer shelf life (average 3-5 years)
- Higher cost up front, but no subscription or licensing fees – 100% yours
- Tailored to your company’s unique needs and learning objectives
- Branded to your company’s specifications
- Takes a few months to develop (depending on scope of work)
- Requires internal resources to provide feedback and guidance (roughly three hours per person, per week)
- Diverse modalities to choose from: podcasts, video simulations, animation, etc.

Sound interesting?
Visit unboxedtech.com/employee-training

HOW UNBOXED TRAINING & TECHNOLOGY CAN HELP

We're creators of training and technology solutions that are powerful alone, but remarkable together.
Our mission is to empower your modern workforce to deliver measurable results.

✔️ HOLISTIC  ✔️ PARTNERSHIP  ✔️ EXPERTISE  ✔️ SIMPLICITY
Help your reps sell more. Our tool uses dynamic logic customized for your complex products and services to streamline your sales processes. Advisor delivers a repeatable framework that creates consistency your company can depend on.

- **Reduce the amount of time to close a deal**
- **Make complex choices easier**
- **Increase sales with additional product recommendations**

**ON THE FIELD RESULTS**

“[Advisor] was exactly what we were searching for. It made identifying the best products and programs easy for our associates and customers to understand.” - **Anthem BCBS**

- **38%** increase in productivity of new and veteran employees
- **40%** increase in YOY close rates
- **59%** improvement in YOY sales

**Real-time leave behinds**
**Replicate top performers**
**Onboard reps faster**
**Data you’ve always wanted**
**Award-winning support**
**Scales & adapts with your business**
MAKE SMARTER RECOMMENDATIONS
Advisor uses conditional, needs-based assessments to engage customers throughout the sales process and guide them to the best solution for their needs.

EMPOWER YOUR REPS TO SELL MORE
Advisor’s intelligent upsell and cross-sell logic recommends complementary products, packages, add-ons, accessories, and additional services, helping your reps sell more.

STREAMLINE YOUR SALES PROCESS
Make complex products and services easy to buy. Advisor surfaces relevant products and services from your entire catalog in a modern, easy-to-use interface.

MAKE REPS MORE CONSISTENT
Advisor provides a consistent framework to guide customer interactions, allowing you to clone your best sales reps and deliver a consistent, high-quality sales experience every time.

GET THE DATA YOU’VE ALWAYS WANTED
Capture valuable data from every customer interaction, like answers to needs-based questions and popular recommendations, and pivot your sales strategy based on your results.

SHORTEN TRAINING TIME
Get reps up-to-speed faster. Advisor not only educates your customers – it also doubles as a great training tool.

“Advisor was exactly what we were searching for. It made everything simple and easy to understand.”

EXECUTIVE DIRECTOR OF SALES CHANNEL MARKETING
COMCAST
What if you could replicate the presentation and delivery of your top sales rep? Imagine if you could diagnose missed opportunities with precision.

**48%**
INCREASE IN PRODUCTIVITY

**60%**
INCREASE IN YOY SALES

**DOES THIS SOUND LIKE YOU?**

In our experience partnering with a variety of industries, we hear common challenges. Which ones sound like you? Rank the following based on your organization.

- "We have unique products and services that are hard to explain."
- "I need presentations that are easy to access on the fly."
- "We need better data to determine ROI to guide our business decisions."
- "It’s hard to know where my sales team is going off-message."
- "Our business offerings are complex. Training is extremely long, and retention is difficult."
- "Customers experience inconsistent messaging depending on how they engage with us."

"BEST LEARNING TRAINING & DELIVERY TOOL YET."
CUSTOMIZED FOR YOUR UNIQUE NEEDS

• Custom reporting based on your unique sales KPIs
• Integration with CRMs (including Salesforce)
• Optimization for any device – mobile, desktop, and tablet
• Video, animation, and custom graphics
• Feature comparison, calculator, or simulation

PITCH WILL GROW & ADAPT WITH YOUR BUSINESS

We’ll partner with you to keep the tool fresh and relevant and create the right support package for your needs. This can include updating or adding products, marketing, images, and/or troubleshooting support.

METRICS THAT MATTER

Replicate your top performers by gaining insight into how they present. Pitch provides reporting on interactions within the sales process, including key talking points and recommended solutions.

“Working with Unboxed has been a sheer delight. They have been fun, creative, and so responsive working with us. They have developed a great partnership between our teams to truly deliver a great product for our team in the field.”

SENIOR VICE PRESIDENT COMCAST

COMCAST
**TECH QUIZ**

**GUIDED SELLING**

**WHICH TYPE OF GUIDED SELLING IS RIGHT FOR YOU?**

Read the following statements and answer whether or not they fit your organization. Then, add up the total number of letters at the bottom to see which type of guided selling fits you best.

<table>
<thead>
<tr>
<th>Statement</th>
<th>YES OR NO</th>
<th>LETTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>We have a hard time describing our products or services because they are complex and hard to explain quickly.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We do most of our sales standing side-by-side with our prospects/customers.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>We are often pulling up presentations on the fly as conversations evolve.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We are not effective at sharing notes captured during the sales process because they are taken on paper.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>It's hard to know what collateral and presentations our sales team is using.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We often miss opportunities because it takes too long to follow up with prospects.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>We struggle with delivering consistent messaging to prospects.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>Our current tools don't allow for effective, in-the-moment lead and data capturing.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>It's difficult to understand what prospects find most beneficial in our products and services.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We need a tool that can make recommendations to help with upsells and cross-sells.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>Our sales reps have a hard time understanding what a prospect's top priorities are.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>Our customers ask a lot of questions and we have difficulty guiding them through a complex process.</td>
<td></td>
<td>B</td>
</tr>
<tr>
<td>Our sales reps need to be able to pivot and discuss different products throughout a conversation.</td>
<td></td>
<td>A</td>
</tr>
<tr>
<td>We offer a variety of solutions with many options based on the customer's needs.</td>
<td></td>
<td>B</td>
</tr>
</tbody>
</table>

**NUMBER OF YES “A” STATEMENTS** =

**NUMBER OF YES “B” STATEMENTS** =
WHAT YOUR RESULTS MEAN?

If you have 3 or more “A” statements, interactive presentations might be just what your team needs. If you scored 3 or more “B” statements, a product recommendation engine is the way to go. If you scored 3 or more “A” and “B” statements, a blended solution incorporating interactive presentations and a recommendation engine could be best for you.

PITCH - INTERACTIVE PRESENTATION CONSIDERATIONS:

• Visually shows off your products and services
• Serves as a training and presentation tool
• Tracks every user interaction to provide robust data and insights
• Uses videos and animation to make content more engaging
• Includes maintenance and support after delivery

Want more information?
Visit unboxedtech.com/sales-enablement/interactive-sales-presentations

ADVISOR - PRODUCT RECOMMENDATION SOFTWARE CONSIDERATIONS:

• Uses dynamic logic customized for your products and services to make smart recommendations
• Recommends related products and services
• Captures prospect data, competitor intel, and keeps notes throughout a sales conversation
• Sends recommendations and follow-up materials directly to a prospect
• Tracks every user interaction to provide robust data and insights
• Simplifies and creates consistent processes for complex products and services
• Includes maintenance and support after delivery

Like what you see?
Visit unboxedtech.com/sales-enablement/dynamic-recommendation-engine

HOW UNBOXED TRAINING & TECHNOLOGY CAN HELP

Whether your team is selling complex services or a variety of competing products, guided selling tools can help. Our team is committed to helping you find the right solution for your needs.

✔ HOLISTIC ✔ PARTNERSHIP ✔ EXPERTISE ✔ SIMPLICITY
Built for simplicity and engagement, Spoke elevates the learning experience by allowing mobile workforces to train and learn in the flow of their day.

They vs Us

- 5.5X Increase in Training Completion Rates
- 4X More User Engagement
- 2.5X Increase in Non-Required Training

Everything You Need, Nothing You Don’t

- Easy Content Authoring & Publishing
- Collaborative & Searchable
- Next-Level & Games Gamification
- Accommodates All Forms of Content
- Robust Reporting
- Unique Learning Journey
REAL HUMAN SUPPORT

Spoke is not only a great LMS, it comes with great support, too. Our Spoke Success Team will partner with you for configuration and ongoing support.

<1 HR
AVERAGE SUPPORT TICKET RESPONSE TIME

90%
OF SUPPORT TICKETS ARE SOLVED IN ONE TOUCH

WORD ON THE STREET

COMCAST
DIRECTOR OF RETAIL CHANNEL MANAGEMENT

“Spoke has led to increased performance for every team member. They connect with each other in the community, and tell me they can’t wait for more training to earn coins!”

GLOAXOSMITHKLINE
DIRECTOR OF COMMERCIAL SALES

“Spoke is extremely user friendly and allows the trainee to easily navigate through the modules.”

DON’T FORGET ABOUT THE CONTENT

CUSTOM TRAINING
Looking for training that’s contextual to your organization? We partner with your subject matter experts to create action-oriented solutions that learners are excited about.

TURN-KEY TRAINING
Need content now? ReadySet, our turn-key, semi-customizable training, is high-quality, activity driven, and measurable. It’s based on our proven methodologies.
Meet your one-stop shop. Custom content to train your teams, technology to deliver it, and evaluation tools to keep everyone on track.

We develop a deep understanding of your people, culture, and goals to deliver engaging and effective programs.

Benefit from our experience. Our team of experts has spent years creating and testing our solutions.

Increase retention and productivity. We make the complex simple with clear, concise, conversational training and easy-to-use technology.

- Get to know your business, people, and culture
- Review existing materials
- Analyze needs and goals
- Recommend a solution

- Establish what success looks like and how it will be measured
- Design and develop training
- Configure and customize software tools

- Launch your solution
- Provide integration and implementation support
- Measure and analyze results
- Recommend next steps to continually improve

Assess Your Current State
Design & Develop A Solution
Implement & Iterate

Holistic
Partnership
Expertise
Simplicity
GLOBAL IMPACT
We’re proud to provide training to learners across the world in eight different languages.

OUR MISSION
We contribute to the world by creating new ways to educate and empower people.

WHEN WE EDUCATE AN EMPLOYEE OR A CUSTOMER, WE GIVE KNOWLEDGE.
This could be the knowledge to make an informed decision, answer a question, or succeed and grow as an individual.

WHEN WE EDUCATE AN EMPLOYEE OR A CUSTOMER, WE GIVE CONFIDENCE.
This could be the confidence to greet a customer, lead a new team, or make a purchase decision.

WE LOVE OUR CLIENTS