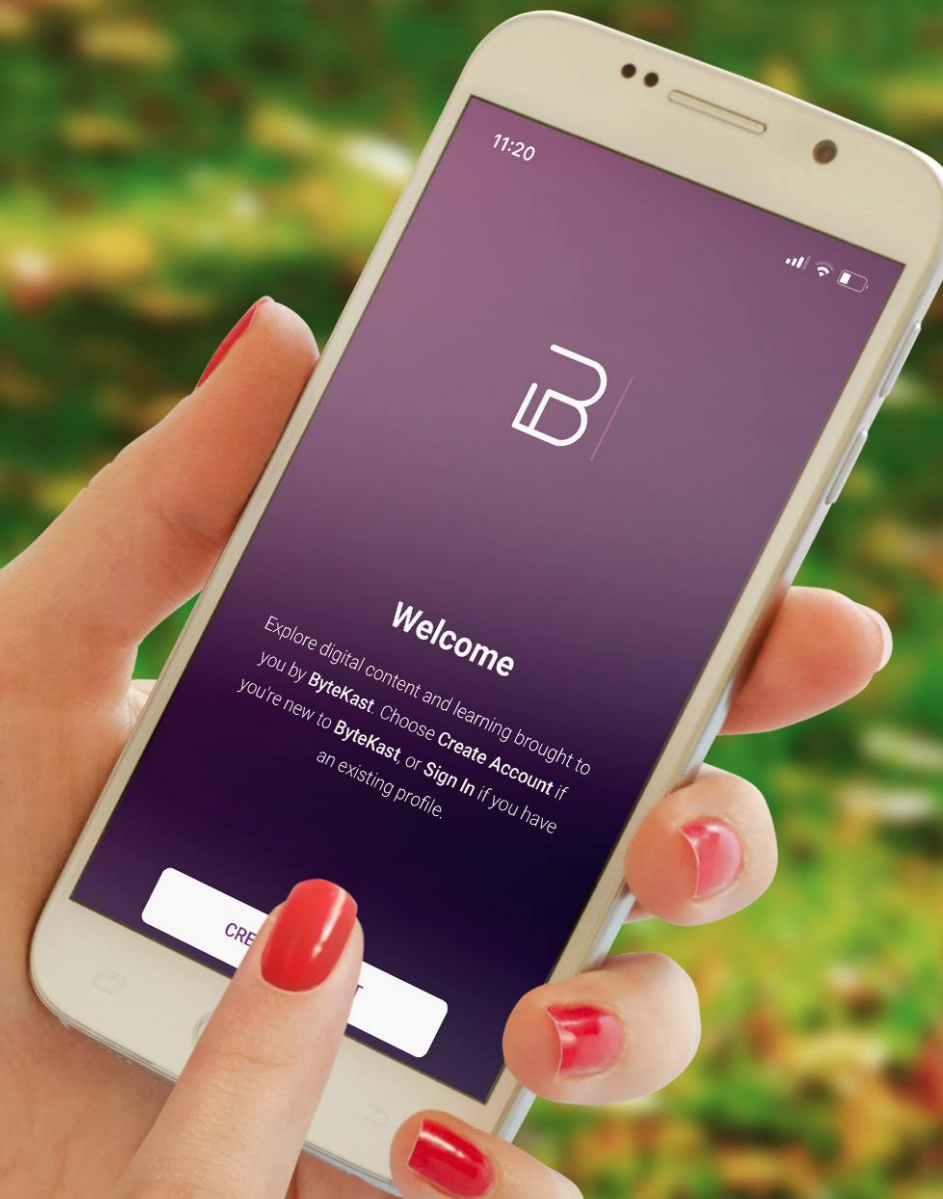


Channel Activation





Our goal is for our partners to independently initiate and complete the sale process while also effectively implementing and supporting the ByteKast LXP solution.



The Ideal Reseller

Consultant Resellers

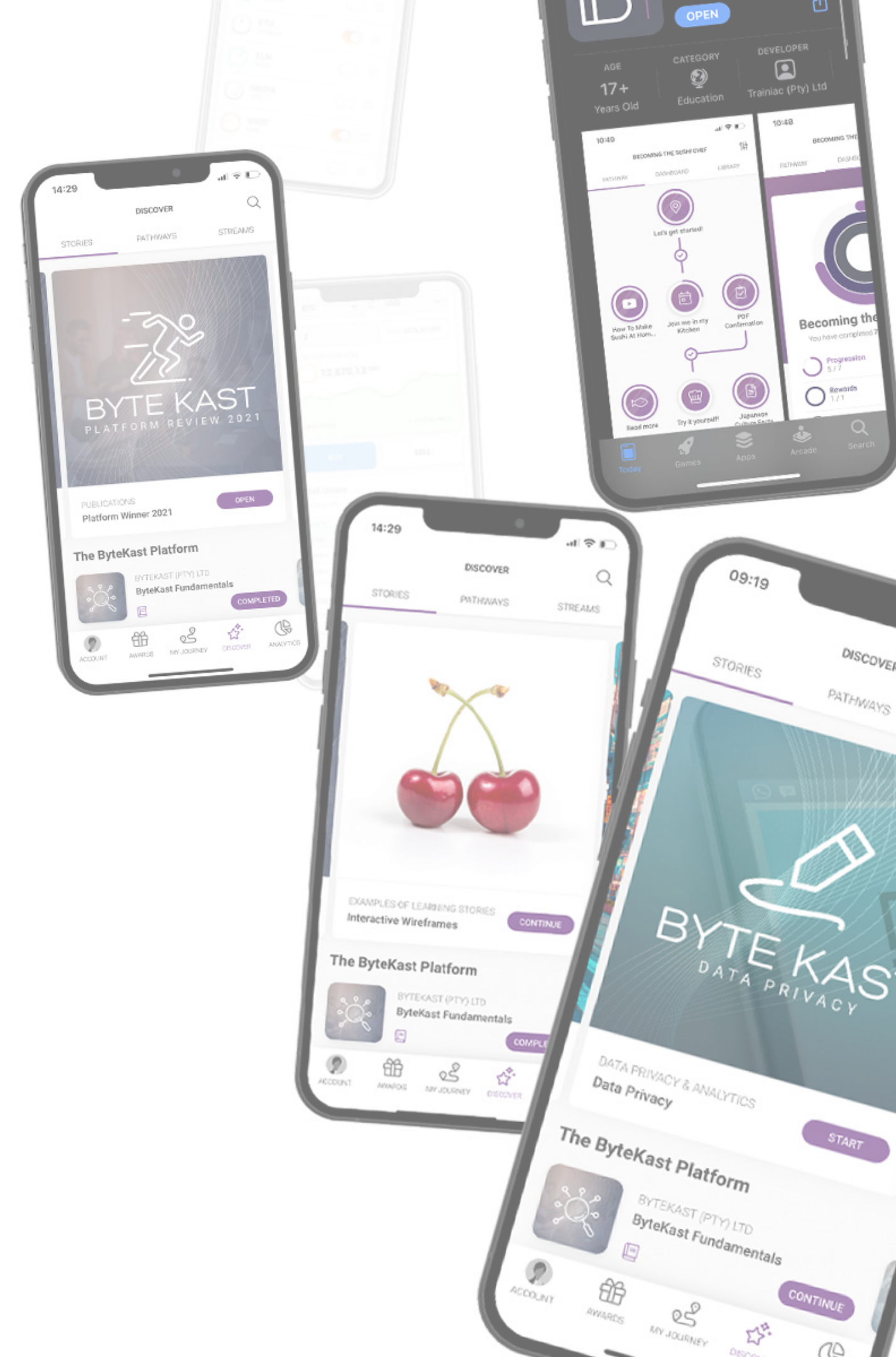
An experienced individual that is trained to analyse and advise a client to make the best possible choices and has an experienced network of suitable delivery contacts and is capable of support & training the End-User (client).

Value Added Resellers (VAR)

A company that uses ByteKast on top of their existing services. (eg. Content Business, Web Studios, Agencies, PR)

System Integrator (SI) Resellers

A business that sells systems to client by combining software products from multiple Vendors and has an experienced network of suitable delivery contacts or is capable of training the End-User (client).



Reseller Onboarding

1. Exploration

Build interest and create Vision.



2. Valuation

Validation of opportunities.



4. Activation

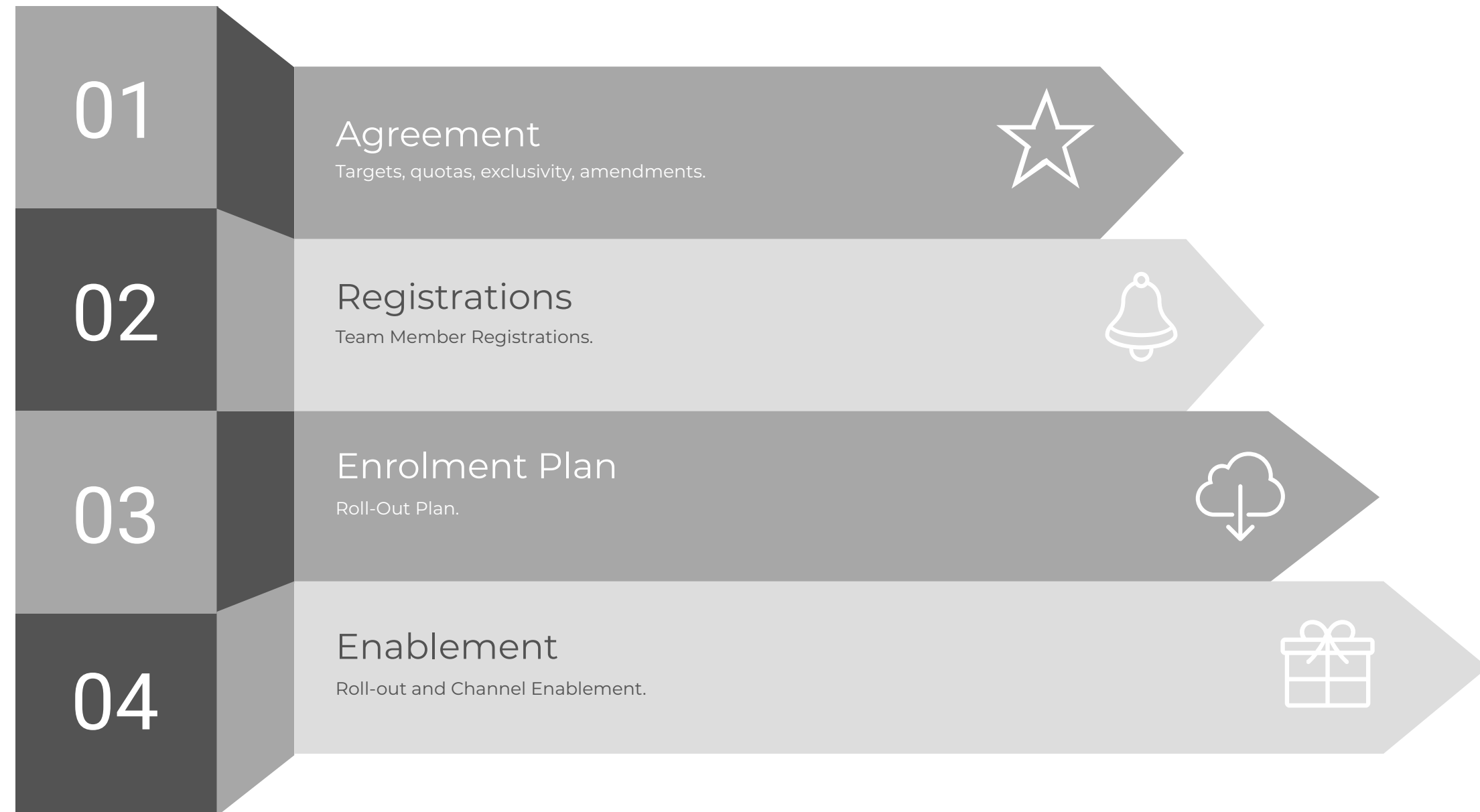
Legalities & Enablement.



3. Qualification

Qualification and commitment of
both Reseller & ByteKast.

Channel Activation

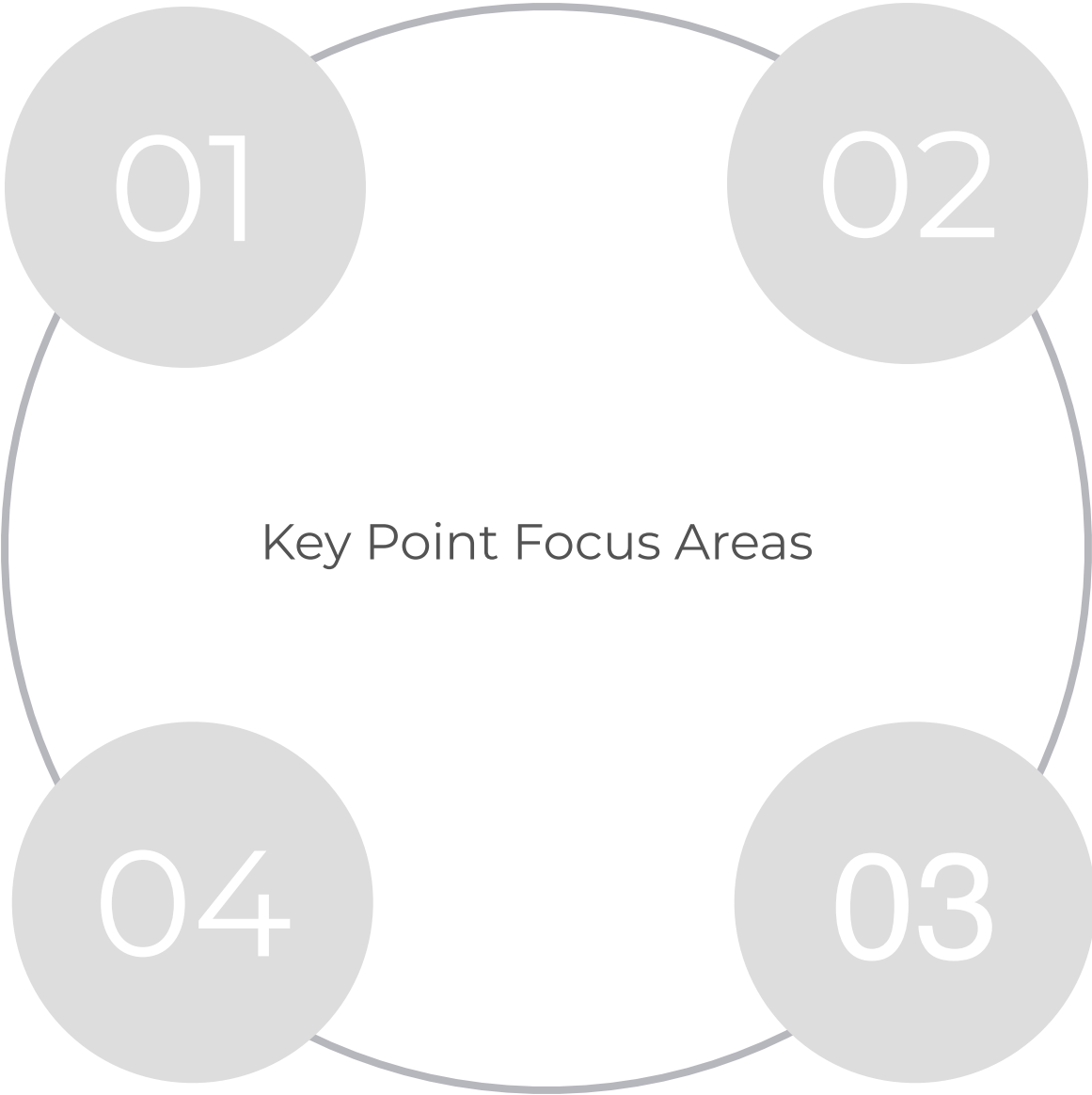


Sales & Marketing
Fundamentals, Key Messaging, Selling ByteKast,
Features, Platform Legalities.

Production & Onboarding
Authoring & Deployment, Upfront Planning, User
Groups, Useful Tips and Tools.

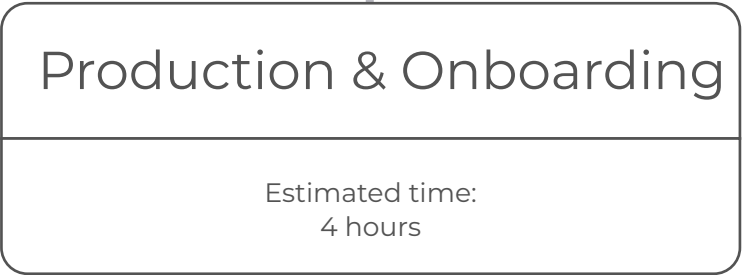
Data Privacy & Analytics
Data Privacy, Platform Analytics and Legalities.

User Support
Resolving User Related Issues for both Front and
Back-End.

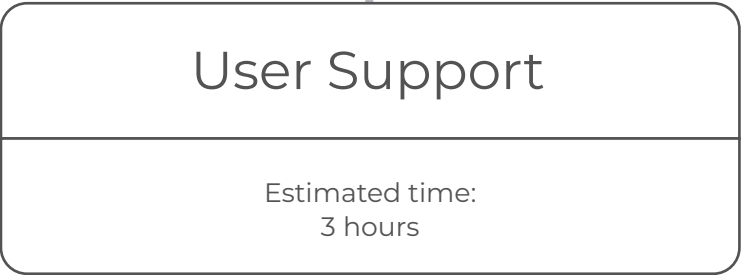




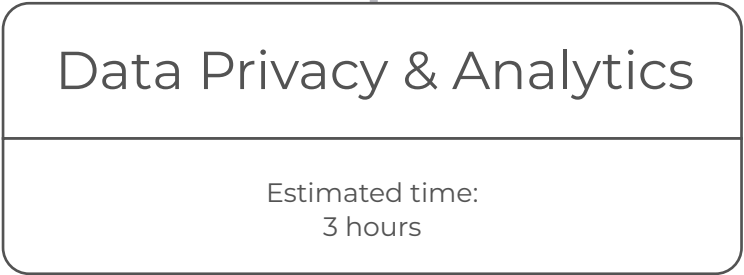
- ByteKast Fundamentals**
Estimated time: 2 hour
- ByteKast Messaging**
Estimated time: 1 hour
- Selling ByteKast**
Estimated time: 1 hour
- ByteKast Features**
Estimated time: 1 hour



- ByteKast Fundamentals**
Estimated time: 1 hour
- Authoring & Planning**
Estimated time: 1 hour
- User Groups & Deployment**
Estimated time: 1 hour
- Useful Tools, Tips & Tricks**
Estimated time: 1 hour



- ByteKast Fundamentals**
Estimated time: 1 hour
- Resolving Issues**
Estimated time: 2 hours



- Data Privacy**
Estimated time: 1 hour
- Platform Legalities**
Estimated time: 1 hour
- Working with Analytics**
Estimated time: 1 hour

01 - 01



Sales & Marketing

ByteKast LXP Fundamentals

 Estimated time: 2 hours

Required for:

- Sales
- Project Management
- Marketing Manager



The
Platform



Accounts &
Apps Types



Private vs
Public Users
Groups



Agent Role
vs Team
Members



User Sign-
Up/In & App
Guide

01 - 02



Sales & Marketing


ByteKast Messaging



Estimated time: 1 hour

Required for:

- Sales
- Project Management
- Marketing Manager



Positioning
&
Value
Proposition



Imagery,
Branding &
Marketing



Messaging
USP's



Messaging
Personas

01 - 03



Sales & Marketing

Selling ByteKast



Estimated time: 1 hour

Required for:

- Sales
- Project Management
- Marketing Manager



Sales
Process



Deal
Registrations



Service
Level
Agreement



App
Compiles

01 - 04



Sales & Marketing

ByteKast Features



Estimated time: 1 hour

Required for:

- Sales
- Project Management
- Marketing Manager



Back-End



Front-End

01 - 05



Sales & Marketing

Platform Legalities



Estimated time: 1 hour

Required for:

- Sales
- Project Management
- Marketing Manager

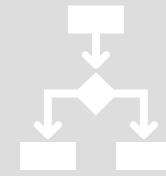


Terms
& Conditions



Data
Privacy

02 - 01



Production & Onboarding

ByteKast Fundamentals



Estimated time: 2 hours

Required for:

- Instructional Designers
- Content Creators
- Deployment
- Admins
- eLearning Developer

The
Platform

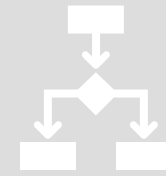
Accounts &
Apps Types

Private vs
Public Users
Groups

Agent Role
vs Team
Members

User Sign-
Up/In & App
Guide

02 - 02



Production & Onboarding

Authoring & Planning



Estimated time: 1 hour

Required for:

- Instructional Designers
- Content Creators
- Deployment
- Admins
- eLearning Developer



All about
Stories



Publishing
Stories



Upfront
Planning /
Scheduling

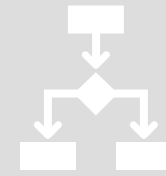


The
Workflow
Tool



Pathways
&
Streams

02 - 03



Production & Onboarding

User Groups & Deployment



Estimated time: 1 hour

Required for:

- Instructional Designers
- Content Creators
- Deployment
- Admins
- eLearning Developer



Types of
User Groups



Testing



User
Notification
s

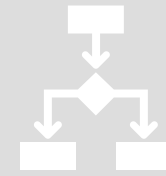


The
Workflow
Tool



Pathways
&
Streams

02 - 04



Production & Onboarding

Useful Tools, Tips & Tricks



Estimated time: 1 hour

Required for:

- Instructional Designers
- Content Creators
- Deployment
- Admins
- eLearning Developer



Real Time
Connections



Tools &
Tricks



ByteKast
App
Designer



API
Docu-
mentation



Knowledge
Base

03 - 01



User Support

ByteKast LXP Fundamentals



Estimated time: 2 hours

Required for:

- Support
- Admins
- Agent

The
Platform

Accounts &
Apps Types

Private vs
Public Users
Groups

Agent Role
vs Team
Members

User Sign-
Up/In & App
Guide

03 - 02



User Support

Resolving Issues



Estimated time: 1 hour

Required for:

- Support
- Admins
- Agent



Severity
Ratings &
Ticket
Escalations



Turn Around
Time &
Support
Limitations



Connection
Status



Device
Requirements
& Domain
Whitelisting



Using
Streams

04 - 01



Data Privacy & Analytics

Data Privacy



Estimated time: 1 hour

Required for:

- Analysers
- Admins
- Agent
- Data Protection Officer



Deleting
Data



Respond /
Reject

04 - 02



Data Privacy & Analytics

Platform Legalities



Estimated time: 1 hour

Required for:

- Analysers
- Admins
- Agent
- Data Protection Officer



Terms
& Conditions



Data
Privacy

04 - 03



Data Privacy & Analytics

Working with Analytics



Estimated time: 1 hour

Required for:

- Analysers
- Admins
- Agent
- Data Protection Officer



Analytics
Explained



Logs &
Builds



Story Log
Support



Frequently
Asked
Questions

Sales & Marketing

Estimated time: **6 hours**

Required for:

Sales, Project Management.

Production & Onboarding

Estimated time: **5 hours**

Required for:

Instructional Designers , Content
Creators, Deployment, Admins.

User Support

Estimated time: **4 hours**

Required for:

Support Roles, Agents, Admins.

Data Privacy & Analytics

Estimated time: 4 hours

Required for:

Analysers, Admins, Agent, Data
Protection Officer.





Thank you for your time.