

No More

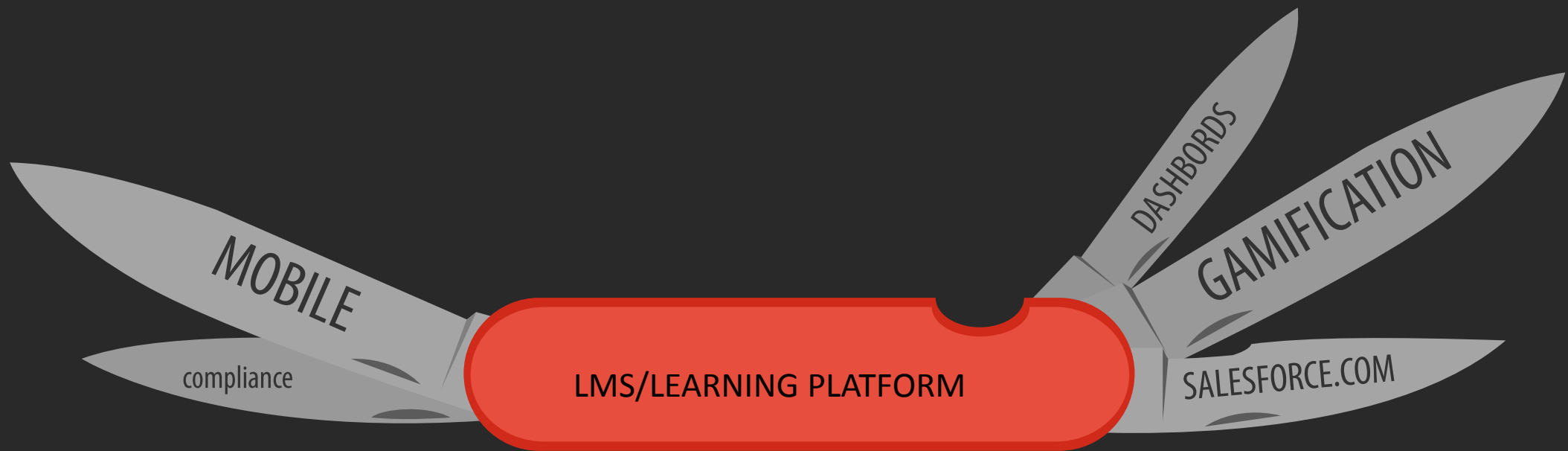
# LMS Secrets

---

Presented by – [Craig Weiss, CEO, E-Learning 24/7](#)

# FEATURES

FUN FACTS - MODERN UI still SLOW and the new pitch? TWO CLICKS

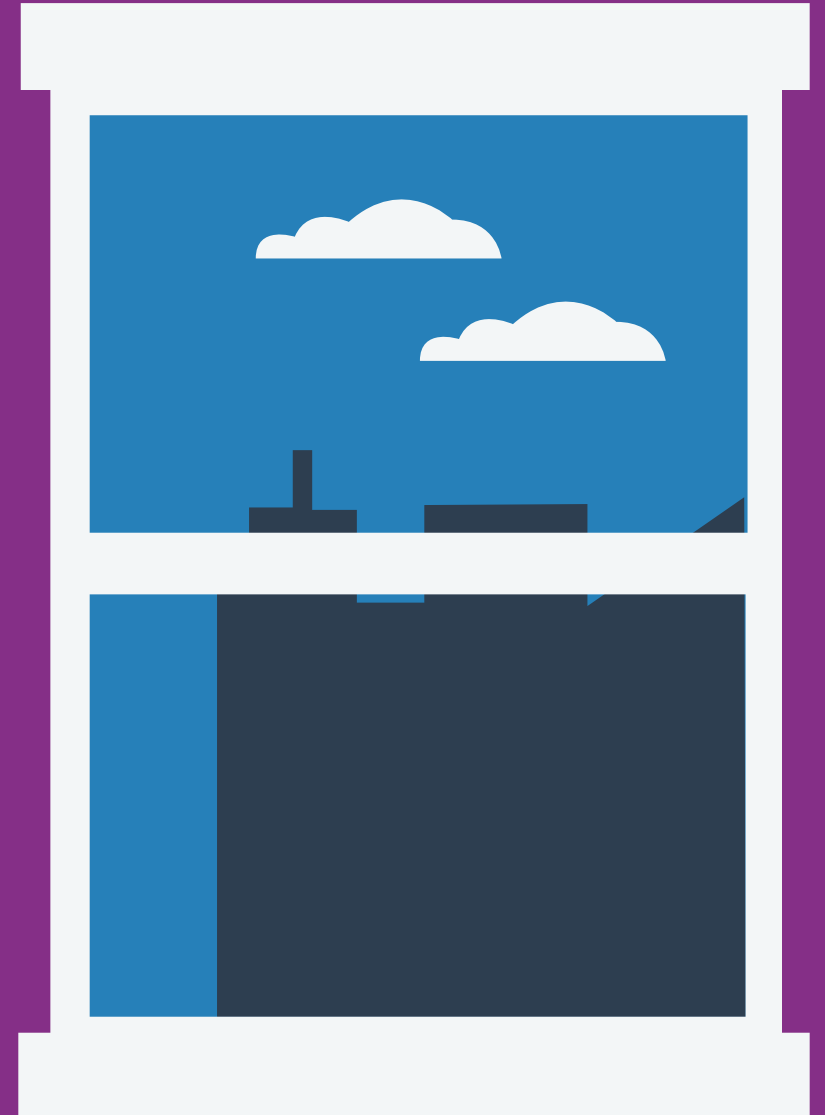


- PREDICTIVE ANALYSIS
- PRICING MODELS TO MEET YOUR AUDIENCE
- PERSONALIZATION – MISNOMER?



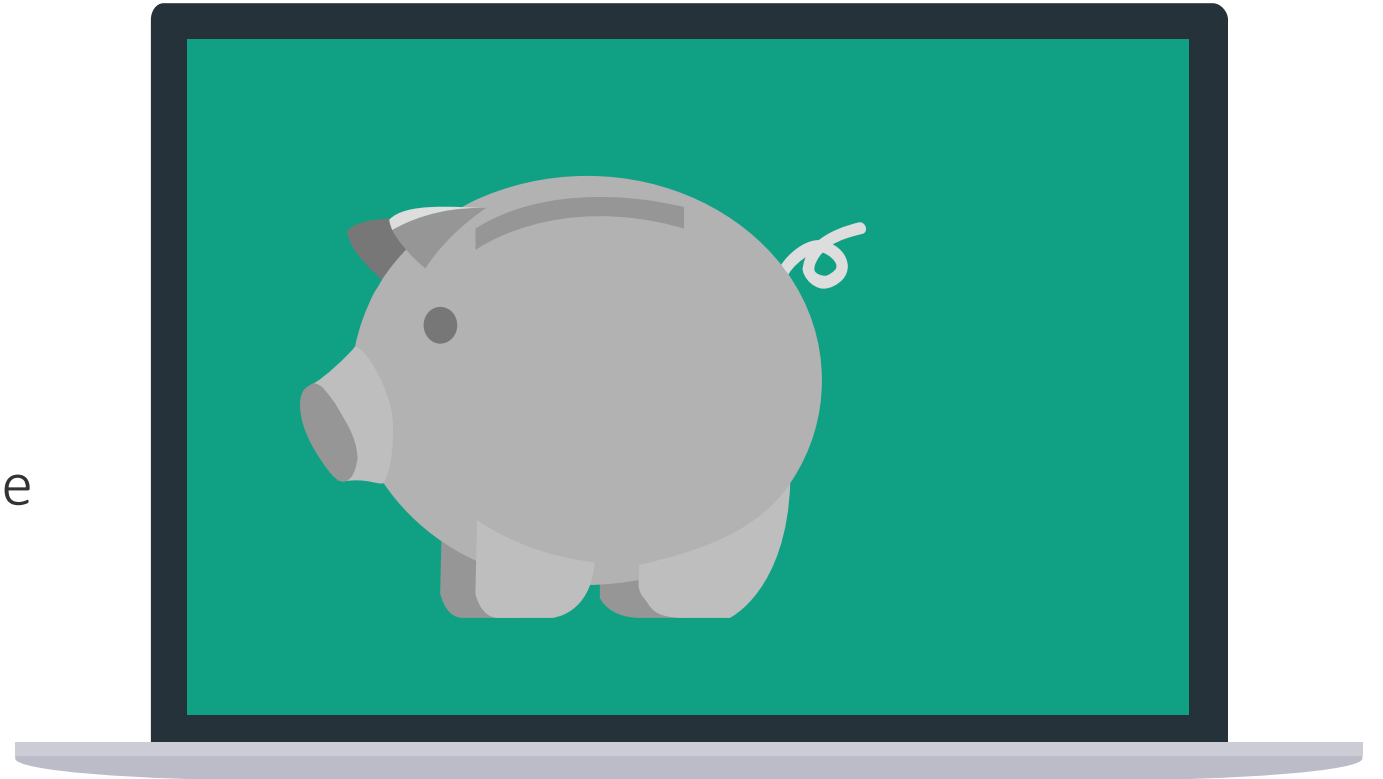
# Free your mind

- The RFP/RFI options
  - **FOCUS**
  - **TIME** and **LENGTH**
  - **TEMPLATE** or **PROPOSAL?**
  - **RECOMMENDATIONS**



# Price

- How it **REALLY** works
- **BENEFIT OF ACTIVE/INACTIVE**
- Why **THREE** years is the route go
- **SETUP** is **REVENUE** out of the gate  
\$\$\$\$



# Conversions

- BEST time to **BUY** (err LEASE)
- **NEGOTIATION WORKS**
- **CONTRACT** – Lock in the **DEAL NOW** – not **LATER**



# Time

WE are moving forward are YOU?

PREDICITIVE ANALYSIS

ECOSYSTEM

PUSHING ENVELOPE for ALL



2016

## ON THE GO HITS STRIDE



2017

- LMS
- LEARNING PLATFORM
- HCM – learning is secondary, talent is primary

## WHERE ARE WE GOING?

90% ONLINE LEARNING  
10% F2F/ILT



2020



# [ contact ]

- Craig Weiss, CEO, Analyst, Blogger, Speaker
- E: [craig.Weiss@elearning247.co](mailto:craig.Weiss@elearning247.co)
- T: 1-714-855-1774
- Twitter: @diegoinstudio
- Web: <http://www.elearning247.org>
- Blog: <http://www.elearninfo247.com>
- LinkedIn:  
<http://www.linkedin.com/in/craigweissinla>

