





## INTRODUCTION





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## James Marshall

Solutions Architect aka the sub from the bench - Learning Pool

💓 @jmarshlearntech

# WHAT WE'LL COVER

- 1. About AG Barr
- 2. Initial Requirements and the Challenge
- 3. The Solution
- 4. What's Next for iLearn
- 5. The Results



# **ABOUT AG BARR**

- Anyone heard of AG Barr?
- AG Barr are FMCG fast moving consumer goods business
- Less known for our corporate brand and more famous for our consumer brands
- Let's look at some of our brands





#### About AG Barr - Our Brands



## **ABOUT AG BARR - SOME KEY FACTS ABOUT THE BUSINESS**











Employ 1000 amazing people across the UK Deep heritage, family feel but we've been a plc since the 1960s Turnover of almost £300 million in sales Diverse employee base - longest serving employee celebrated 46 years service last week

We have people who drive trucks, make product and sell to our customer base



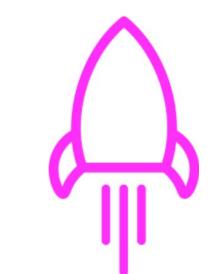
# **INITIAL REQUIREMENTS**

- First-Class User Experience
- Integration and Automation
- Induction
- Compliance Tracking & Reporting
- Any Device, Anywhere



# THE CHALLENGE

- Win the hearts and minds following disappointment with a previous LMS and e-learning
- Diverse audience all starting at different points
- Create an extension to a very small L&D team
- Drive L&D ownership to individual level





# THE SOLUTION

- Totara Freedom to Innovate
- Modular Extensible Architecture
- Shaped Around the Business
- Created iLearn as a Brand
- Focused on Creating a Beautiful User Experience
- Drive User Engagement Via Automation
- Open Learning for All



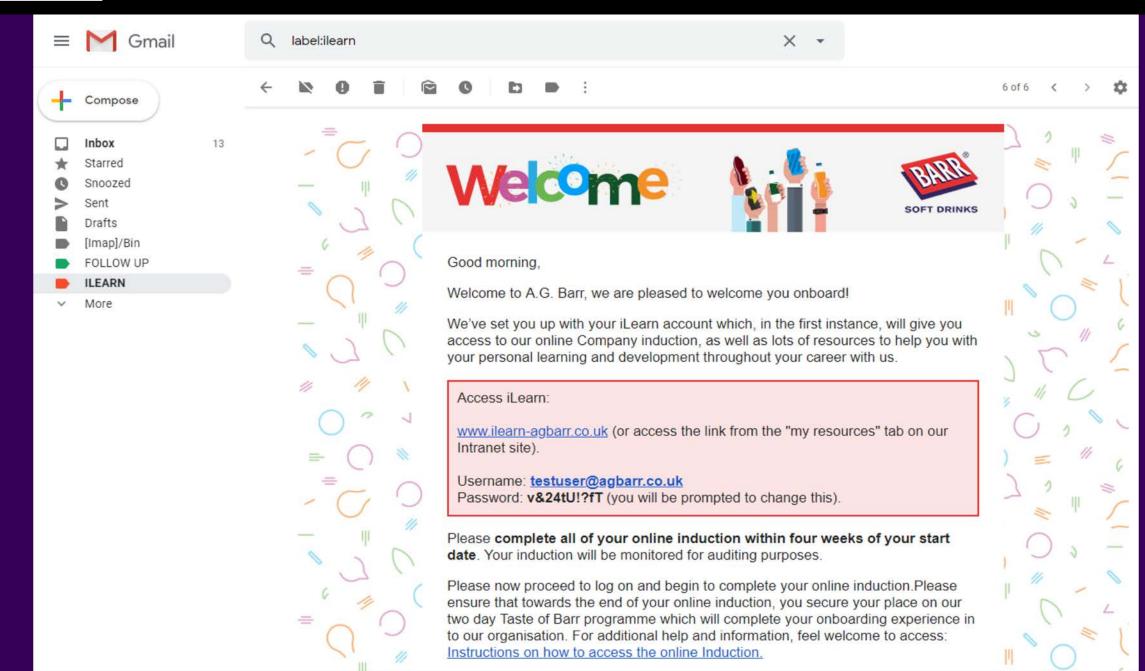
# **THE SOLUTION - DIGITAL FIRST INDUCTION**

- Seamless HR Integration
- Timely Welcome Email
- Consistent Approach
- Adaptive Business Unit Specific Map
- Digital Badge for Completion
- SCREENS & VIDEO



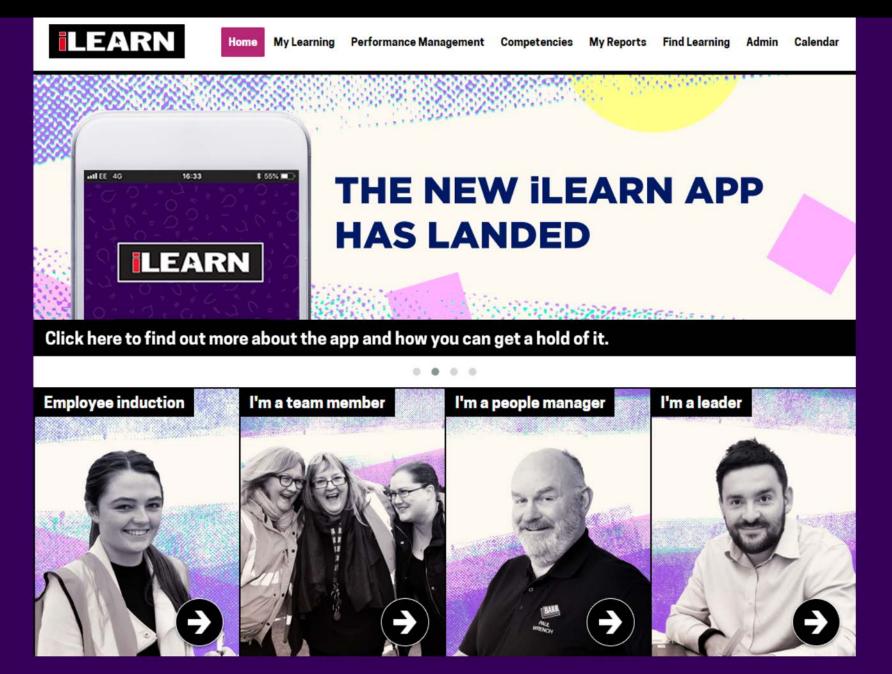


### Digital first induction - Timely welcome email





### **Digital First Induction - Landing Screen**





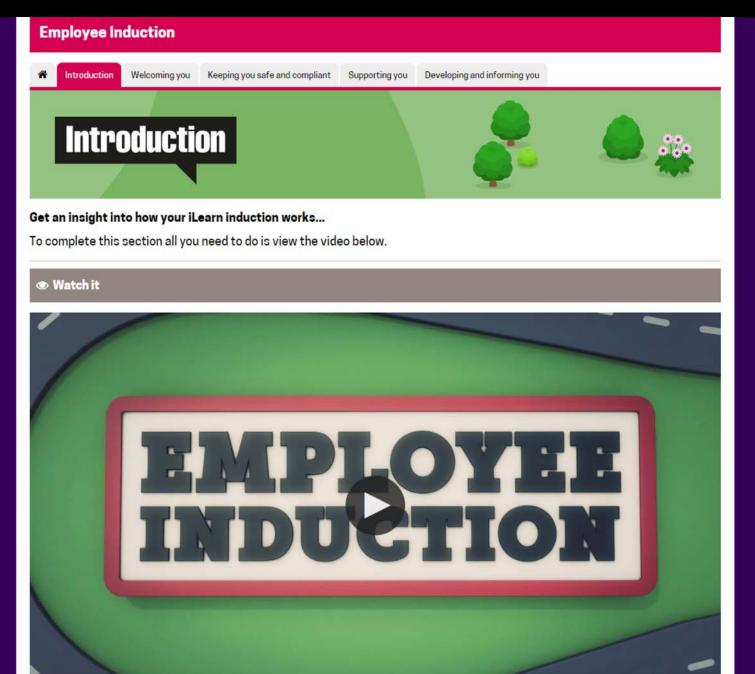
#### **Digital First Induction - Induction Programme Map**







### **Digital First Induction - Introduction Section**





### Digital First Induction - Watch it, Read it, Learn it



#### Get an insight into how your induction programme works...

To complete this section all you need to do is view the videos and explore each of the web links below. When you have completed an item a tick will appear indicating the activity is complete.

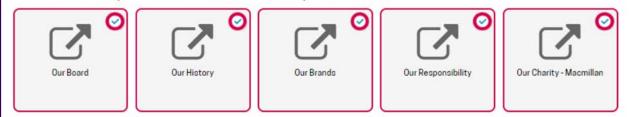
#### Watch it

Our Chief Executive, Roger White, has recorded a short video message for you to find out more about what being part of A.G. Barr is all about. The second video contains some of our staff talking about A.G. Barr and what makes us so special.



#### 릗 Read it

Please take the time to explore all of the links below. All of the links will open in a new window.

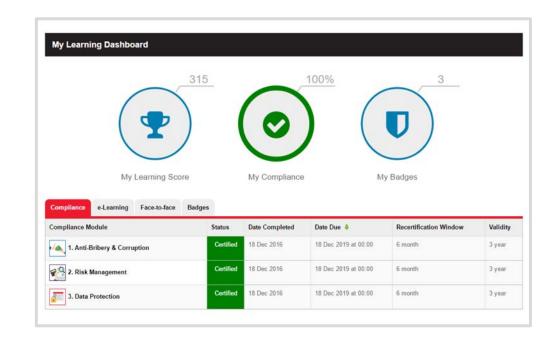






# **THE SOLUTION - MY LEARNING DASHBOARD**

- Learning All in One Place
- Clearly Shows Compliance Status
- Gamification via Learning Score
- Digital Badges to Reward
- External Learning
- SCREENS





## My Learning Dashboard - Not Compliant

LEARN	Home My Learni	ing Performance M	lanagement Competencies	My Coaching Find Learning	Calendar
My Learning Dashboard					
My Learning Sco Compliance Programs Courses Mod	119 Dore Bules Face-to-fac	e Badges Learn	60% ce My	6 D Badges	
Certification Name 🛉		Status	Date Due	Date Completed	
1. Anti-Bribery & Corruption		Certified	31 Mar 2020 at 00:00	20 Jun 2017	
2. Risk Management		Certified	29 Aug 2020 at 10:13	29 Aug 2018	
3. Data Protection		Certified	29 Aug 2020 at 10:28	29 Aug 2018	
4. Diversity and Inclusion		Not certified	28 Mar 2019 at 16:40		
QSE - First Aid		Expired	15 May 2016 at 00:00		

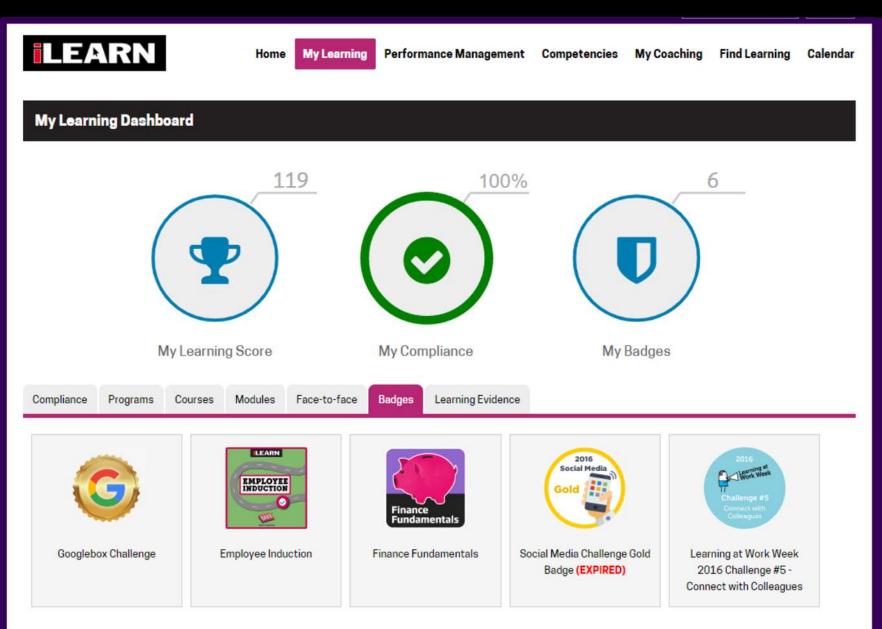


## My Learning Dashboard - Fully Compliant

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Certification Name 😚	Sta	tus	Date Due	Date	e Completed	
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QSE - First Aid		Certified	29 Aug 2020 at 10:13	29 A	Aug 2018	



### My Learning Dashboard - Digital Badges



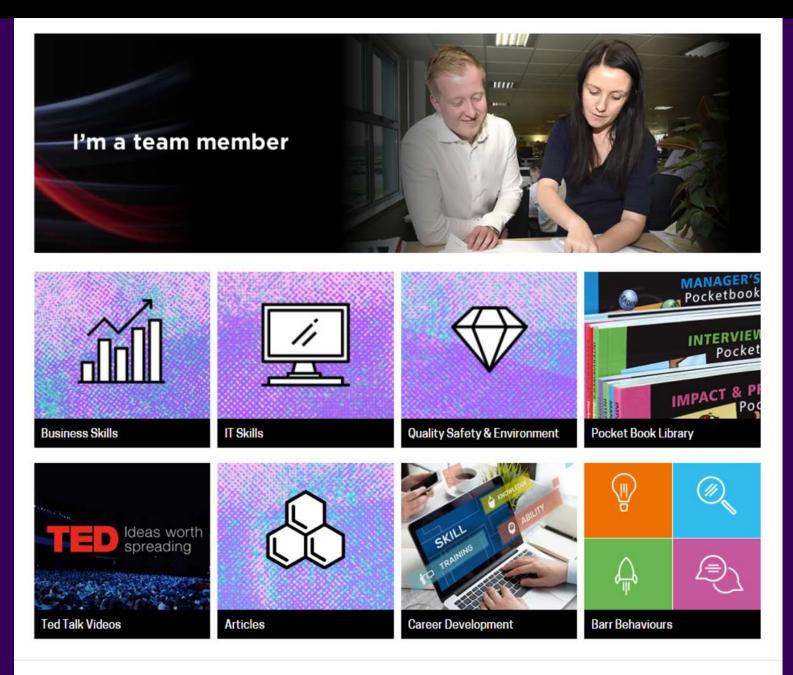
# **THE SOLUTION - OPEN LEARNING FOR ALL**

- Team, People Manager, Leader Dashboards
- Automated Learning Campaigns & Tracking
- Curated Feeds (Anders Pink) & Resource Library
- Competencies and Self Assessment
- My Coaching Performance Management Plugin
- SCREENS



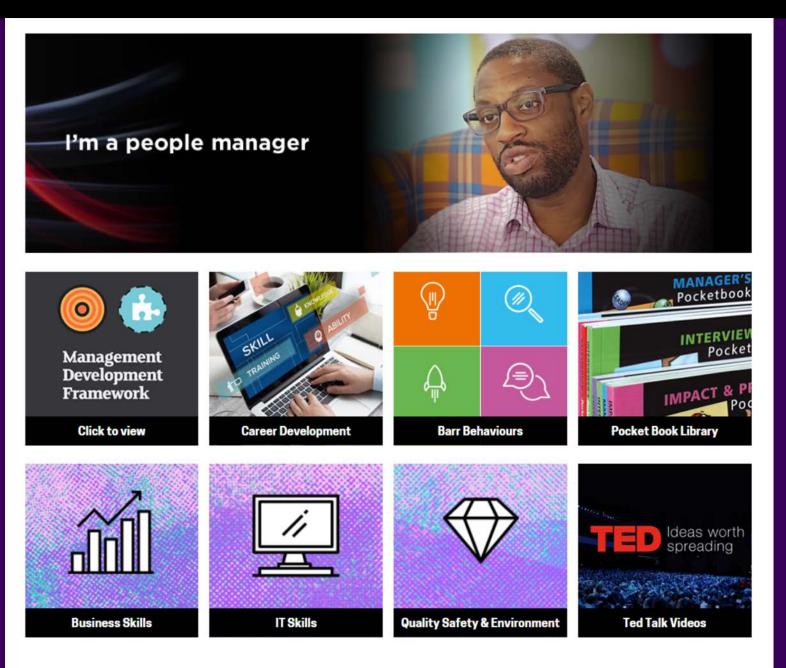


#### I'm a Team Member - Curated Resources



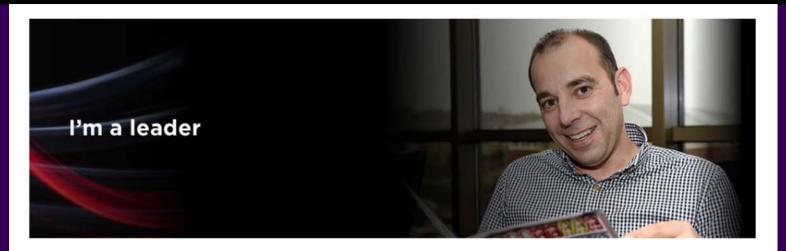


#### I'm a People Manager - Curated Resources





#### I'm a Leader - Curated Resources



#### As leaders in the business it is important that we all take ownership of our own learning.

This section provides a curated list of some hand picked leadership resources you may find useful. Please check back as this will be updated regularly.

Transforming **Business** Performance **Through Leadership** 







#### LATEST LEADERSHIP ARTICLES

One Team Activity That Will Do Wonders For Your Team... Really! www.teamworkandleadership.com - August 2017

Effective Leadership is Common Sense: Why Then is It So Elusive? artpetty.com - August 2017

7 Steps To Becoming A Happier, Higher-Performing Leader www.tanveernaseer.com - August 2017

Leader Values leader-values.com - August 2017

How to Become a More Well-Rounded Leader hbr.org - July 2017

5 Things I Control as a Senior Leader | Ron Edmondson ronedmondson.com - August 2017



Getting Buy-In for Leadership Development Training leaderchat.org - August 2017





3 Steps to Train Your Brain to Become a Smarter, Happier Leader houghtleaderslic.com - August 2017

Wanting to be Led vs. Wanting to be a Leader | Ron Edmondson ronedmondson.com - July 2017



Why Curiosity is a Leader's Best Friend in Today's World of Change artpetty.com - July 2017





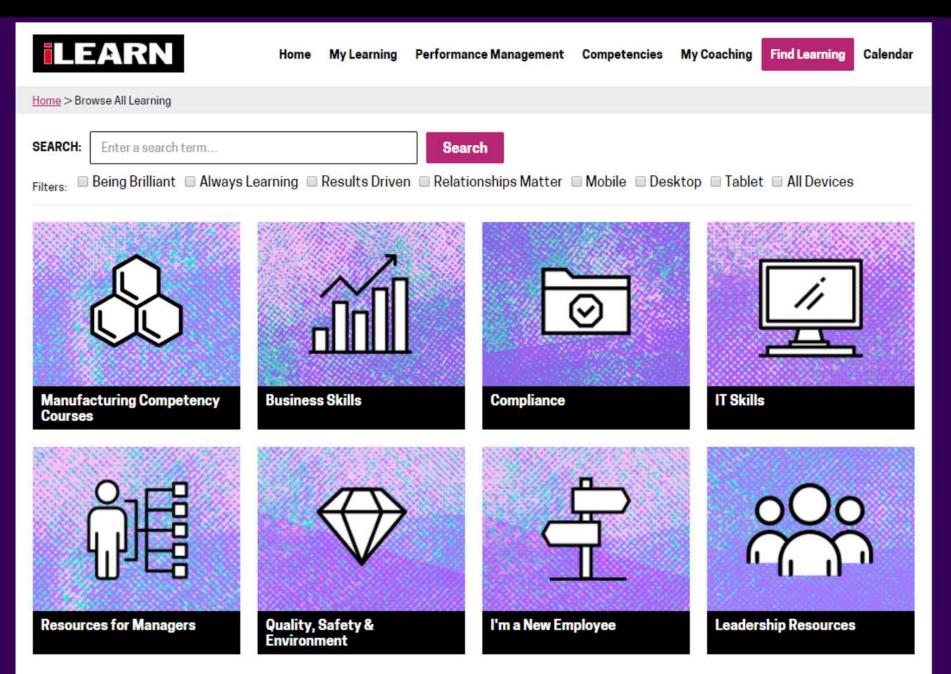






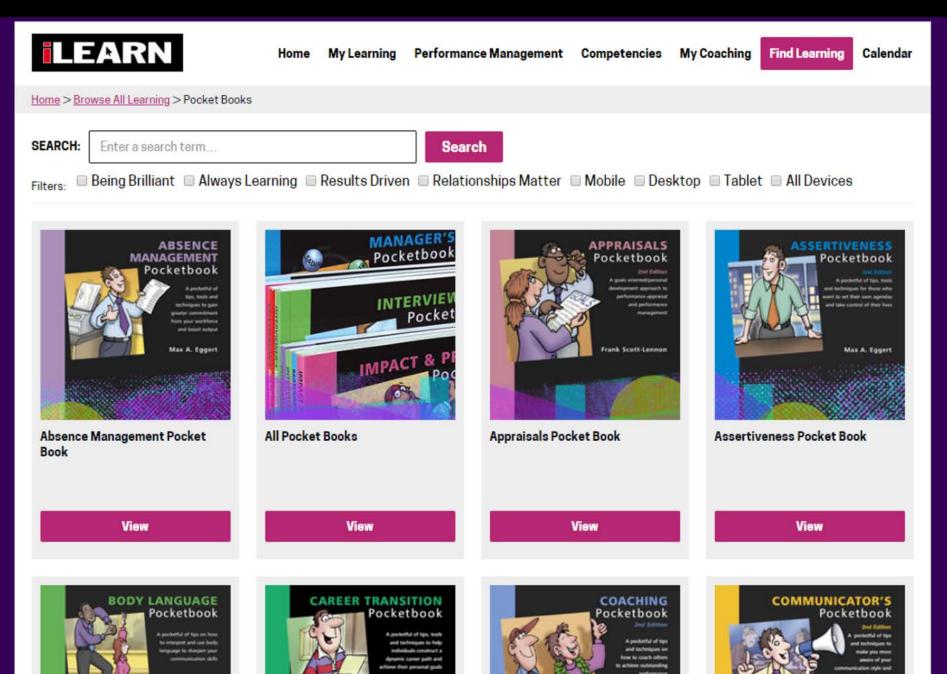


#### Find Learning - Course Browser





#### Find Learning - Course Browser





#### Competencies

Home My Learning Performance Management Competencies Find Learning My Team Calendar

<u>Home > Courses > Competencies > Commercial</u> > Sales Competency Framework

ILEARN





Welcome to the Sales Competencies section. In this section you can find more detailed information about the Sales Competency Framework, the individual competency descriptors, the role profiles and access to the self assessment tool.



#### Competencies - Self Assessment

## ILEARN

Home View History	
Self-Assessment	
Self-Assessment	
Name:	Douglas Brown
Created:	14th May 2019
Job Title:	Sales - Account Controller
Job Level:	Level 2

Please click within the table cell that you feel corresponds to your competency level. Once you complete all table cells the **Finish** button will appear. Click this to generate a snapshot pdf for you to download or print.

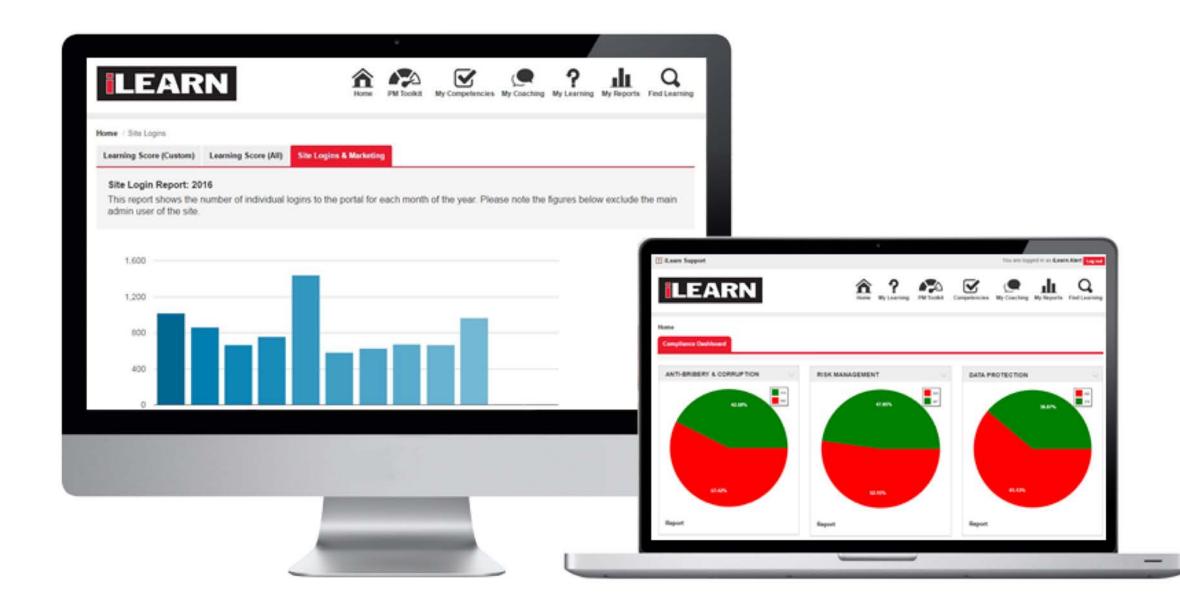
Competencies	Developing	Proficient	Excelling
Compelling Selling <b>9</b>			<ul> <li></li> </ul>
Commercial Understanding <b>3</b>			<ul> <li></li> </ul>
Negotiation <b>1</b>		×	
Building Customer Influence 0	~		
Excellence in Execution <b>3</b>		<b>~</b>	
Account Management <b>3</b>			~

# **THE SOLUTION - REPORTING AND ANALYTICS**

- Pulse View Reporting Dashboard
- Used the Data to Make Decisions
- Team Manager Reports
- SCREENS

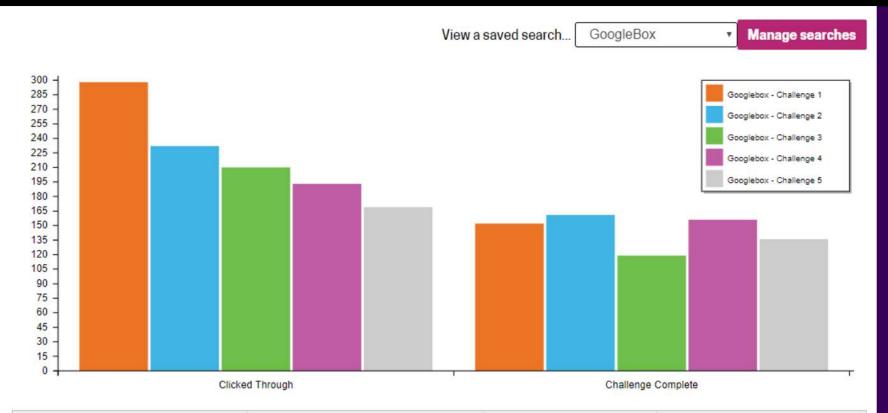








### Googlebox Campaign Report



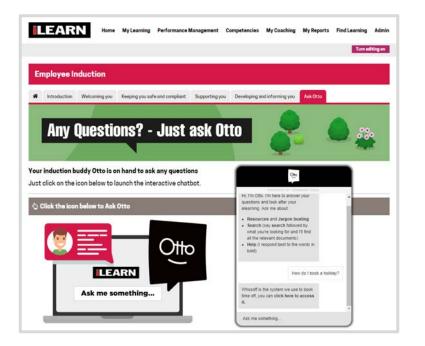
Course Name	Course Shortname	Clicked Through	Challenge Complete
Googlebox - Challenge 1	Googlebox - Challenge 1	298	152
Googlebox - Challenge 2	Googlebox - Challenge 2	232	161
Googlebox - Challenge 3	Googlebox - Challenge 3	210	119
Googlebox - Challenge 4	Googlebox - Challenge 4	193	156
Googlebox - Challenge 5	Googlebox - Challenge 5	169	136

Export

CSV

# WHAT'S NEXT FOR ILEARN

- Mobile App Launched Recently
- Ask Flo Induction Buddy
- SCREENS

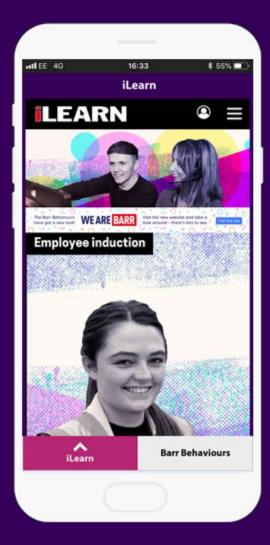




## Mobile App

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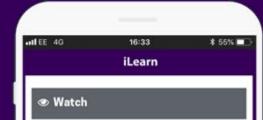
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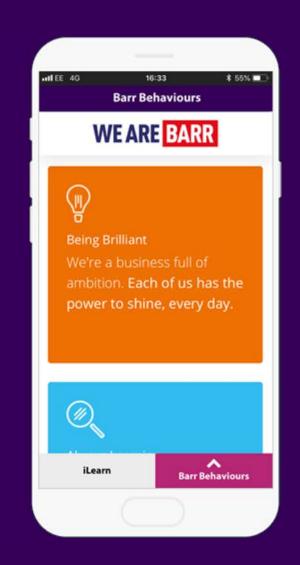
## Mobile App





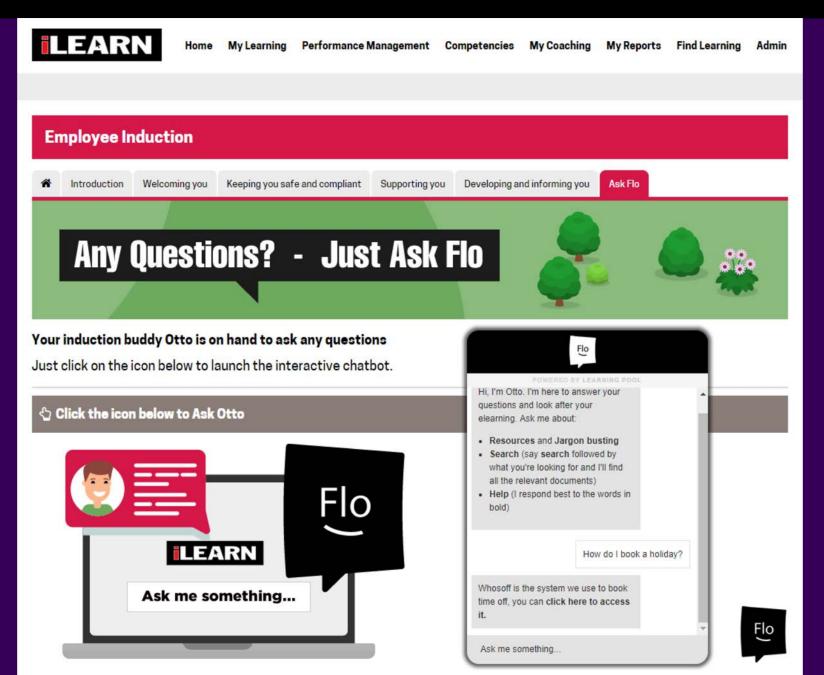
Body language affects how others see us, but it may also change how we see ourselves. Social psychologist Amy Cuddy argues that "power posing" - standing in a posture of confidence, even when we don't feel confident - can boost feelings of confidence, and might have an impact on our chances for success.





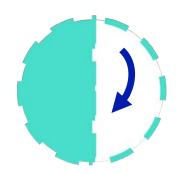


#### Ask Flo - Induction Buddy



## **THE RESULTS**







1,096 Hours of L&D Time Savings (Induction) **50% Reduction** 

In Health & Safety Incidents

## **96% Completion Rate**

for Health & Safety Training

## **RESULTS - AWARDS**





Totara 2016 Best Project Manufacturing LP Live 2018 Learner Engagement





#### learning technologies

#### awards 2018

best UK learning platform implementation

gold winner



Thank you for your time.