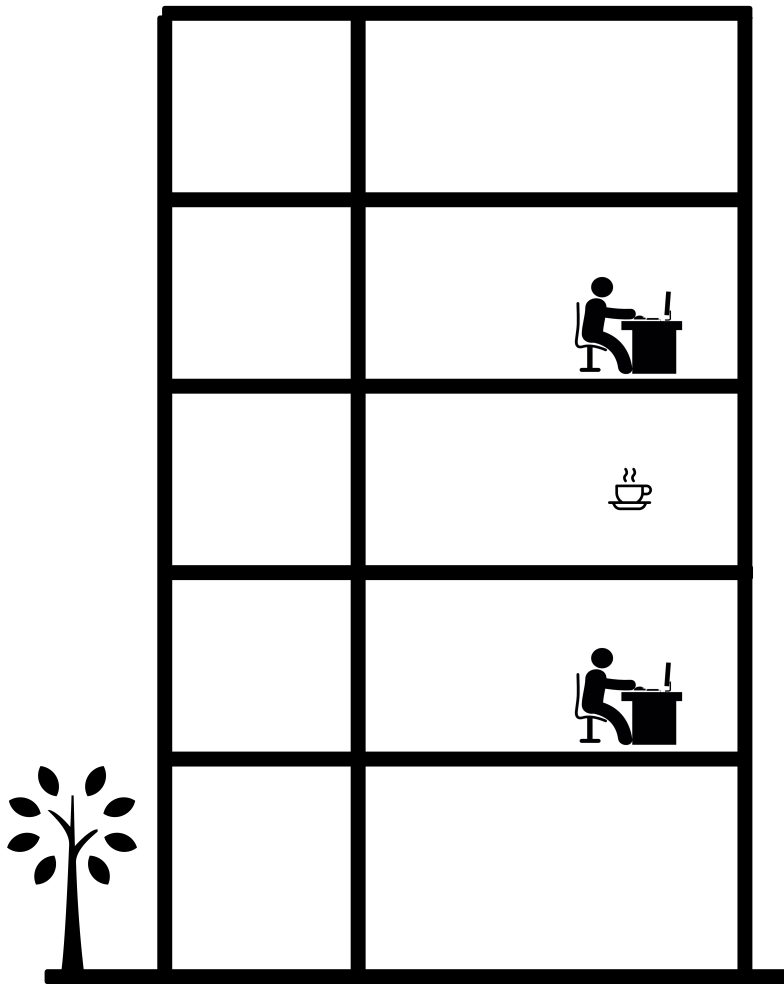




Where Knowledge finds People

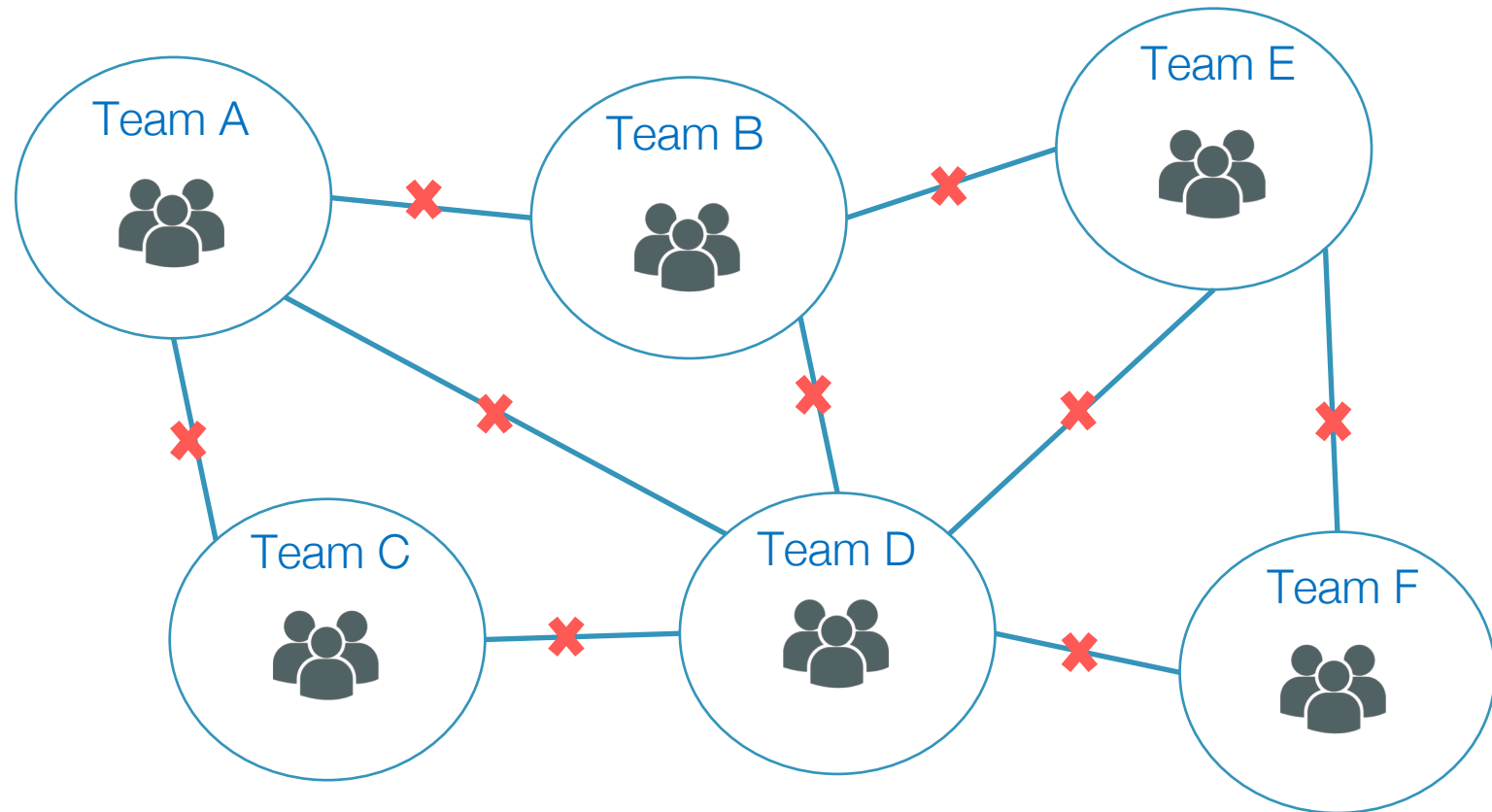
Transversal knowledge sharing in large corporations is a major big data opportunity, and is still not optimal.



On different floors of the same company 6 months before 2 employees have a coffee and realize they are working on similar projects.

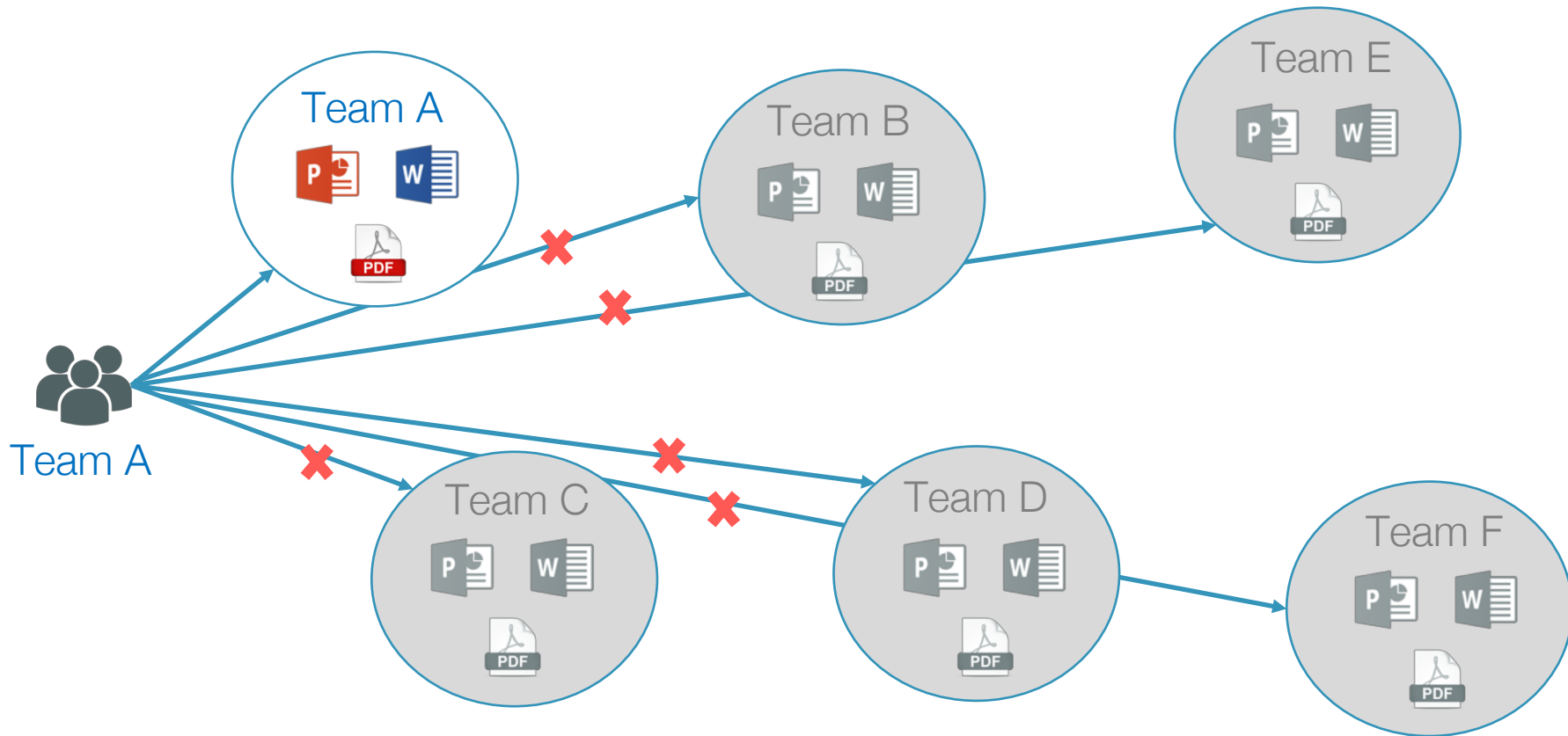
- Transversal knowledge sharing still happens by coincidence

The risk for large organizations : hundreds of teams in silo.
Few knowledge insights or re-usable documents are shared between teams.

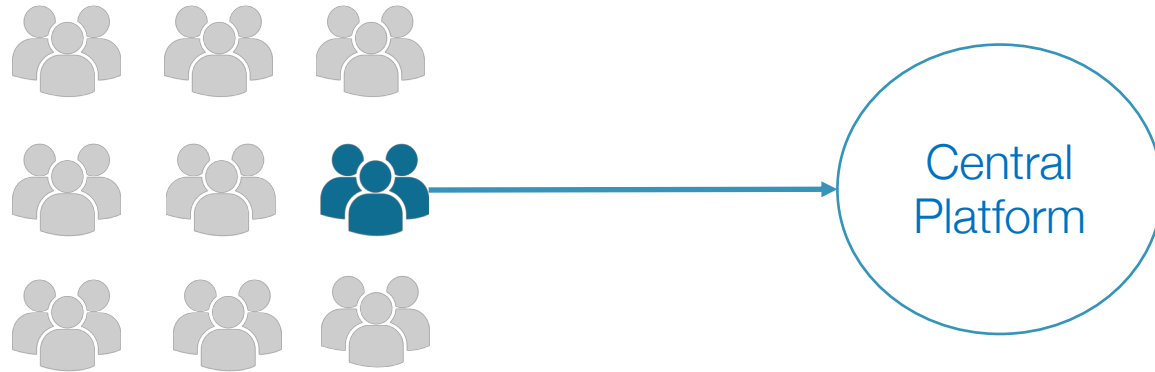


Traditional Solution 1 : Search Engines or Insight Engines

The issue : Team A only have access to Team A documents



Traditional Solution 2 : Ask employees to select and share on a central platform
The issue : Only 14% of employees systematically share on a dedicated platform



How to engage employees in KM?

We asked them.
Employees are looking for human to human interactions.



75 % of employees prefer to ask a colleague rather than searching on a platform

They don't know who to ask



83% of employees only share if it specifically helps someone in particular

They don't know who needs help

Elqano automatically connects employees with questions to employees with the right expertise / knowledge.





All enterprise information and knowledge available instantly.

1. An employee ask a question.



Jean: "Do we have marketing research on **vegan e-commerce** in **France**?"

2. Our algorithm automatically detects who has the answer, whatever their team.



Carla
Project manager on **food**



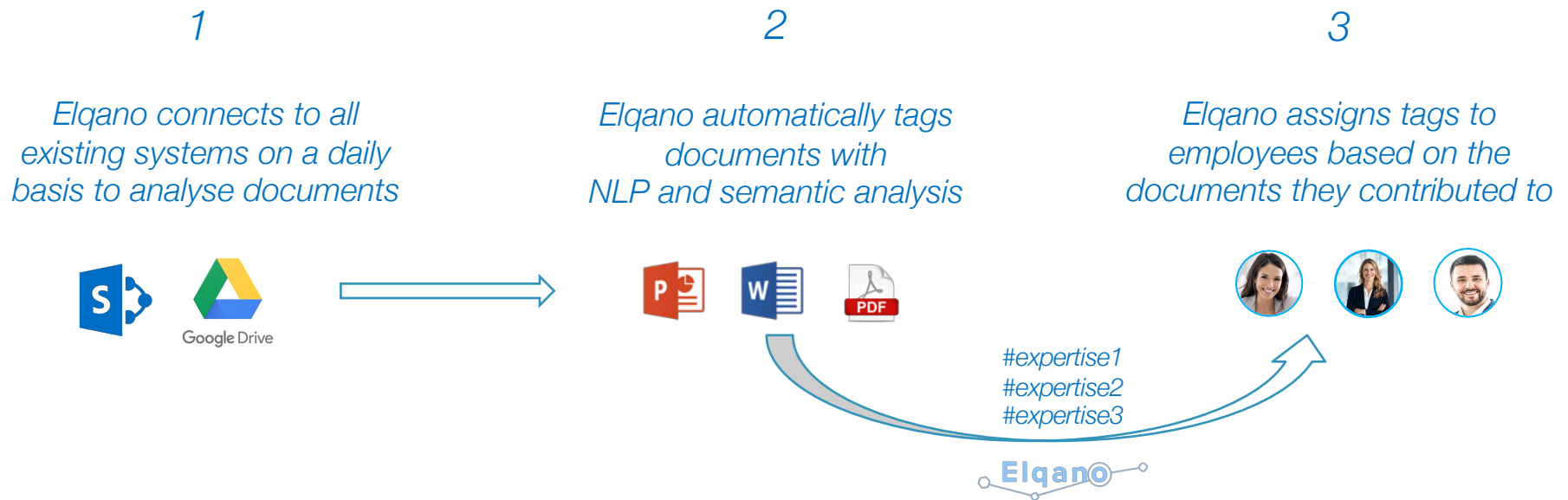
Marie
CMI on **e-commerce**



Brandon
Sales **France**

3. The bot sends the question to the right employees. Their answers are saved in a dedicated database.

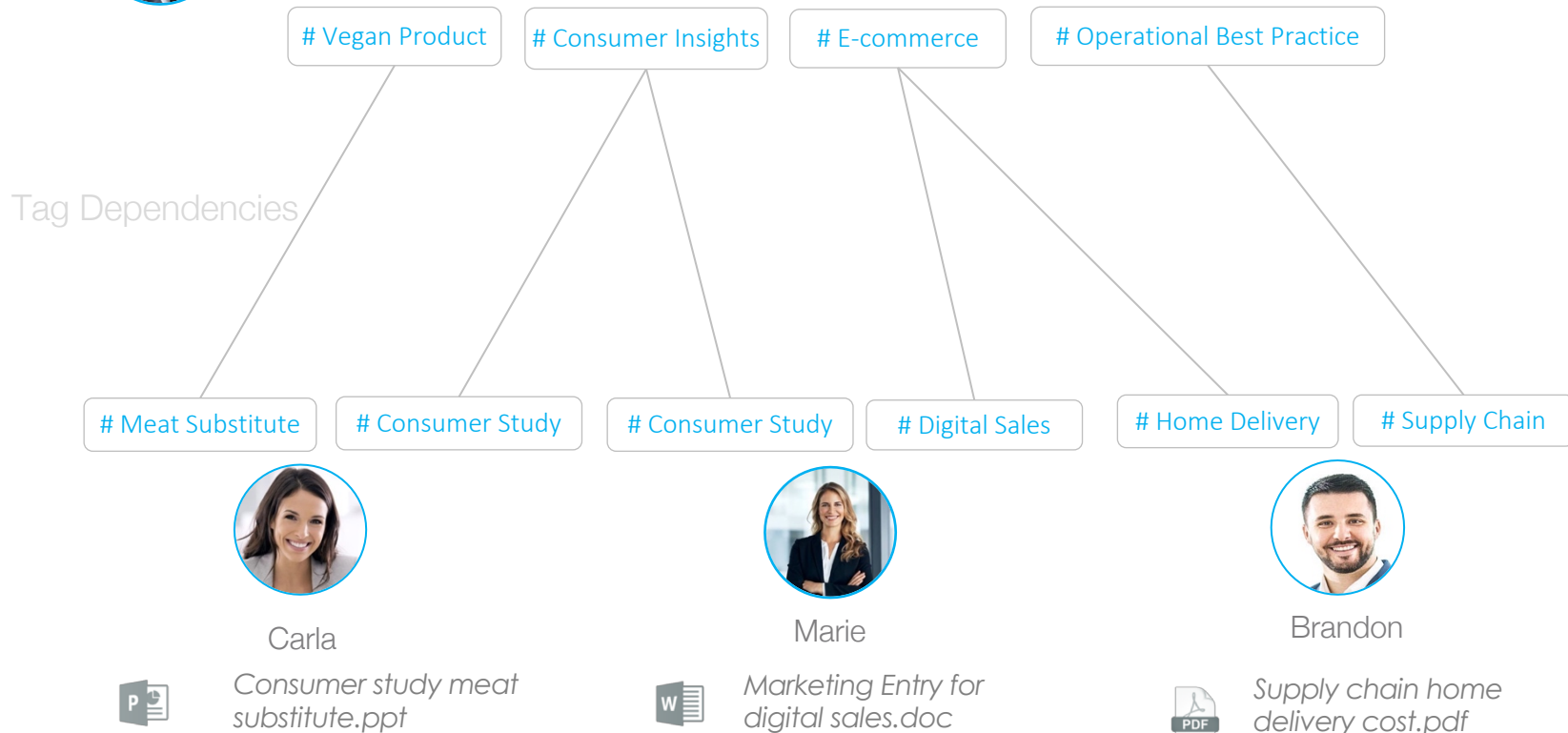
Elqano parses and analyses employees documents to know who worked on what.
They do not need to pro-actively update their profiles.



Elqano's algorithms connects questions to the right expertise instantly.

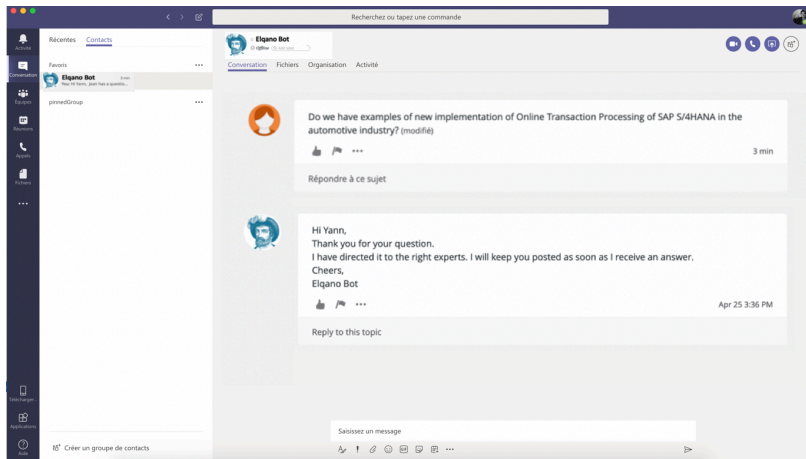


« I am starting a new project on e-commerce for vegan products, what should I know before starting? I am looking for consumer insights and OBP »

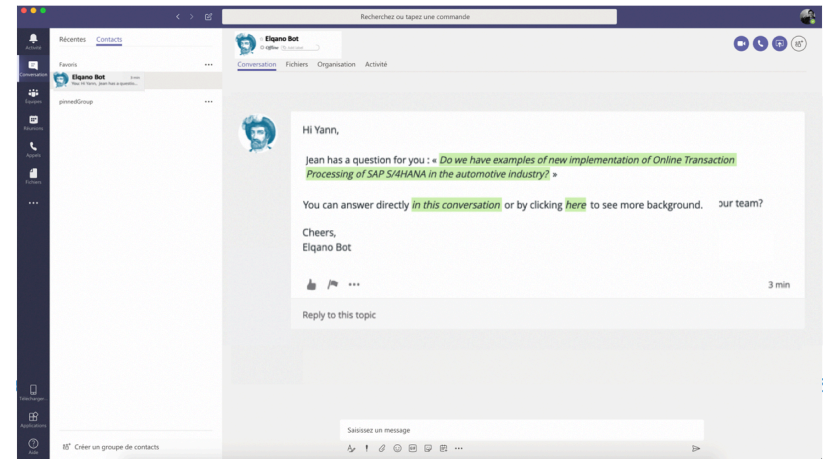


Interface : each employee has a « conversation » with Elqano bot.

Jean ask a question to the bot...



... who sends it to Yann.



➤ Jean saves time by accessing the right expertise instantly.

The expert is directed to the answer form.

The screenshot displays the Elqano platform interface. At the top, there is a search bar with the text "Search a question" and a magnifying glass icon. To the right of the search bar, there is a notification bell icon, a profile picture of a person named "Yann", and a button labeled "Ask a question".

The main content area shows a question titled "How can I improve the staffing strategy of a client in the oil industry to anticipate future ?". The question is posted by Alexis Bernard on March 21, 2019, at 17:07. Below the question, there is a "Comment" button.

A yellow banner indicates that the question is "Waiting for answer from Yann Echeverria" and includes an "Invite" button.

Below the banner, there is an answer by Romain Monin, dated March 22, 2019, at 16:35. The answer text discusses the importance of digital skills and capabilities in HR, mentioning that HR must develop in-house "translators" who understand both data and analytics and strategic HR capabilities like business and industry knowledge. The answer also mentions that the translator acts as a "product owner" when the company considers external people analytics and other digital solutions, ensuring that external teams focus on solving the problems that will create the most business value. Similarly, the translator works with internal business leaders to understand their needs and facilitates changes based on analytical insight.

Below the answer text, it says "1 shared document :" and provides a link to "The-future-of-HR-in-Oil-and-Gas-vf.pdf". There are also buttons for "0 votes" and "Comment".

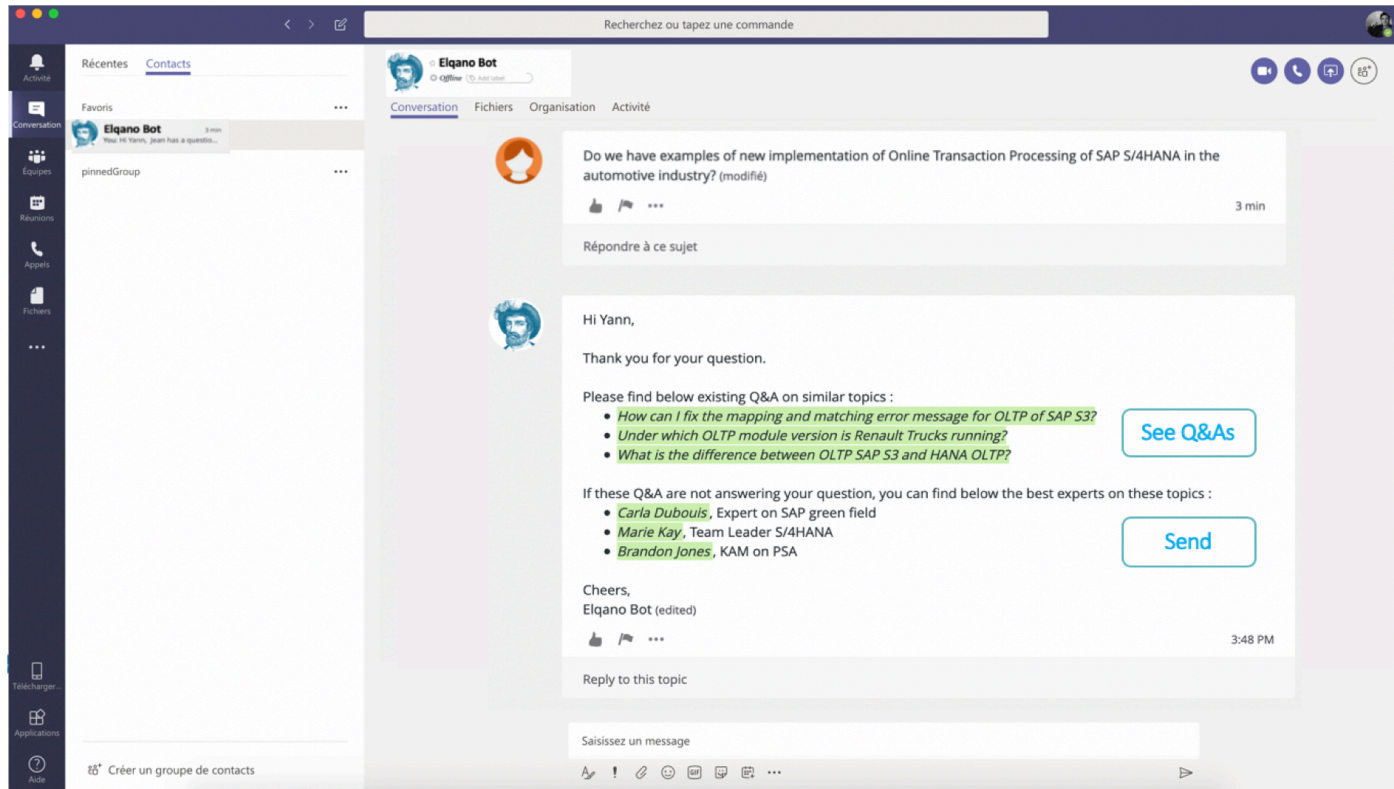
At the bottom, there is a section for "Yann Echeverria" dated September 26, 2019, at 12:26. This section contains a large empty text box for an answer. Below the text box, there is a heading "Select the document to attach to your answer" followed by a list of documents with checkboxes:

- ☐ HBR article - Porter - What is Strategy.pdf
- ☐ HBR - Porter - How Competitive Forces Shape Strategy.pdf
- ☐ HBR_LeadershipInsights.pdf
- ☐ HBR Article - Marketing Myopia - Wrong market understanding.pdf
- ☐ Extended-lean-toolkit-for-total-productivity-.pdf
- ☐ Trends-in-electric-vehicle-design.pdf

At the bottom of this section, there is a blue "Answer" button and a red note: "*Note: Your answer will be visible by all other users".

➤ *Yann feels responsible to answer to help one of his colleagues.*

Answers are saved. Employees can find existing Q&As before sending a new question.



➤ Experts save time by only having to answer to the same question once.

The resulting Q&A corpus can be analysed to spot opportunities and identify gaps.

[illegible]

Product summary

KM Challenge

Employees prefer to ask a colleague rather than searching on a platform

It is difficult to know who knows what

Employees only share if it specifically helps someone in particular

KM systems work in silos from other systems

Elqano Solution

Employees ask questions to find information

Elqano automatically detects the employees who have the answer

Employees answer to address the real need of a colleague

Integrate Elqano with existing systems (DMS or ChatBot)

Testimonial

1 000

Users

1 000 000

Docs. analysed

88%

accuracy

Source integration : Microsoft SharePoint

Interface integration : Microsoft Teams

"We worked with Elqano for 18 months and its smart interface provided great results in term of automatic tagging and employee engagement from day 1. Elqano team had supported us at every stage of the project, thus delivering a very strong reactivity, accountability and adaptability."

Head of Knowledge Management

BearingPoint®

Technology

Business Mapping



List customer specific tags
(product, processes, acronyms...) and tag relations

Semantic analysis



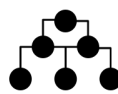
Identify trending tags and tag relations

Automated translations and synonyms



Of customer specific tags and trending tags

Customer Specific Taxonomy



Up to 50k tags,
synonyms, translations
and tag relations

Elqano Knowledge Engine



elastic

Proprietary tag
weighting & ML algorithm
with 15 parameters

88%

tag accuracy
above industry standards

REST API

Document sources



Where Knowledge finds People



Data safety is never put at risk by the implementation of Elqano.
Elqano can be installed and deployed in 2 weeks without effort from your IT team.



Documents stay
where they are
we only store
expertise mapping



Cloud or on-premise
different set up possible
to match security
requirements



Secured access
with Single Sign On



Reversible
data exportability

Elqano data security policy documentation is available on request.



the KM solution employees deserve ...

- They do not need to pro-actively update any new system
- They instantly access knowledge simply by asking a question
- They only receive questions they can answer
- Answers are saved and available for the rest of the organization
- They only have to answer to the same question once

... to drastically increase their engagement in knowledge sharing.



Where Knowledge finds People