




International Partner Community Call – Q3

Thursday 28th July

Agenda

1. Half-Year Results
2. Strategy & Direction
3. New Client Win
4. Assessment Updates
5. Sales & Marketing
6. Partner Bootcamp Series

New Awards Shortlist


 Saville Assessment, a WTW Company
8,837 followers
7h • 🌐

🏆 We are delighted to have been shortlisted for 'Talent Acquisition Partner of the Year' and 'L&D Supplier of the Year' at the 2022 **PERSONNEL TODAY Awards**.

> <http://ow.ly/8NPm50K5eWK> <


The nominations recognize our commitment to providing exceptional service to our clients and the continued innovation to our product portfolio. Click for more info!

#PTawards #TalentAcquisition #LearningAndDevelopment #HR #Awards



PERSONNEL TODAY AWARDS2022
Celebrating the best in HR

Saville Assessment Shortlisted in Two Categories at Personnel Today Awards
savilleassessment.com • 1 min read



PERSONNEL TODAY AWARDS2022
Celebrating the best in HR

Press Release • 2 minute read

Saville Assessment shortlisted in two categories at Personnel Today Awards

27th July 2022

Saville Assessment are delighted to have been shortlisted for **Talent Acquisition Partner of the Year** and **L&D Supplier of the Year** at the 2022 Personnel Today Awards.

The nominations recognize our commitment to providing exceptional service to our clients and the continued innovation to our product portfolio.

The *Talent Acquisition Partner of the Year* nomination acknowledged the mix-and-match approach to our assessment portfolio, as well as the configurable nature of our [Situational Judgment Tests](#), and how we operate closely alongside clients to provide a solution that works for them.

[Wave-i](#), our new end-to-end solution for strategically identifying and developing emerging talent and leaders, was recognized in the category of *L&D Supplier of the Year*, as well as our adaption to [Online Test User Training](#), continuing to meet the flexible working needs of our global client base.

New Appointments



- Mahamed Abdi Muhamed – Consultant Analyst
- Patrick Anderson – Software Engineer
- Lokesh Arikatla – Business Development Executive
- Carlee Gilbert – Consultant Analyst (October)
- Mosunmola Olaniyi – Software Tester (September)
- Mehak Kohli – Research Analyst (October)

Half-Year Performance

Graham

2022 Half Year Commercials

Overall on target
growth H1 2022

Overall 14%
Partner Growth
H1 2022

New Clients
increased for H1
2022

Trained Users
held for H1 2022

Strategy & Direction

“ Saville Assessment is a global provider of scientifically-rigorous online assessments for the selection & development of talent in the workplace”

Target

To achieve sustainable double-digit growth with industry-leading margins providing the confidence and resources to invest in the future.

SaaS Model

Single code base across all clients. A multi-tenanted system offering standard inputs with either standard or configurable outputs.

SaaS Provides space to innovate & grow with better scalability, profitability, availability, consistency and efficiency.

Efficiency In

- Client attraction, engagement and retention
- Project delivery, service & support
- Roll-out of product developments & enhancements
- Lifecycle from attraction to cash collection

Playing to win in Hire, Build & Lead



HIRE TALENT

1. Doing more with what we've got
2. Select in: enhancing user functionality
3. Screen out: reviewing, refining & repackaging



BUILD TALENT

1. High-volume development projects
2. Core & configurable consultancy workshops
3. Feedback projects - client expansion/BD tool



LEAD TALENT

1. Wave-i
2. Defaulting to combined reporting (LI Expert & Risk or LI Expert Selection Reports)
3. Leadership Testing Services/Impact3

New Client Wins & Projects

Client Update – New Win



- Large contract value across three years with scope to increase
- Collaboration across the business...
- Sales & Marketing: Sourcing the lead
- IT: Extensive security questionnaire compliance
- Finance: Contract & licensing
- IT & Integrations: New Integration & candidate experience enhancements
- R&D: New output – My Self powered by Wave (FS)
- Translations: My Self Report available in 15 new languages

Assessment Updates

Assessment Updates


Aptitude Practice Test Updates


Following feedback we are implementing some small changes to help make distinguish starting practice tests versus actual test across our aptitude tests.

- Changes to example test feedback in aptitude tests to signpost real test is starting (release date 8th August'22)
- Change of task button on candidate dashboard to better signpost practice test (release date 8th August'22)

Abstract Reasoning Aptitude

Status: Created

Completion Time:  16 minutes

Materials: 

[Practise](#)

[Start Assessment](#)

Assessment Updates

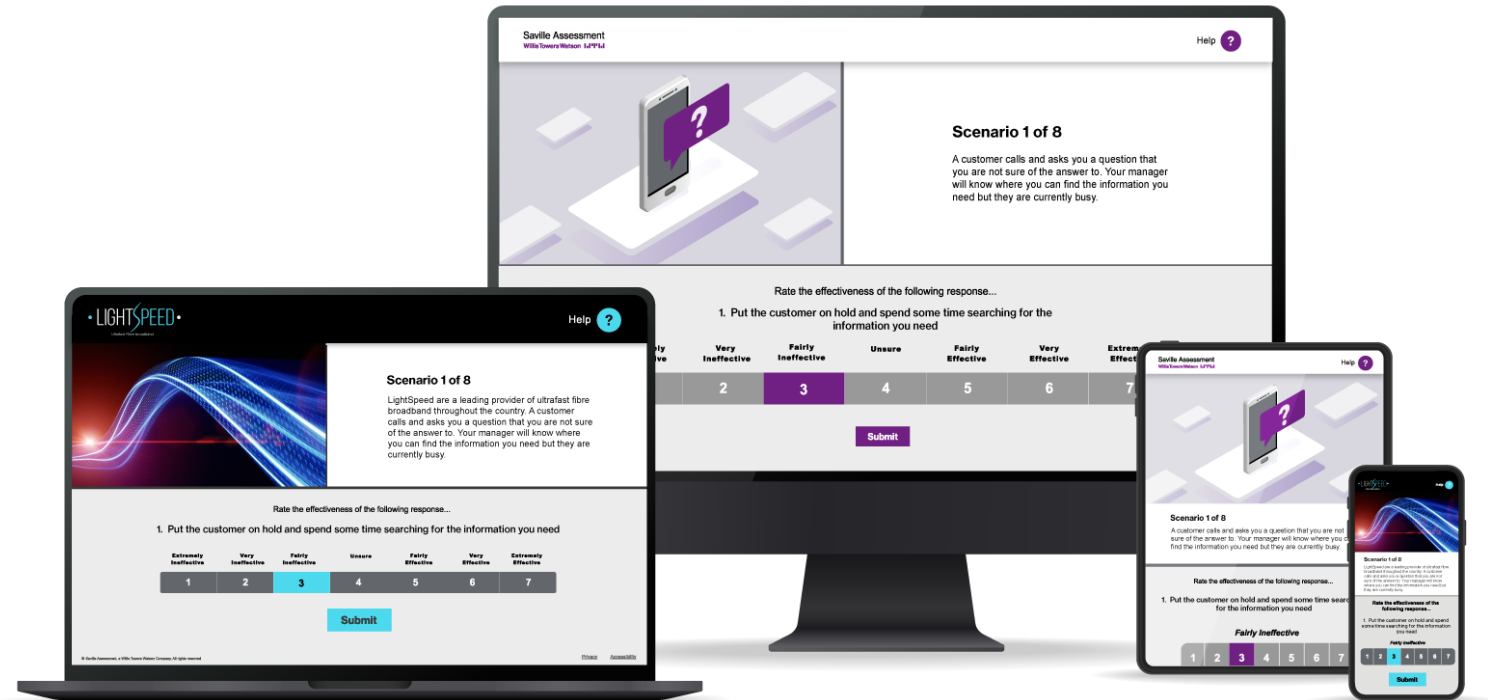
Situations

Customer Situations – available now, marketing content available from August

Retail Situations – available now for early adopter packages

Logistics Situations – available now for early adopter packages

Manager Situations – under development



Upcoming Sales & Marketing Activity

Marketing Campaigns for Q3 & Q4

Attraction & Retention

- EX Moments of Truth (July)
- Wave-i Launch (Sept)
- Building Values & Behaviors into EX (Oct)

Culture & Transformation

- Collaboration in a Hybrid World (Sept)
- Navigating M&A Successfully Across the Talent Cycle & Maximizing EX During M&A (Oct/Nov)
- Sales Effectiveness (Nov)

DEI/ESG

- DE&I Across the Talent Cycle (Aug)
- Neurodiversity & Assessment (Aug)
- The Sustainable Leader (Dec)

Q3 Price List Updates

- Wave-i
- 360 Development Report moved to Business User
- Team Development Workshop
- Navigating Change Workshop
- Leadership Risk Workshop
- Sales Effectiveness Workshop



Materials Update

