

THE JOURNEY

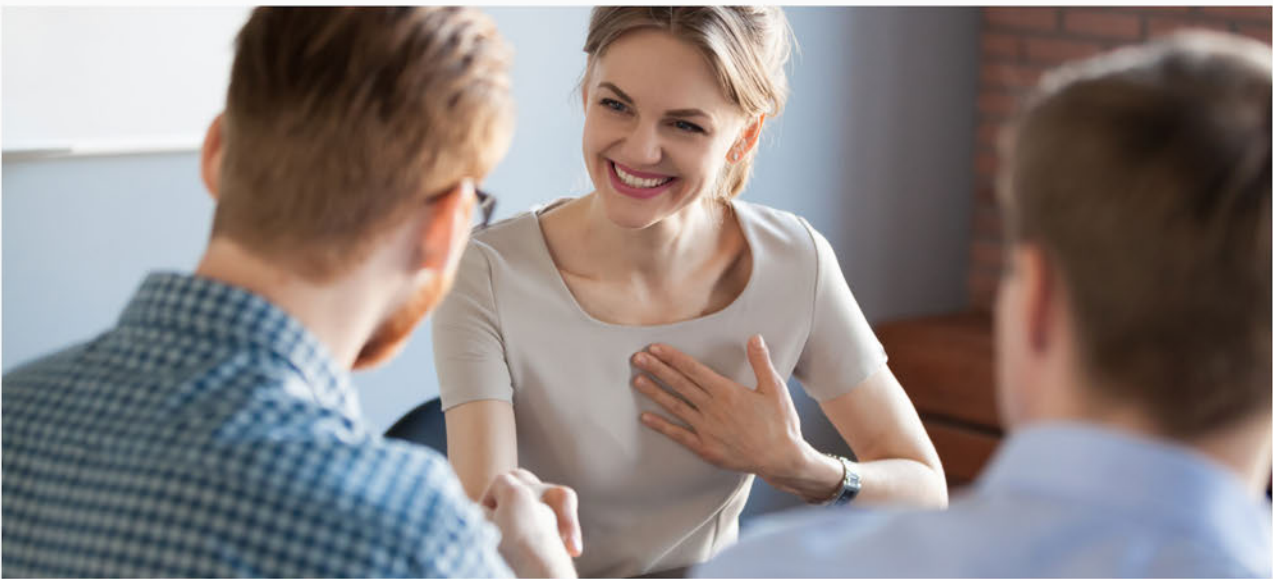
Business Proposal



THEJOURNEYAPPS.COM

THE BOREALIS HR TECH'S SOLUTION

THE JOURNEY



The Borealis HR-tech solution, The Journey, encompasses technical, primarily digital, software solutions that support the various stages of an employee's journey and related HR processes.

Borealis HR-tech solutions offer more than just an IT system; they also provide extensive organizational development and professional support. Without the latter, the use of any application can result in low efficiency when it comes to implementing necessary changes and driving development within a company.

In contrast to traditional enterprise management software, our web applications primarily focus on the modern, innovative side, measuring soft skills and fostering a feedback culture, commitment, and predicting turnover rates that significantly impact the achievement of corporate goals. All of this is achieved through user-friendly, focused, and beloved solutions tailored to specific areas.

WHY THE JOURNEY?

Employee Lifecycle Program



The Journey is a solution package for the employee's life journey - with professional, active professional support, development and training opportunities that support the organization if needed.

The product package consists of web applications that offer solutions to crucial moments in a company's operation, such as:

- Diagnostic tools,
- Connection & Cooperation
- Integration & Learning
- Performance & development

Therefore, it primarily focuses on the modern, innovative side, measuring soft skills (e.g., trust, attitude, behavior) and fostering a feedback culture that significantly impacts the achievement of corporate goals, commitment, and turnover prediction.



They simultaneously support the employee, the organizational unit, and the manager, thereby benefiting the entire company, from selection to onboarding, goal setting, 360-degree or performance evaluations, and real-time feedback at every significant step.

It helps leaders stay informed about the likelihood of achieving organizational goals and the emerging risk factors, thereby reducing costs and turnover.

The products are easily implementable and can be introduced individually or in combination. There is no installation required, and they can be instantly accessed with a single click on any device. They come pre-equipped with professional content and can be customized and used in a user-friendly manner.



RECOMMENDED DISTRIBUTOR MODEL



Potential distribution partners/Who we are looking to collaborate with:

We are seeking partnerships with companies that already have connections with SMEs



CONSULTANTS

Those who can themselves utilize the Borealis HR tech solutions in their operations.



HR-RELATED SOFTWARE DISTRIBUTORS



COMPLEMENTARY SOFTWARE DEVELOPERS



TARGET MARKET

The target market consists of small and medium-sized enterprises (SMEs) and multinational corporations who require a simple and cost-effective solution for HR tasks and employer branding support.

Our products have a multilanguage focus, making them suitable for both domestic and international market players.

ABOUT OUR COLLABORATION

We select our distribution partners through application and/or invitation based on predefined criteria, including matching a criterion checklist and conducting a personal or online interview.

Once the partners are selected, we initiate the collaboration after the contract signing.

Regular quality checks are conducted in relation to the sales activities.



ABOUT OUR TERMS/COMPENSATION:

01

Payment of **License Fee** by the distribution partner: Based on the pricing model, Borealis charges a license fee to the distribution partner.

02

Settlement based on sold user fees: Partners receive commission for each newly contracted customer based on headcount calculation.

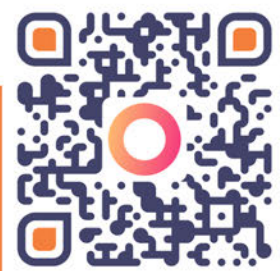
03

Annual marketing collaboration fee: After reaching a certain volume of sales, it will be credited towards the license fee.

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WHAT SUPPORT DO WE PROVIDE TO OUR DISTRIBUTORS?

THE JOURNEY



- Marketing materials
- Web interface
- Marketing communication toolkit
- Tutorials
- Training
- Latest updates
- Related materials
- Notifications about new features
- Training for using new features
- Sales KIT
- Sales Pitch

Get in touch with us!

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