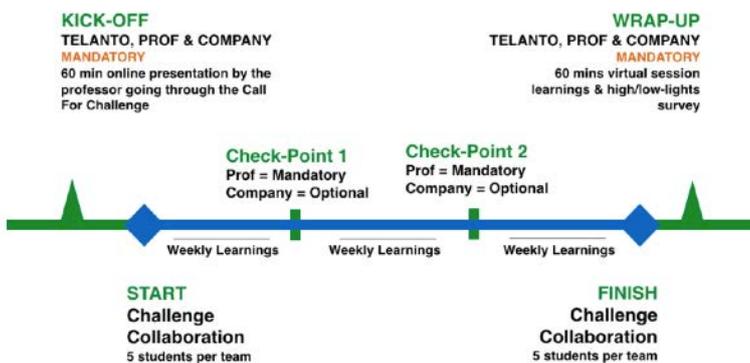




Challenge Coaching

- Our powerful challenge coaching methodology has been developed with more than thousands of challenges solved since 2015. We have collaborated and co-innovated with academic institutions and organizations to understand the complexity and dynamic environment challenge sponsors face when moving forward with academic collaborations.
- If you want to leverage TELANTO's Academic Business Network and want to deliver organisational goals quickly based on your corporate challenges - challenge coaching will help you embrace and master an ever growing opportunity to source innovation and talents right from your finger tip.
- Our certified challenge coaches will guide you through a proven Governance Model, making sure you and your team become fluid, efficient and effective.



Key Benefits

- **Learn the tips & tricks** from TELANTO's pioneering team
- **Enablement** to master digital university collaborations
- **Framing & Re-Framing of Challenges** Identification and definition of challenges in a complete, logic and academically attractive manner
- **Course Guidance and initial Logistics** Tap in the right courses and align expectations with the professor, while we manage the logistics around your challenge, course assignment and initial engagement with academic decision makers
- **Setup Governance Model Building** a challenge related governance model for the ongoing alignment with the academic staff
- **Establish Solid Procedure** with faculty members and student teams to ensure a fruitful collaboration over the course of the academic course

Challenge Coaching Packages

If you're planning to purchase challenge coaching on top of your subscription, we offer a variety of package to choose from. Here are some tips that make your decision a little easier.

Pack of 5

Includes 50 hours

You are deploying TELANTO with:

- 1 user
- 1-2 challenges

What does it entail?

- 100% challenge match
- Solution guarantee for 5 challenges
- Solution & Talent reviews
- TELANTO Certificate

Pack of 10

Includes 100 hours

You are deploying TELANTO with:

- 2 users
- 3-6 challenges

What does it entail?

- 100% challenge match
- Solution guarantee for 10 challenges
- Solution & Talent reviews
- TELANTO Certificate

Pack of 15

Includes 150 hours

You are deploying TELANTO as:

- a team of +5
- +7 challenges

What does it entail?

- 100% challenge match
- Solution guarantee for 15 challenges
- Solution & Talent reviews
- TELANTO Certificate

Corporate packs available on request

You want to enable your teams and/or organisation with TELANTO's Academic Business Cloud.



scope your challenges



prioritise your challenges



select your universities



collaborate with students



review your solutions



Jaume Rey - CEO NEXIONA: Challenge Coaching is an absolute “must have” if you want to accelerate to the full potential of what TELANTO has to offer.

Success Cases

High Street Banking Corp

Our client a well established retail bank entered a new way of banking for millennials. A mix of mobile banking and new branch concept attracting a very different type of clientele - targeting 16 to 28 years old. As a first-time TELANTO challenge sponsor they had a few related challenges at hand. Thanks to challenge coaching we helped translate challenge ideas into more concrete projects and set of sub-challenges or derivatives, which we jointly published to courses around the world. Call for challenges from courses such as Business Model Innovation, Consumer Behavior, Strategic Transformation, and MBA Consulting Capstones were evaluated and selected as ideal opportunities to work with groups of students. Guided scoping conversations with faculty members allowed our challenge sponsors to clearly articulate goals and objectives that fully matched the course syllabus, methodologies and skills profiles of the students. Within a few weeks multiple and simultaneous challenge collaborations in different academic institutions kicked-off - involving student teams from different degrees and geographies. A broad variety of faculty supervised solution proposals - in form of analysis, reports and prototypes, provided valuable feedback and net-new ideas that helped executives get fresh perspectives and identify incumbent talent.

High Tech Corp

Our client a multinational corporation with presences in 130 countries and 100.000 employees started its TELANTO journey with a significant number of machine learning challenges. Despite having globally distributed R&D facilities and competence centers in this domain it was clear that they were looking to extend their number of academic alliances alongside identifying innovative solutions and talent for potential hiring purposes. During weekly coaching sessions, we supported experienced executives to aggregate and articulate their challenges based on thorough analysis of upcoming courses in certain universities and available skills / competences. Our client received many more innovative and talent touch points thanks to a disciplined execution plan, based on our challenge coaching experiences.

Examples

Degree: **Master**
Course: **Computer Sciences**
Challenge: **Connected car apps**
Solution: **Use cases & functioning prototypes**

Degree: **MBA**
Course: **Business Model Innovation**
Challenge: **Freight & logistics**
Solution: **Foresight research on industry trends and future changes with suggestions for digital changed / new business models**

Degree: **Master**
Course: **Data Visualization**
Challenge: **Feature extraction and engineering in sportswear images**
Solution: **Externally generated data sets**

Degree: **Master**
Course: **HR Strategy & Organization Design**
Challenge: **Up-skilling and re-skilling of blue collar workers in the age of collaborative robots**
Solution: **Survey design incl. surveying target workforce with complete statistical analysis and final report**

Degree: **Bachelor & Master**
Course: **Consumer Behaviour**
Challenge: **Market Analysis & Entry Strategy**
Solution: **Solution proposals for six different European markets, with complete analysis and execution plan**



Our clients come from +25 countries

BASF
We create chemistry

SAP


CaixaBank

Shire

BAYER

Baxter

NOVARTIS




Schindler

syngenta

LAFARGA
yourcoppersolutions

NEXIONA
IoT CONNECTOCRATS

and collaborate with +500 universities