

# UPSKILLR

## Simulating Experience *Experiencing Careers*

**Our immersive simulation-based training is designed to prepare resources for a role as a Salesforce Administrator, Analyst, or Consultant.** By design our program teaches trainees on the #1 global business tool and software platform, while providing hands-on experience that bridges the technical and experience gap that plagues junior new-hires.


**THE BEST SALESFORCE ADMINS ARE GREAT BUSINESS ANALYSTS  
THE BEST BUSINESS ANALYSTS ARE GREAT SALESFORCE ADMINS**

 **120k** NEW DATA ADMIN JOBS BY 2032

 **20%**

COMBINED INCREASED DEMAND FOR ADMINS AND BUSINESS ANALYSTS IN THE NEXT 10 YEARS


### INTRODUCING SIMSKILLR BRIDGE TRAINING





"Their training seems to have provided them with an edge that goes beyond just knowledge! They possessed a kind of confidence and proficiency that can only come from real-world practice. They had a more refined approach, better problem-solving skills, and a deep understanding of Salesforce applications. They proved to be quite effective at deploying Salesforce solutions that not only meet our technical requirements but also aligned with our business goals."

- Brad, Salesforce  
Delivery Manager

### HOW IT WORKS

 SimSkillr Trainees begin training as early as possible in their new roles as an Admin or Business Analyst. Half their day (Apprx 4 hrs / day, 4 days / wk) is spent within our Experience Architecture, with the rest of the day spent being onboarded by their employer.

 Over 3 months, trainees will work with their dedicated coach to navigate up to 3 simulated projects to develop requirements, technical solutions, and documentation. Additionally, all trainee project work is reportable to management, just as it would be in the real world, offering real-time feedback opportunities.

 Upon completion of the program, trainees will have not only been trained on both Data Administration and Business Analyst roles, they will be well versed in the best practices expected from both. Discovery, Design, Test, and Deployments will become second nature activities inside of an Agile framework.

[whyupskillr.com](http://whyupskillr.com)

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## Experience Architecture: An Explainer

Our Immersive **Experience Architecture** offers a unique blend of simulated real-world business experiences with AI-powered tools and live coaching from seasoned Coaches. **Our approach partners a deep technical exposure to the Salesforce Platform** with a detailed exposure to various business models and client types so that participants come out not only solid Salesforce Administrators, AND Business Analysts but true, experienced Practitioners.

**ACTIVE PARTICIPATION MEANS ACTIVE LEARNING – NOT SELF PACED**



ROUGHLY THE AMOUNT OF TIME SPENT IN SIMULATED PROJECT WORK

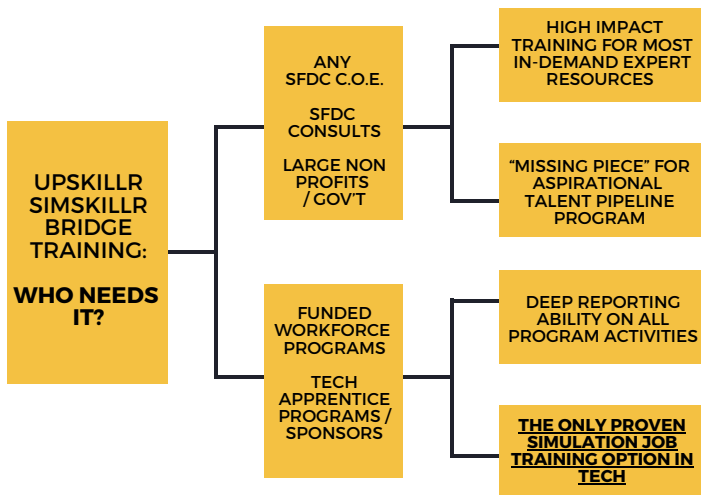
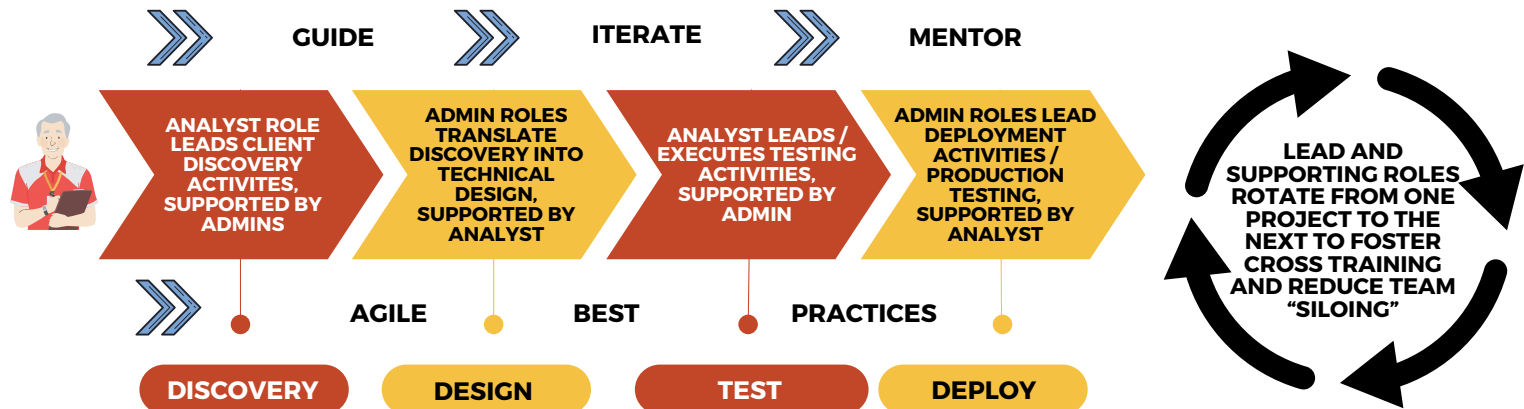


ROUGHLY THE AMOUNT OF TIME SPENT IN TRADITIONAL INSTRUCTION



PROJECT SCENARIOS ARE NEARLY INFINITE AND ARE CUSTOMIZABLE TO YOUR TEAM NEEDS

### SAMPLE COACHING & PROJECT STRUCTURE



"I assumed that the [Upskillr] apprenticeship would be exclusively technical. I was not anticipating that we would be learning business topics and soft skills. I realized this was in order to create a well rounded professional with potential to grow."



- Thomas H, Salesforce Analyst

# SimSkillr Bridge ROI: An Explainer for Salesforce COEs

Our SimSkillr Bridge Training allows organizations of all stripes to **deeply invest** in Junior Salesforce Talent without diverting internal team resources, and **realizing a higher, faster ROI**. Our 160 hour, 3 month program will bridge the gaps hiring managers struggle with so new Salesforce Business Analysts and Admins **integrate seamlessly** with a team's best practices and project roles.

"... cost savings and benefits of effective onboarding can be substantial, with estimates indicating an ROI of over 100%. This means that every dollar invested in effective onboarding and development programs can return more than a dollar in savings and increased revenue over time" - The Society of Human Resource Management (SHRM)



ROUGHLY THE AMOUNT OF TIME SPENT IN SIMULATED PROJECT WORK



ROUGHLY THE AMOUNT OF TIME SPENT IN TRADITIONAL INSTRUCTION

## ONBOARDING, TRAINING, AND MENTORING: ADDRESSING PAIN POINTS



**I see a focus on Admins and Business Analysts - can other roles benefit from this training?**



Absolutely! Because of the cross-functional / cross training nature, roles like Sales Engineers, PMs, and even developers can benefit from this program.

**Even Developers?**

EVEN developers - particularly Junior. Why? To reinforce the best practice of no/low-code solutions before resorting to Apex.

**We don't use Salesforce, but we do have a similar product - could we use this?**

Yes! Best practices among teams that support internal users with Agile approaches are universal, not exclusive to Salesforce only.

**How much does all this cost?**

The 160 (up 200) hour SimSkillr Bridge Training is \$12,000 per seat, and we do recommend at least 2 seats in order to build on the team element. That said, because of its customizable nature, costs can be reduced with more accelerated, shorter programs