KochaSoft

Your Azure-Based LMS App Development Experts

KochaSoft™

Microsoft
Gold Partner

What We Do

- We've partnered with Microsoft in the training space for the last 4+ years

- We have delivered in person/online SAP on Azure workshops to several thousand participants

- Developed an instructor led virtual bootcamp focusing on how to build out SAP on Azure environments

- Became indispensable to Microsoft by developing a series of hands-on labs to simulate deployment of Azure resources to support SAP Environments

- Developed a new virtual Learning Management System to continue to deliver classes, post-COVID

Some of our Microsoft Customers

USA and Canada

Asia		Latin America

Our Presence

🏢 **Headquarters:**

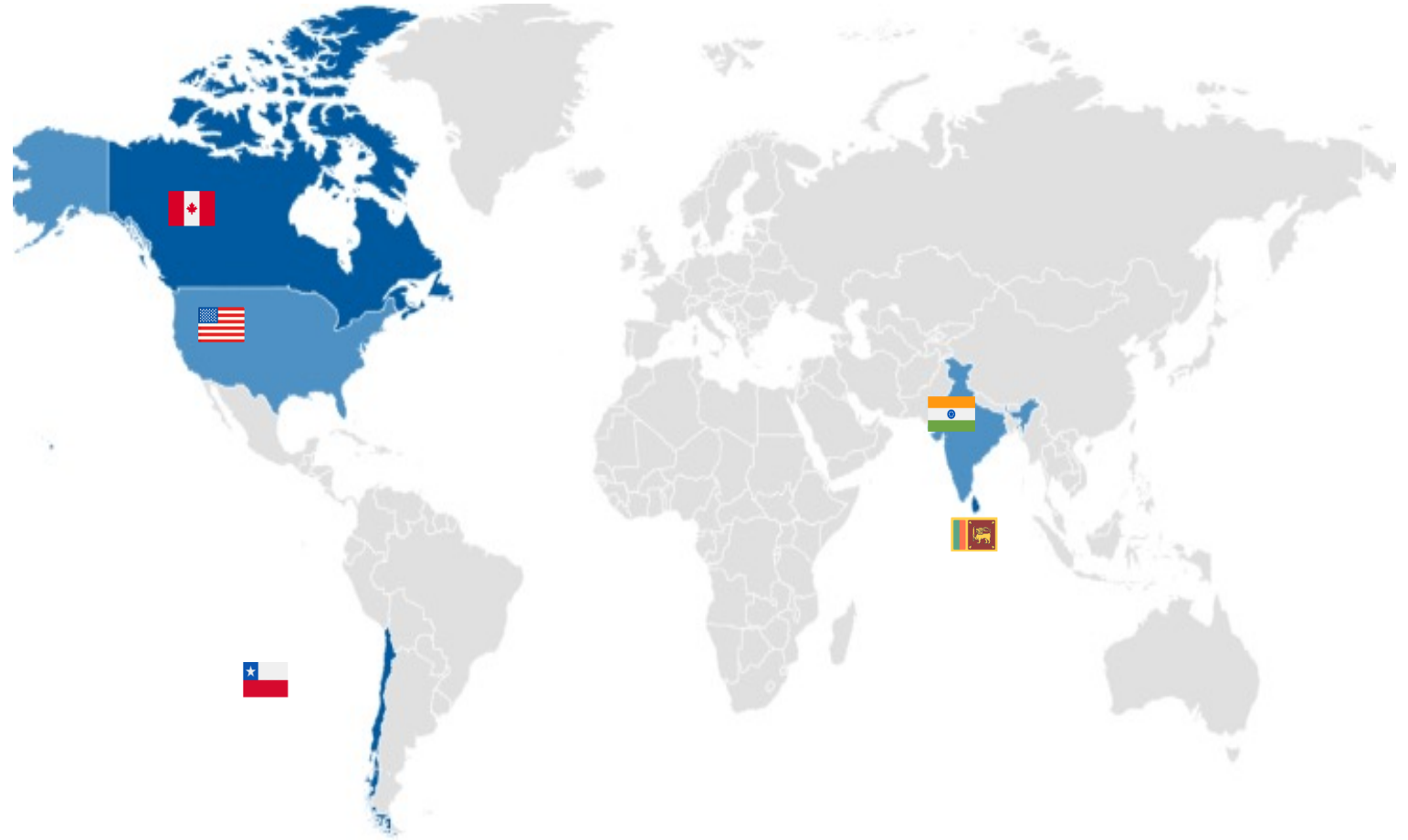Toronto, Ontario (Canada)

🌐 **Global Training Delivery Locations:**

Santiago, Chile
Jaffna/Colombo, Sri Lanka
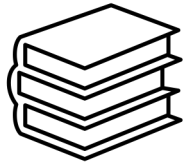Montreal, Quebec (Canada)*

🖥 **Employees:**

80+ Employees worldwide

KochaSoft™

Microsoft Gold Partner

Our Deep History of Working With Microsoft

Content Development Collaboration

- Co-developed AZ-120 Certification for SAP on Azure
- Developing an SAP on Azure practice guide for Microsoft to be published

Authority & Key Partnerships

- Part of the SAP on Azure architect review board
- Microsoft Gold Partner, Preferred Supplier, Co Seller and SAP on Azure Enablement partner

SAP on Azure Education Evangelist

- Delivered over 100 SAP on Azure bootcamps around the globe
- Published the SAP on Azure Partner Playbook

KochaSoft™

Microsoft
Gold Partner

Key Competencies

Why KochaSoft has the perfect mix of competencies to build a digital platform to educate Microsoft customers.

Cloud Platform
Gold Partner in Cloud with proven track record of creating Azure consumption for Microsoft as an SAP on Azure specialist.

Training Partner
Microsoft Learning and training partner for the last year.

Application Development
Silver Partner as an Application Builder with a team of 20+ Azure certified developers.

KochaSoft™

Why Us?

- **We can better accommodate student feedback:** As Microsoft trainers for 4+ years, students always ask for a way to access the material to take home or on-demand

- **We understand your students and customers:** Give your customers what they want and give them a way to access the material they found valuable through their favorite Microsoft tools

- **We have experience working with your customers (GSIs):** Work with the largest GSIs to run training programs; they find value in what we teach

KochaSoft™

Our LMS Differentiators

What *differentiates* our learning platform is that it is *custom-built for this exact function: corporate training for IT professionals in the cloud*.

Integrates With Microsoft Platforms

Our applications boast...
- Customizable API
- 24/7 Support Team
- Single-Sign on functionality with Microsoft Teams and other key communication platforms
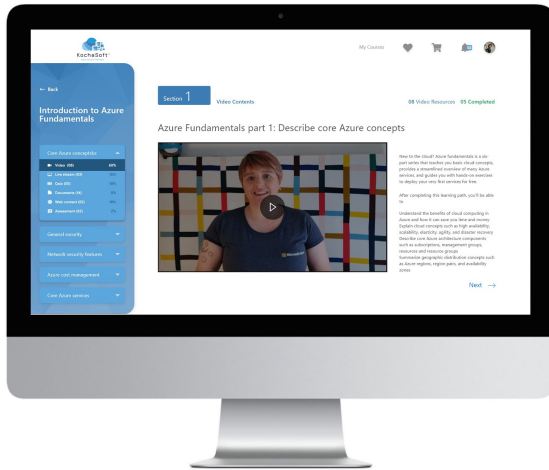
Built by Your Preferred Microsoft Training Partners

- Work with one vendor, one team for both software and content delivery
- KochaSoft has a tried and true working relationship with Microsoft on training for the past four years
- Our team also has 20 Azure certified developers on staff that built this platform
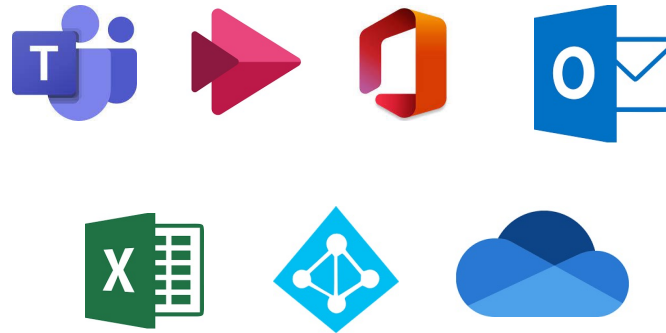
Built for Corporate Cloud Training

- Your customers can enjoy the most interactive class experience they've ever had
- Microsoft classes will then, continue to command a big piece of the HR/earning & Development budget

KochaSoft™

Microsoft
Gold Partner

Our LMS Uses Cases For Microsoft

Application 1: Labs on Demand In LMS

Platform is designed to store of Microsoft's critical modules

Application 2: Integrates with Microsoft apps

Students can export data in Excel and store files in OneDrive.

Application 3: Virtual Classroom

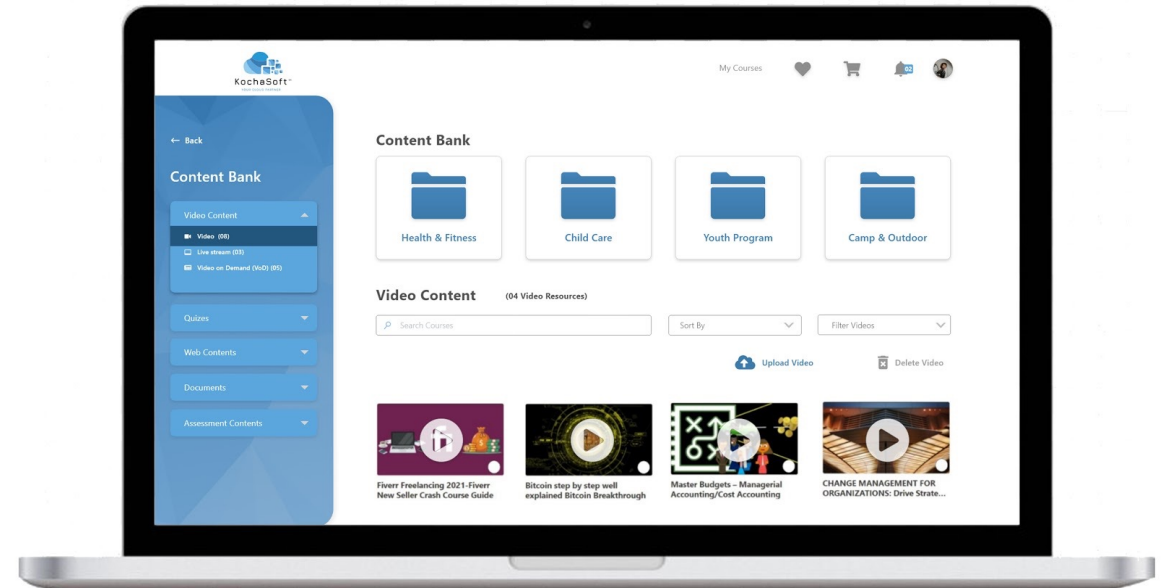Native integration with Stream. Deliver case studies in video format.

Additional Customizable On-Demand Features

Here's how we build a phased pathway towards better Microsoft Azure education.
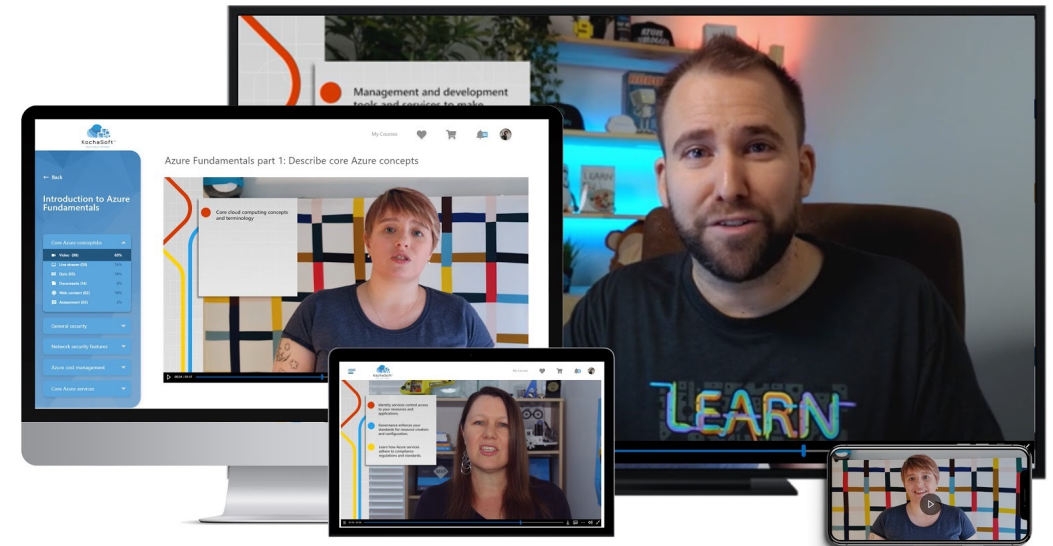
Phase 1: On-Demand Content Bank

- **Video on Demand (VoD):** Upload pre recorded video content to the content bank.

- **Access on their own time:** Videos are stored in the Azure cloud, and students can take the labs "to go"

- **Types of content:** Video on Demand (VoD), Live streaming video, Video conference, exams and quizzes

- **Live streaming:** Users will be able to schedule live streams in the system. The schedule can be customized by a staff member with the necessary permissions
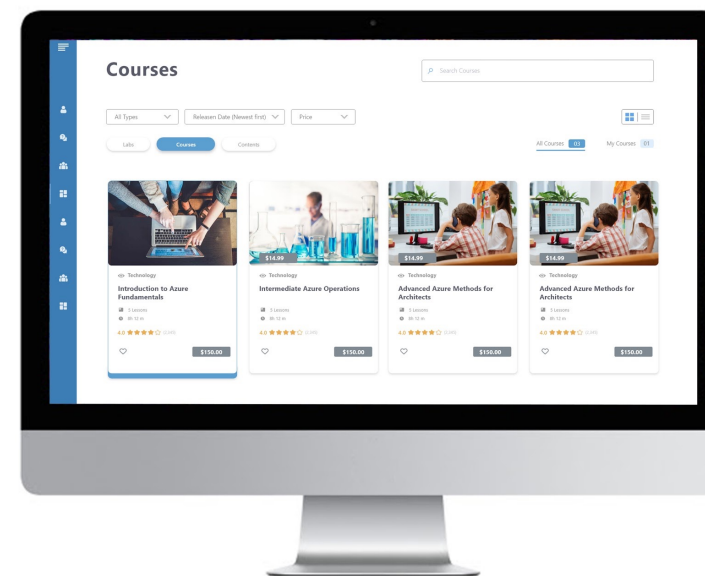
Phase 2: Progress Towards Certifications

- **Individual progress tracker:** In the student portal, any student enrolled in a course would be able to track their course progress in the actual course itself. This would provide visibility to the user on his/her progress in the course.

- **Progress towards Microsoft Certifications**: The system supports the generation of digital certificates based on templates which can be created and maintained via the staff portal for key Microsoft certifications such as AZ-120.

- **Industry-based labs**: Tailor your labs to key verticals to deliver the absolute most targeted content to the right students.

- **Pre-assessment of IT students:** "Onboarding process" for students to tell us where they are at and tailor courses to them

Phase 3: Tailored Course Discovery

- **Self-learning for Azure students through discovery:** The user would be able to filter the courses based on a set learning path
- **Personalized Recommendations:** Engine could use user data to provide tailored course recommendations
- **Get Extra Course Support:** Platform integrates with Microsoft Teams to allow for students to follow up, if required with course instructor based on lab work
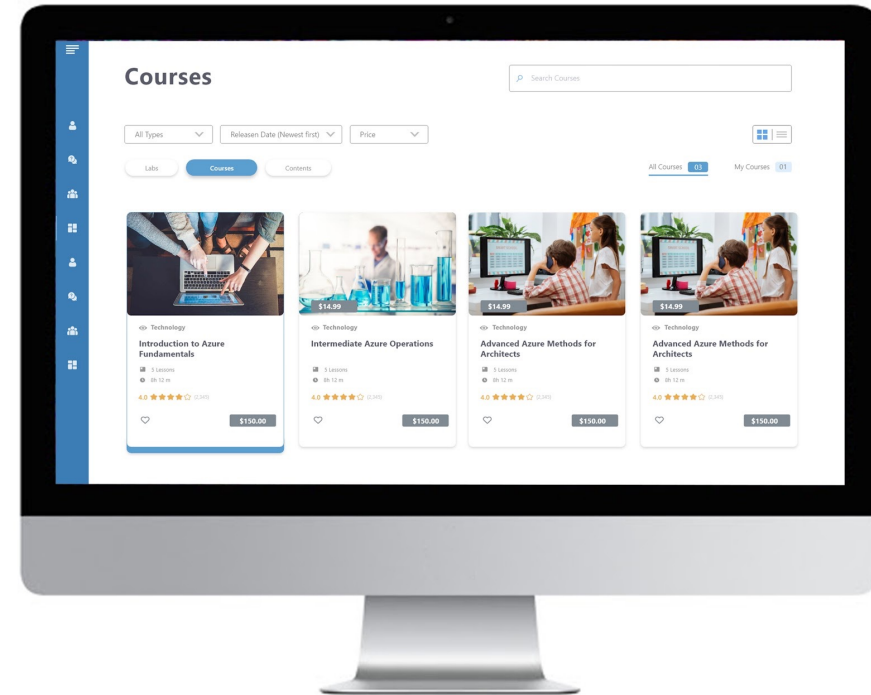

For Microsoft & Course Management: Staff Portal

- **Course creation and configuration**: Users with the necessary privileges to create courses in the system will be able to access this feature.
- **Content bank for all Microsoft learning products**: In order to allow reusability of content, a 'content bank' will be available in the staff portal to re-use for labs

Customizable Features

- **Student Analytics and Curated Learning Paths:** Students who take a bootcamp could be recommended more relevant courses that lead into a set learning path

- **Dashboards:** We even used PowerBI and Analytics to build dashboards for our other clients to better understand who their students are, what they're interested in, etc.

- **Progress Bars:** We can program in progress bars based on your key programs and drive certification rates up

- **Webinars:** Able to do educational webinars to do shorter 1-hour engagements

Our Product: Corporate Learning Management Platform

KochaSoft's background is in corporate training for some of the world's largest companies, GSI's and systems integrators.

Our most recent application of this platform helped **IBM achieve 86% of their certification target.**

How We Did It

- **Interactive and engaging:** Using gamification, webinars and seminars to achieve superior engagement
- **History of working with Microsoft:** Deliver more engaging and thoughtful labs with live streaming and VoD content for the likes of IBM
- **Custom, Functional Journeys:** We keep bootcamp attendees supported with journeys to get certification

We're A Microsoft Partner That Provides SAP on Azure Training For...

Capgemini   DXC.technology   IBM   Deloitte.   Hitachi Vantara   accenture

KochaSoft™

Microsoft Gold Partner

Customer Success Story: YMCA Canada Learning Platform

For YMCAs of Québec, COVID-19 has had an enormous impact on how to deliver either language, classroom or group physical activity classes.

With the intention of continuing to offer communities alternative solutions to in-centre classes, the YMCAs of Québec responded to this demand by working with KochaSoft to develop a customized LMS solution.

Since then, this project scope is expanding into YMCA Toronto and Vancouver.

KochaSoft™

Microsoft Gold Partner