



# Motive.io

Your **trusted VR partner.**



Motive is an enterprise **XR Management System**.

It gives learning teams all of the tools they need to create, distribute, conduct, and track immersive training and applications **at scale**.



When you use the Motive XR Management System, immersive training will be a **seamless part of your training strategy.**

In as little as 8 weeks, you will have custom VR training content ready for your learners **available through your LMS.**



The Motive XR Management System includes:

- Content creation
- Content distribution
- Data collection and analytics
- Conversational AI
- Multiplayer capabilities

# Content Creation with Storyflow

Storyflow is a no-code authoring tool that can be used by learning professionals to create VR training scenarios. Storyflow lets you create almost any kind of scenario--from simple, linear experiences that teach a new procedure to open ended, randomized simulations that test a learner's ability to handle complex situations.



Sf



# Content Distribution with Launch

Once a set of scenarios has been authored in Storyflow, you can take a snapshot of your content and upload it to Launch for wide scale deployment. Launch handles SSO and integration with IT systems like an LMS. Launch can deploy content via SCORM natively without having to update your LMS with plugins or other changes.

La



LAUNCH EXPERIENCE

A	B	C	D	E	F
7	8	9			
4	5	6			
1	2	3			
Clear	0	Back			

Enter Shortcode...

Submit

# Data Collection and Analytics with Insights

Motive apps generate data as learners engage with a training scenario. This includes:

- Assessments and scenario results
- Gaze and movement data
- Learner interactions in the scene: what did they touch, pick up, use, etc.

Insights provides a dashboard that shows these data for each session, and aggregate data over multiple sessions and scenarios. It also has an API that lets companies query and process the data using any BI system of their choosing.

In



## Feature Highlight

## Conversational AI for Soft Skills

Learners can use natural language to interact with an experience. They can practice conversational skills in any kind of training scenario using natural language--no need to recite answers from a list.



Powered by  
**Motive.io**

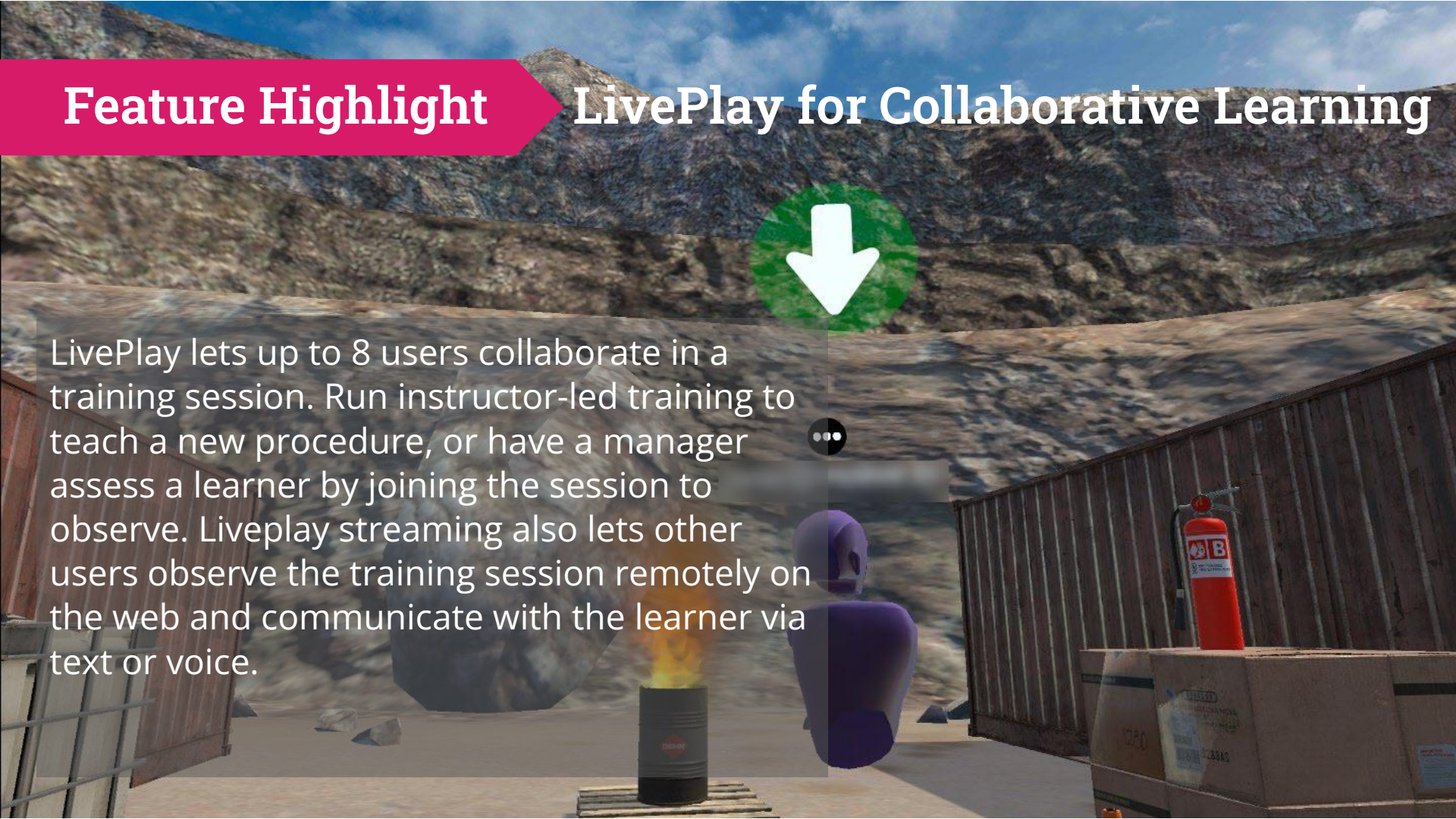
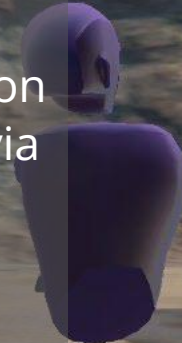


## Feature Highlight

## LivePlay for Collaborative Learning



LivePlay lets up to 8 users collaborate in a training session. Run instructor-led training to teach a new procedure, or have a manager assess a learner by joining the session to observe. Liveplay streaming also lets other users observe the training session remotely on the web and communicate with the learner via text or voice.



## Case Study: Site Safety Hazard Identification

**Project** | VR training is being used to help identify hazards on the mine site in a safe and controlled way. In the scenario, miners were required to identify the top 10 mine site hazards. The simulation involved the learner exploring hazards around the rock crusher, unguided. The learner must identify hazards and respond to a rock fall hazard and an electrical hazard.

**Outcome** | Dangerous or costly scenarios effectively simulated. The learner can experience hazards in an environment that poses no physical threat.

Learn More | [MSHA Training](#)



Immediately after training

**30%**

Increased retention compared to traditional training

Of all MSHA participant

**90%**

Preferred VR over traditional training methods

31+ days after training

**86%**

Increased retention compared to **11%** after traditional training

## Customer Highlight: Chevron

Chevron has seen the value that VR can bring to their organization, both for collaboration and connection and upskilling and training their workforce. They needed a platform that would allow them to deploy VR training and other XR applications at scale. They were looking for a solution that would allow them to manage their own instance, protect employee data and have their in-house professionals create the content.

**Outcome |** After a very successful trial, Motive came out as the perfect platform to suit their needs. They now have a self hosted Motive instance running that is being used to create training and experiences for employees across the globe. They are seeing extensive cost and time savings.



**Cost Savings** realized for **ONE live-training module (LOTO) replaced by VR:**

**\$32,000,000**

**Time to produce training modules**  
**From 6 months down to 8 weeks**

A time reduction of **66%**



# FAQs about Working With Motive

# Where do the assets come from?

**Option 1:** Our 3D team can create and configure a custom **environment** for you with all of the assets you need. This is a one-time cost and all of the assets are reusable

**Option 2:** Your team of Unity/3D devs can create and configure **the assets** and environment using our SDK

**Option 3:** You can purchase **ready-to-use assets** from our growing library of environments and props.

# How do we create the training scenarios?

**Option 1: Our services team** can work with you and your SMEs to plan, storyboard and author the training. Often, after an initial scenario is created, teams are able to take on additional authoring and content changes themselves.

**Option 2: Your L&D Team gets upskilled on Storyflow** and authors training in the configured environment.



# Pricing

# Motive Platform Pricing



## Annual Licensing

*paid annually*

Monthly Active User (minimum 50)\* - \$12 *per month*

Premium add-ons - LivePlay Multi-user or  
Conversational AI

\$4 each *per month per MAU*

Overflow Users\*\* - \$15 each

Authoring licenses (optional)

\$3,650 *per author per year*



## Hosting Options

*paid annually*

Motive Shared Cloud (no additional cost)

Motive-Managed Private Cloud - \$55,000/year *plus*  
Monthly Active Learner fees (minimum 500)

Self Hosted - \$89,900/year (includes 500 MAU)

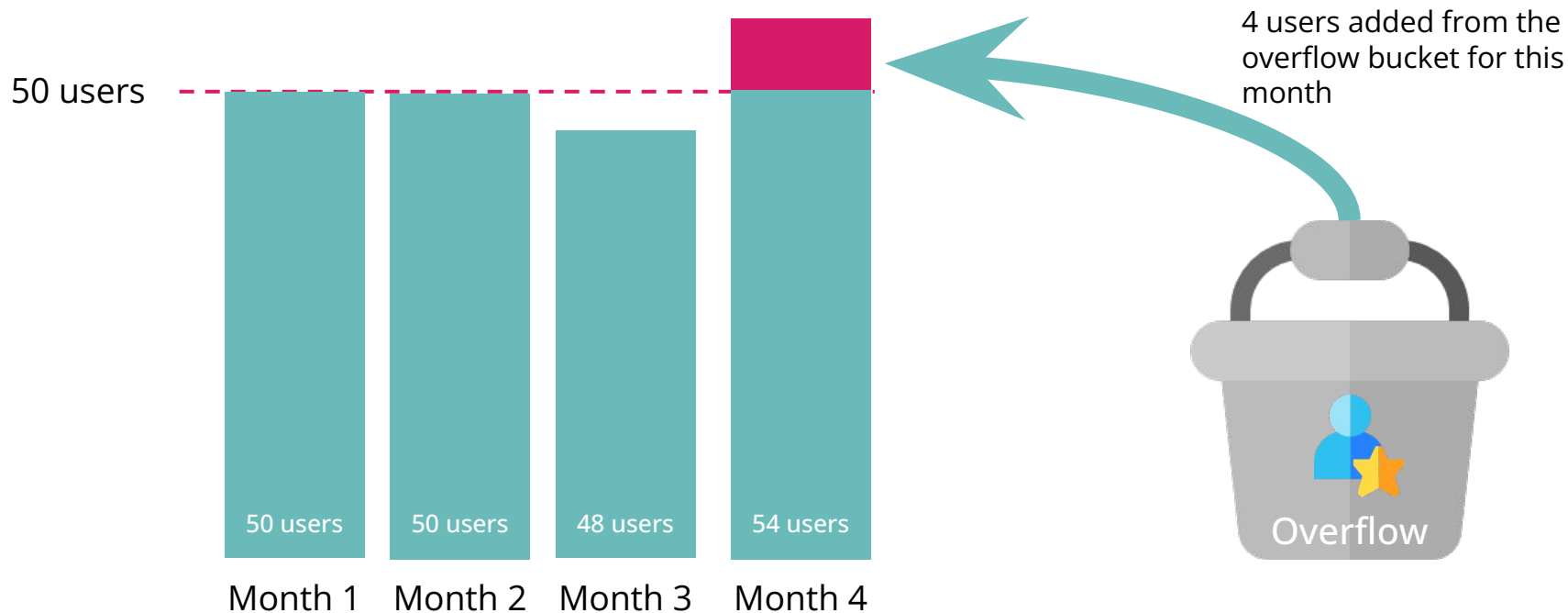


\***Monthly Active User:** User who logs in a completes training at least one time in a month. \*\***Overflow users:** Explained on the next slide



# \*\*Overflow Users

*For months you exceed your MAU limit*



# Motive Pilot Pricing

A basic pilot project includes:

- One basic environment with interactive equipment
- One basic guided scenario (up to 15 procedural steps or conversational interactions)
- One year of licensing for up to 50 monthly active users
- One year of access to Storyflow for one author

**Price for year one: starts at \$55,590 (includes basic licensing)**

**After year one, recurring annual license price: starts at \$10,790**

(basic platform license for up to 50 active learners and one Storyflow author)

# Motive 3D Development Services

## 3D ENVIRONMENT

*Non-interactable*

A 3D digital setting that appears as the background. It is the room where the scenario will take place.



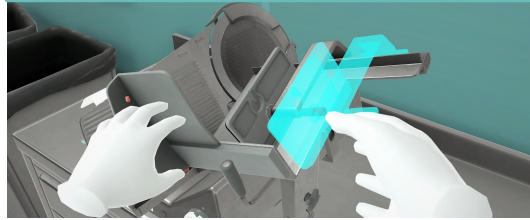
Starts at **\$16,600**

*Price subject to change based on complexity  
(number of rooms, level of detail)*

## 3D ASSETS

*Interactable*

A 3D digital representation of an object that will be interacted with to complete the training scenario



Starts at **\$500** for simple tools up to **\$20K+** For highly complex equipment

## CHARACTERS

Characters or non-player characters (NPCs) that are a part of the scenario.



**\$4860** per character

*Includes standard seated and standing conversational animations. Custom animations are subject to an additional cost. Voice acting not included*