

# Albert

The future of your workforce starts now

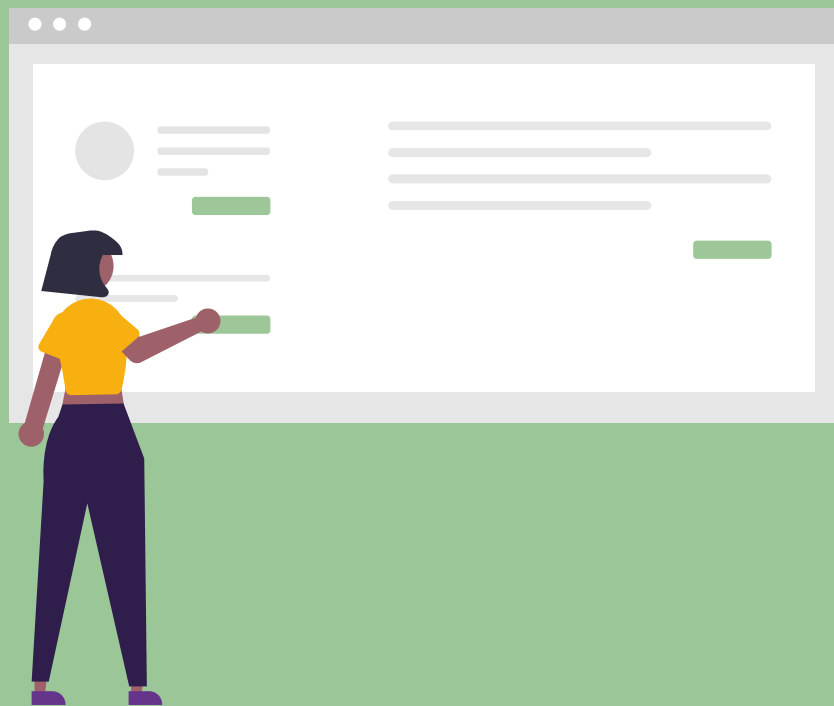
## INTRODUCTION

21.01.22

## ALBERT AT A GLANCE

- Identity: SaaS B2B software company
- Customers: Enterprise & mid-market globally
- Product: People Intelligence solution (Demographics, Strategic Workforce Planning, Right-Sizing)
- Team: 6 (1 CEO, 1 CPO, 1 CTO, 1 CSM, 2 Devs)





## 01 Product

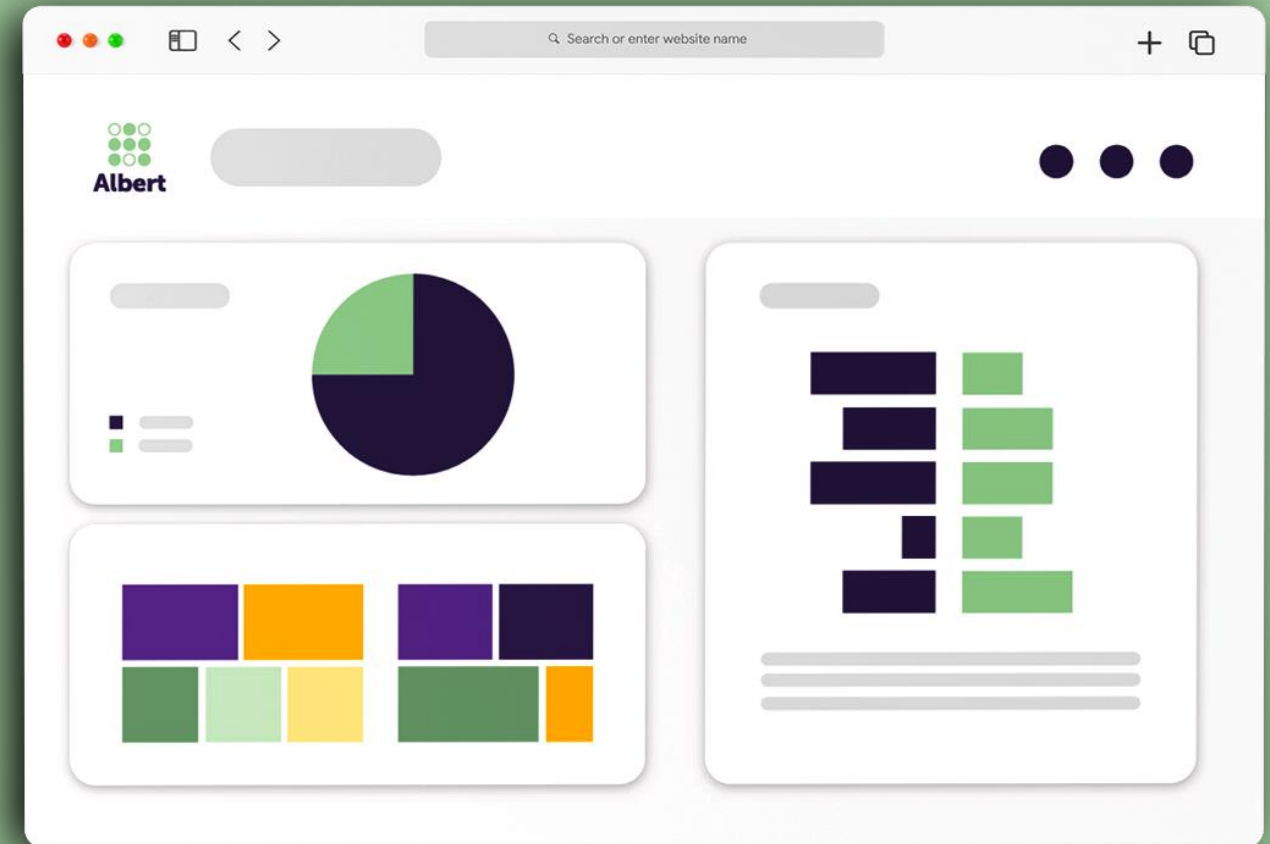
- What is Albert?
- Albert's benefits
- Use cases

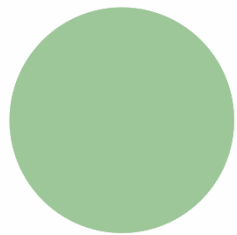


## What is Albert?

Albert is the only People Intelligence solution made for Business performance

Albert is a SaaS that helps organizations manage business transformations by offering easy Strategic Workforce Planning and Right-Sizing capabilities through real-time collaboration

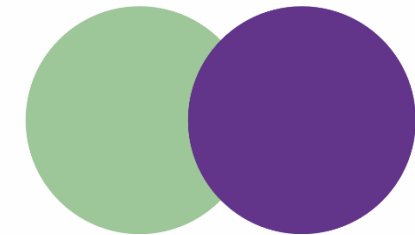


**What are Albert's other benefits?****COLLABORATIVE**

Leverage stakeholders on the field by  
involving them and generate data...  
with a soul

**INTUITIVE**

Simply test, try, analyze and visualize  
thanks to a solution with a soft  
learning curve

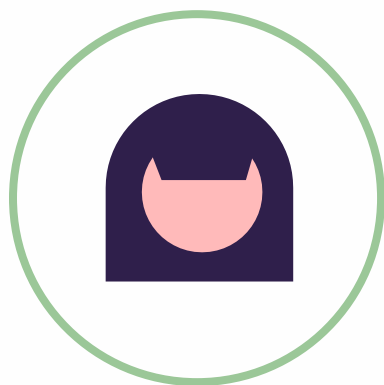
**COMPLETE**

Help on the long run and grasp human  
complexity in all its dimensions to  
better individualize action plans



Who is it for? Anyone transforming organizations, really

HQ



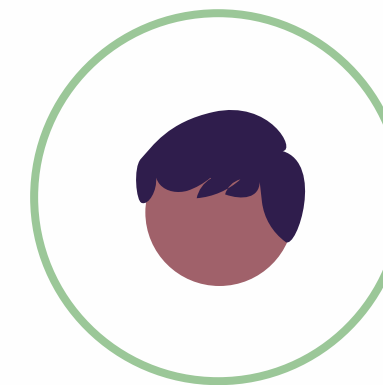
### BUSINESS LEADER

Achieve your business goals with the right people at the right place



### ORG DEVELOPMENT MANAGER

Monitor upskilling and performance of large organizations and structures



### TRANSFORMATION LEADER

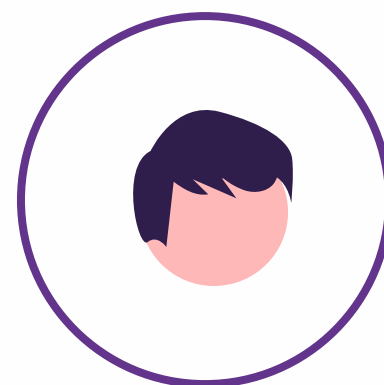
Analyze & design new operating models

FIELD



### MANAGER

Get an instant snapshot of your team and identify future gaps



### HRBP

Drive Talent Acquisition and Development in your population



### FINANCIAL CONTROLLER

Access real data from the field and map links between people and costs



**A solution that answers multiple People Intelligence use cases****DEMOGRAPHICS**

See organizations under a new light, unfold their diversity, their performance and their true colors, shift from « I think » to « I know »

- Multi-source & HRIS compatibility
- Multi-dimensional analysis (BI)
- Costs, HC & FTE
- Individual Skills Mapping
- Diversity KPIs

**SWP**

Predict gaps in headcount, costs and competencies for the coming years, and plan the subsequent actions

- Attrition / retirement modelling
- Scenario Planning
- Business Need & Driver modeling
- Gaps in Costs, FTE, HC & Skills
- Upskilling plans

**RIGHT-SIZING**

Right-size business needs by modelling the matching drivers and forecast alternate scenarios

- Team sizing
- Gap closing simulation



## Your IT manager is going to love our solution



### GDPR

You live by high security standards?

*Albert was born after the European regulation: our data can be anonymous on demand and our architecture passed highly demanding audits*



### SSO

You would like to integrate Albert in your Identity Management system?

*We are compatible with multiple Single Sign-On protocols*



### API

Your app landscape is modular?

*Our solution will play nicely with other existing applications' API*



## 02 Team

- Leadership team & members



Add us on LinkedIn !



**VINCENT BARAT**  
CEO



**CORALIE RAVELOSON**  
Customer Success Manager



**CYRIL SIMAN**  
Chief Technical Officer



**PIERRE DE SOULTRAIT**  
Developer



**JÉRÔME SOULARD**  
Chief Product Officer



**JOSIE BEALLE**  
Developer





### 03 References

- Retail: adopting new business models
- Food: manage productivity
- Pharma: anticipate production needs



**Distribution: Adopting new business models****CHALLENGES**

- Introducing a digital marketplace to compete with digital natives (from 60k to 1m references)
- Rethinking the role of offline POS in a multichannel way
- New jobs to internalize

**RÉSULTATS**

- Hiring plans defined and sized
- Training paths integrating new skills
- Massive organizational changes



**Food: Manage productivity****CHALLENGES**

- Making assembly lines more flexible
- Automation and workstation digitization
- Overall headcount decrease and productivity increase

**RÉSULTATS**

- No layoffs (approx. 200k saved by HC)
- New competencies introduced (digital, change mgmt.)
- Higher safety and quality KPIs



**Pharma: Workforce planning in a VUCA world****CHALLENGES**

- Impact of a COVID-19 vaccine on assembly lines
- Multiple scenarios depending on clinical trials
- Prediction of workforce needs when ramping up

**RÉSULTATS**

- Well-sized and anticipated hiring plan
- Trainings and vaccination campaigns for the operators ahead



## User feedback

 SOCIÉTÉ  
GÉNÉRALE

« We'd been trying to perform Strategic Workforce Planning by ourselves for 4 years, but only succeeded once we got Albert.

**Thierry Louveau,**  
HR Director

« Thanks to Albert, we managed to conduct our SWP globally among all our BUs within weeks.

**Muriel Schulz,**  
TA & Human Capital Dev Director



« Albert makes planning headcount & skills a true strategic process in which operational and HR decision-makers work closely together.

**Carole Denoyer,**  
HR Director



And many others...



## 04 Price List

- Licenses
- Our support services



## Licenses

Our business model relies on **how many people reside in the database**: an organization can invite as many users as needed, **no hidden costs!**



## READ ONLY

## FREE

- Data exploration
- Result sharing



## FULL ACCESS

< 1000HC	9€/ HC / year
1001 < N < 5000	7€/ HC / year
5001 < N < 10 000	5€/ HC / year
10 001 < N < 50 000	3€/ HC / year
> 50 000	Ask for a quote

- Data & hypotheses modifications
- Unlimited users
- Customer Success services included



## Our support services

## PRO

- Project Kick off
- Trainings (Project leaders)\*
- Project monitoring (Steering committees + monthly follow ups)
- Specific questions about the features
- New features request
- Anomaly escalation

*\*dans la limite d'une par an et par business unit*

**€ Included in the license**

## PREMIUM

- Database operations by our team (cleaning, completion, etc.)
- Manual entry on Albert by our team
- Project manipulation by our team (creation, update, consolidation...)
- Additional trainings

**€ Daily rate: 1 000**

## CONSULTING\*

- Project Management
- Segmentation definition workshop
- Workforce allocation
- Business leaders' interviews
- Driver definition and conversion into business needs
- Demographic hypotheses calculation
- Analyzes and recommendations

*\* Performed by our historical partner Akoya Consulting*

**€ Ad Hoc quote**





## Contact us

Vincent Barat

8 rue d'Uzès, 75002 PARIS, France

+33 6 64 87 44 81

[vincent.barat@albertapp.com](mailto:vincent.barat@albertapp.com)

