

IKM Corporate Profile

Managing knowledge begins with measuring knowledge





About IKM

IKM provides knowledge measurement solutions and services including web-based assessments and applications that allow you to enhance and optimize:

- Hiring
- Training
- Project staffing
- Skill-gap analysis
- Benchmarking
- Career development
- Certification

Known worldwide for its flagship solution IKM TeckChek™, IKM can produce an objective profile of skill, knowledge, attitude and aptitude of your candidates and employees to help you make the right decisions.

IKM's assessments are available in most industries and disciplines including:

- IT
- Sales
- Project Management
- Computer Literacy
- MS Office
- Clerical
- Legal
- Accounting
- Call Center
- Nursing

Used by corporations, staffing agencies, training organizations, government agencies and schools, IKM's solutions are selected by:

- HR Managers
- Training Managers
- Department Managers

IKM is a subsidiary of Krest LLC, the largest private investor in education and training in the USA, and is headquartered in the US with offices and affiliations around the globe.

The Proposition

Include IKM's knowledge measurement solutions in your best practices to:

- Reduce hiring time and costs
- Reduce training time and costs and improve ROI
- Maximize productivity of project teams
- Improve skill-gap analysis workforce planning
- Facilitate benchmarking for performance management
- Optimize career development programs and reduce staff attrition
- Improve corporate standards with customized certification

The IKM Difference

IKM's assessments utilize proven methodologies to ensure you can reliably evaluate your candidates and employees in the most cost efficient and effective way. Combining performance and knowledge based techniques, you can cut the evaluation process in half.

IKM's unique adaptive methodology ensures the highest degree of result integrity in the shortest possible time and features:-

- Adaptive testing at sub-topic levels
- Weighted questions and answers
- Multiple correct answers
- Percentile rankings
- Skills database

IKM's unique adaptive methodology is currently available for IKM TeckChek™, IKM ProjectManagement™, IKM Computer Drivers License™, IKM ERP™ and IKM SalesChek™. Using IKM TestWrite™, you can easily create an assessment in the subject of your choice while capitalizing on IKM's powerful adaptive methodology.

IKM's complete turn-key knowledge measurement solutions include:

- Powerful and flexible assessments
 - Standard and customized
 - Detailed and quick
 - Supervised and unsupervised
 - Multiple languages
 - Accessibility from any computer with an Internet connection
- Broad assessment selection
- Detailed reporting and analysis
- Prescribed training capabilities



- **Candidate shortlist automation**

IKM Assessments

IT Professional - Programming, Development, Administration and Technical Support of both legacy and new languages and technologies including Java J2EE, C++, or Microsoft SQL Server 2000. Includes Disaster Recovery, IT Project Management and Aptitude.

Features: IKM TeckChek™ and IKM ProjectManagement™

Basic Computer Skills - Basic Computer Skills - A Computer Drivers License including digital literacy and working with windows.

ERP - Enterprise Resource Planning (ERP) solutions including SAP R/3, PeopleSoft Financials and Oracle Financials.

Sales - Sales ability, practical experience and productivity for business to business, business to consumer and sales management for products, capital equipment, solutions and retail. Includes standards established by the National Retail Foundation for the National Skills Standards Board.

Features: IKM SalesChek™

Accounting - Accounts payable, accounts receivable, payroll and financial statements as well as accounting software such as Peachtree and Quickbooks.

Attitude/Aptitude - Individual's attitudes, aptitudes and characteristics to determine whether your candidate is a good fit for the job and for the organization.

Call Center - Customer service skills, sales ability, audio data entry, speed and accuracy, data analysis, cross-referencing, spelling, grammar and vocabulary, using simulations of call center scenarios.

Healthcare - Nursing and Clerical in the Healthcare field including medical terminology, billing and filing codes, medical coding and dosage calculations. Based on specific fields including critical care, surgical, intensive care, clinical radiology, labor and delivery, pediatrics, and psychiatric nursing.

Industrial - Machine skills and industrial mathematics as well as specific knowledge in a variety of disciplines including construction, automotive, plumbing, electrical work and industrial safety.

MS Office - Microsoft Office including all versions of Word, Excel and Powerpoint, using performance measurement tools.

Secretarial & Clerical - Office and clerical skills including business English and math, typing, data entry, filing, coding, Lotus, WordPerfect and telephone and office management skills.

Staffing Industry - Recruiting, sales, operations, management and training, as well as understanding of compliance with employment rules, regulations and laws.

Talent Scout - Microsoft Office, Call Center, Accounting/Bookkeeping, Clerical, Legal and Medical Office skills using time-adaptive assessments.

IKM Assessment Tools

IKM recognizes that corporations have varying knowledge measurement requirements, and no single product or solution can meet them all. IKM provides various tools to give you the flexibility to customize assessment content, create analytical reports, automate and align your recruitment and training process.

IKM Proficiency Profile™ - Displays assessment results in an organized, easy to read format. Includes results at sub-topic levels and an Automated Score Interpretation highlighting the overall capability of the assessment-taker.

IKM TestWrite™ - Develop any assessment or certification program based on IKM's assessment methodology.

IKM TestBuild™ - Customize assessments by combining questions from relevant sub-topics within existing assessments.

IKM TrainingLink™ - Link individuals to relevant training content based on IKM's Proficiency Profile™.

IKM SkillSearch™ - Identifies individuals meeting search criteria.

IKM SkillGap Analysis™ - Summarizes overall skill gaps.

IKM Compare Scores™ - Compares results by department, dates, and pre-and post-training.

IKM Certifications

IKM Enterprise Certification™

Customized certification programs to maintain organizational standards, procedures and process.

IKM Progressive Certification™

Standard and customized certification programs for existing and future skills, products and roles.

IKM Applications

IKM VirtualRecruiter™

Quickly and easily develops a shortlist of quality candidates in a recruitment drive.

IKM for ATAC™

ATAC™ (Assess-Train-Assess-Certify) is an innovative approach to workforce development that will reduce training costs and improve staff loyalty. Utilizing skill gap analysis to identify and execute tailored training programs for both individuals and groups, followed by re-assessment to determine if the training need has been met, ATAC™ provides a 4-step process to manage cost-effective training initiatives from initial assessment through to certification of qualified individuals.



IKM Services

IKM has developed and deployed custom assessment programs for the world's largest staffing, HR, training and educational organizations. Whether you need specialized content, new assessment delivery options or specific validation, IKM can create solutions and services that are right for you including:

- **Recruitment needs evaluation**
- **Training needs identification and evaluation**
- **Skill Gap Analysis**
- **Benchmarking**
- **Talent Management Best Practices Workshops**
- **Certification Programs**
- **IKM CAP (Competitive Advantage Program) for Staffing Agencies**
- **Knowledge Management Consulting**

Invite IKM to perform a ROI analysis to help reveal the dramatic impact knowledge measurement solutions will have on your organization.

Partners

IKM's partnerships allow the provision of Talent Management services to its customers across 22 countries. IKM is aligned with market-leading organizations such as Ergon-IT, Expertus, ITEC, Litmus Group, Productivity Point International, Rain Fall, Red Orchid, Symbian, Skill Profiler Analytics, and Tata Interactive Services to name a few. For partnership inquiries contact IKM.

Customers

IKM's clients represent some of the largest companies in the world spanning most industry sectors, including 7 Eleven, ACS, Affinity IT, Ambit Group, Atos Origin, Australian Red Cross, Bank Of America, Best International, Bookstone, British Energy, Candle Recruitment, Ciber, Circuit City, Citigroup, Compuware, DIA, Ebit, Elan Computing, Elan Recruitment, Enterprise Rental Car, Fosters Group, HSBC, Interactive Business Systems, Internet Security Systems, Intrafin Systems, James Bennett, Keane, Kemper Insurance, Misys International, National Australia Bank, NICC, OCBC, Progressive Insurance, Reuters Software Thailand, Royal Pines Resort, Solution Consultants, Spherion, Spring, Standard Life, Systems Union, Technisource, The Carphone Warehouse, Unisys, or United Way.

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