

# Cisive / PreCheck

## Builder Presentation & Demo

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PreCheck

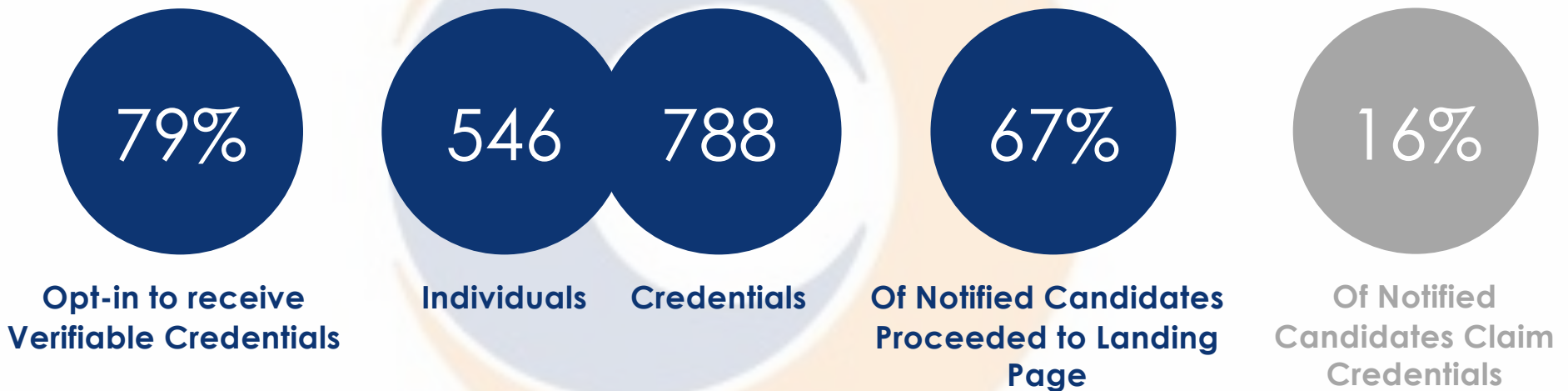
2023 General Assembly, June 19-20, NYC



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# Summary of 6 Months of Activity

- Measured and Communicated Weekly
- Noted Significant Enhancement Deployments in Metrics Tracking



Consider our place in the use case (accepted offer of employment triggering a background check) v. one of the most compelling reasons for owning your credentials (seeking employment)

# User Survey and Results

- **Two surveys conducted**
  - Before Significant Enhancement Deployed
  - After Significant Enhancement Deployed
- **Incentivized participation by offering charitable contribution if completed**
- **Five minutes or less to complete**
- **Focused on gathering user's perspective on digital credentials as well as their experience with the process**

83%

Highly desire owning credentials

63%

Willing to download an app to enable ownership

Individuals who did NOT claim their credentials gave the following reasons:

- **“Still intended to”** – Time constraints, suggests that when you offer credentials is key
- **“Not interested in owning the credentials available”** – e.g. employment confirmed is not relevant to current career
- **“Hesitancy/Want to research more first”** - Suggests that we all have work to do to educate
- **“No intention of seeking additional employment”** - Nearing retirement, therefore didn't see the value

# Lessons Learned

- A dedicated internal team is critical for progress and success – strategic concept, project management, BA, technical leads, UX.
- Who you target for establishing an ecosystem should be strategic – do they consider you a good partner, do they pride themselves on being a leader in their space, is the “churn” within their hiring speed/volume enough volume for proof of concept? Do they collaborate with their peers?
- Further, Peer Group participation can help – who are their peers with similar geographic footprints? Who are their partnering organizations for new hires (local college partnerships)? Are there service providers they work with that they can bring to the table?
- Prototypes, demonstrations and visuals are everything when trying to gain traction with clients.
  - The storyboards helped clients to understand conceptually the value and points of potential interaction.
  - New Hire onboarding is measured in days and clicks – how will this add to or lessen time to fill?
  - Workflows and demos should show as much as possible, and be as familiar as possible to the client – this reinforces their understanding.
  - Questions about the security and compliance of blockchain, and specifically importing and issuing, are to be anticipated.