



SkillLab

Turning skills into careers



OUR COMPANY

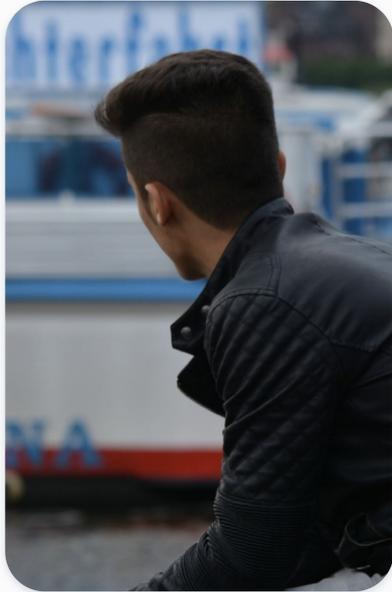
SkillLab is an impact business from Amsterdam. Together with our partners, we empower people to turn their skills into careers.

Our Solution uses artificial intelligence to help people explore, capture, and express their skills. This enables our partners to better understand their clients and connect them to relevant careers and education.



THIS IS A CRUCIAL MOMENT FOR CAREER SUPPORT

Trends like migration, automation, the transition towards a green economy as well as COVID place new demands on career support



THE CASE FOR SKILLS

Thinking in degrees and job titles disadvantages many job seekers



Transitions

People face an increasing number of career transitions



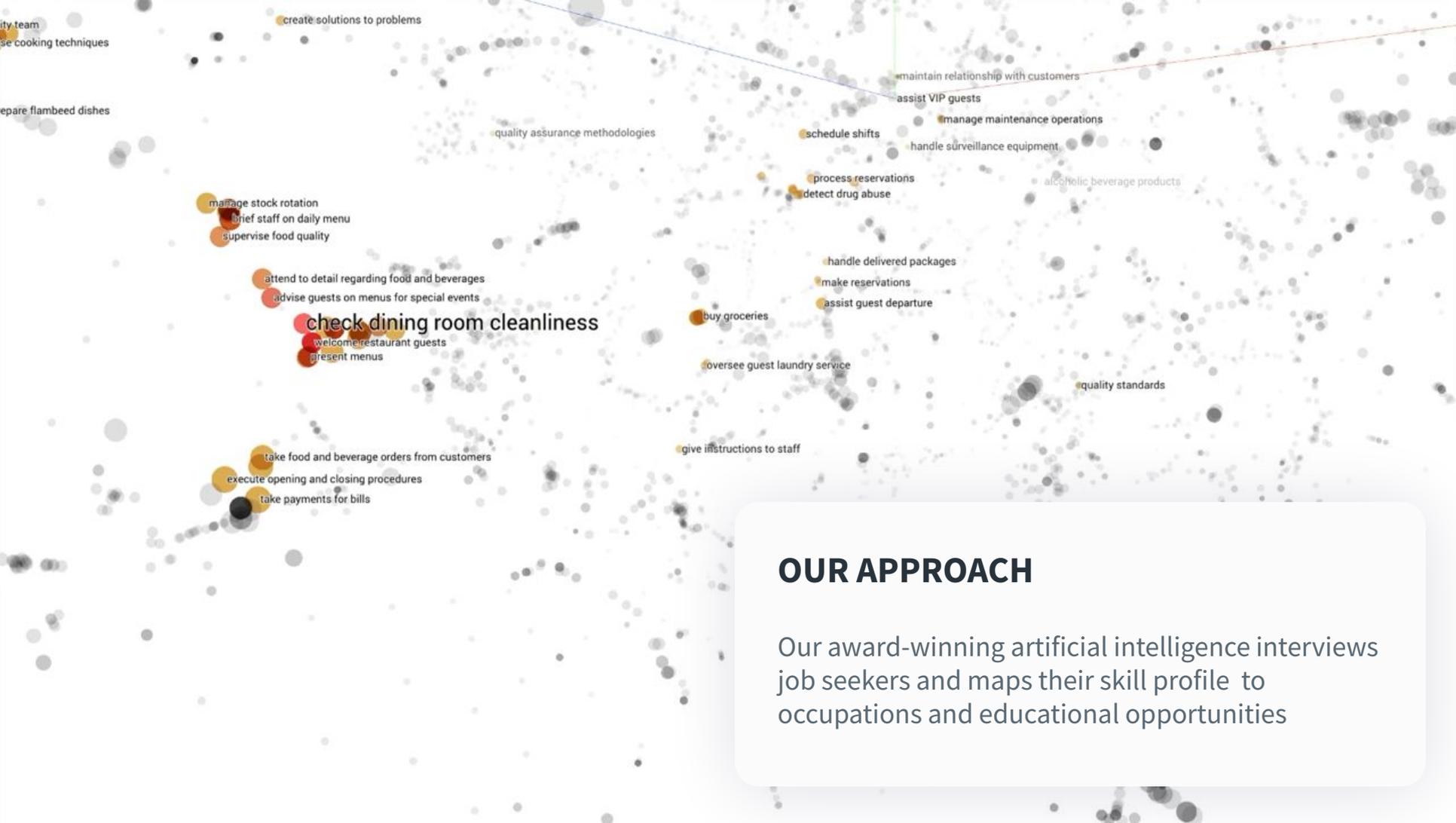
Experiences

Formal qualifications and titles are often not transferable



Communication

People struggle to showcase their abilities



check dining room cleanliness

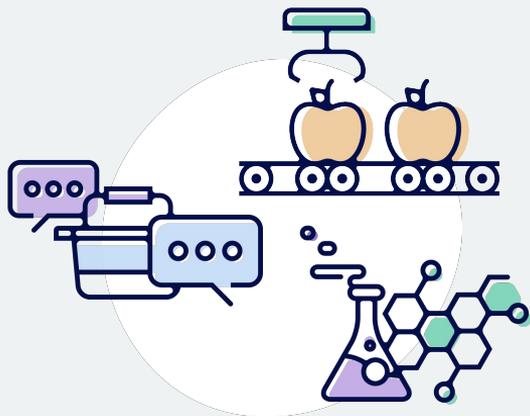
OUR APPROACH

Our award-winning artificial intelligence interviews job seekers and maps their skill profile to occupations and educational opportunities



WHAT ARE MY SKILLS AND KNOWLEDGE?

Skill profiling is the process of capturing and documenting the skills and knowledge a person has gained through various professional, educational and informal experiences.



HOW DO MY SKILLS AND KNOWLEDGE RELATE TO DIFFERENT CAREERS?

Career orientation is the process of providing advice and support to help people manage their journey through learning and work changes.

HOW IT WORKS

Simple steps towards 21st century career support



Invite

Employment services invite their clients



Empower

Job seekers capture their skills, explore careers and apply for jobs



Support

Employment services provide data driven and skill-based career support

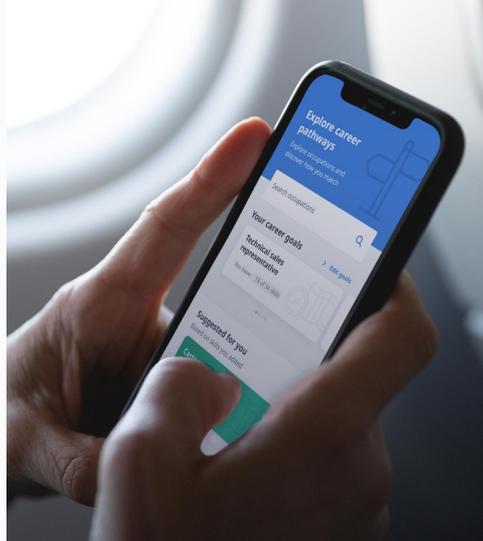
EMPOWERING PEOPLE

Our Application uses Artificial Intelligence to help people capture their skills, explore careers and apply to jobs

 Skill Profiling

 Career Orientation

 Job Application Support



CAREER SUPPORT

Our partners use the information to better understand their clients and uncover pathways to education and employment

 Empowered Clients

 Informed Service Delivery

 Data Analytics

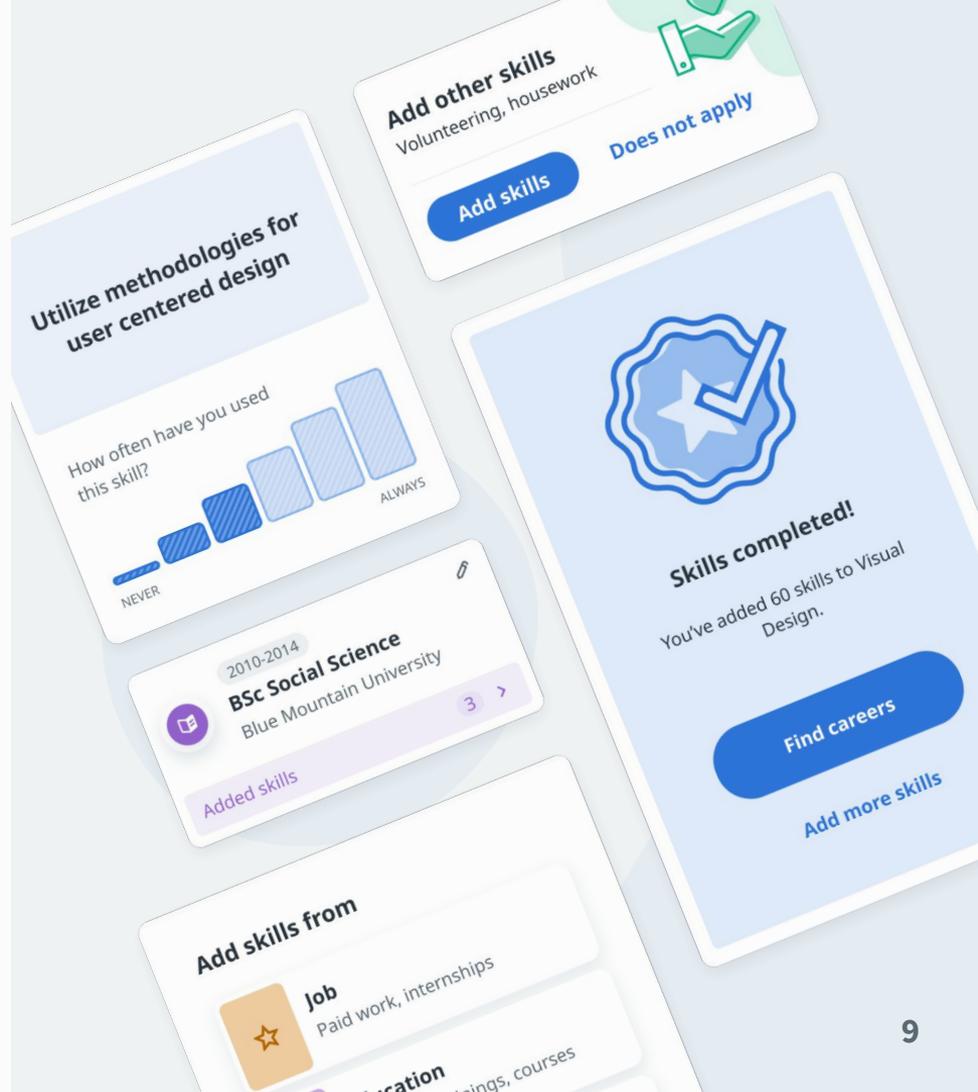
SKILL PROFILING

The gamified, AI-enabled interview allows the user to quickly and easily capture their experiences and skills. The granular skill profile provides rich data and insights, for the user and administrator.

 Enter professional, educational and any other experiences

 Discover and document skills with an AI-based interview in 27 languages

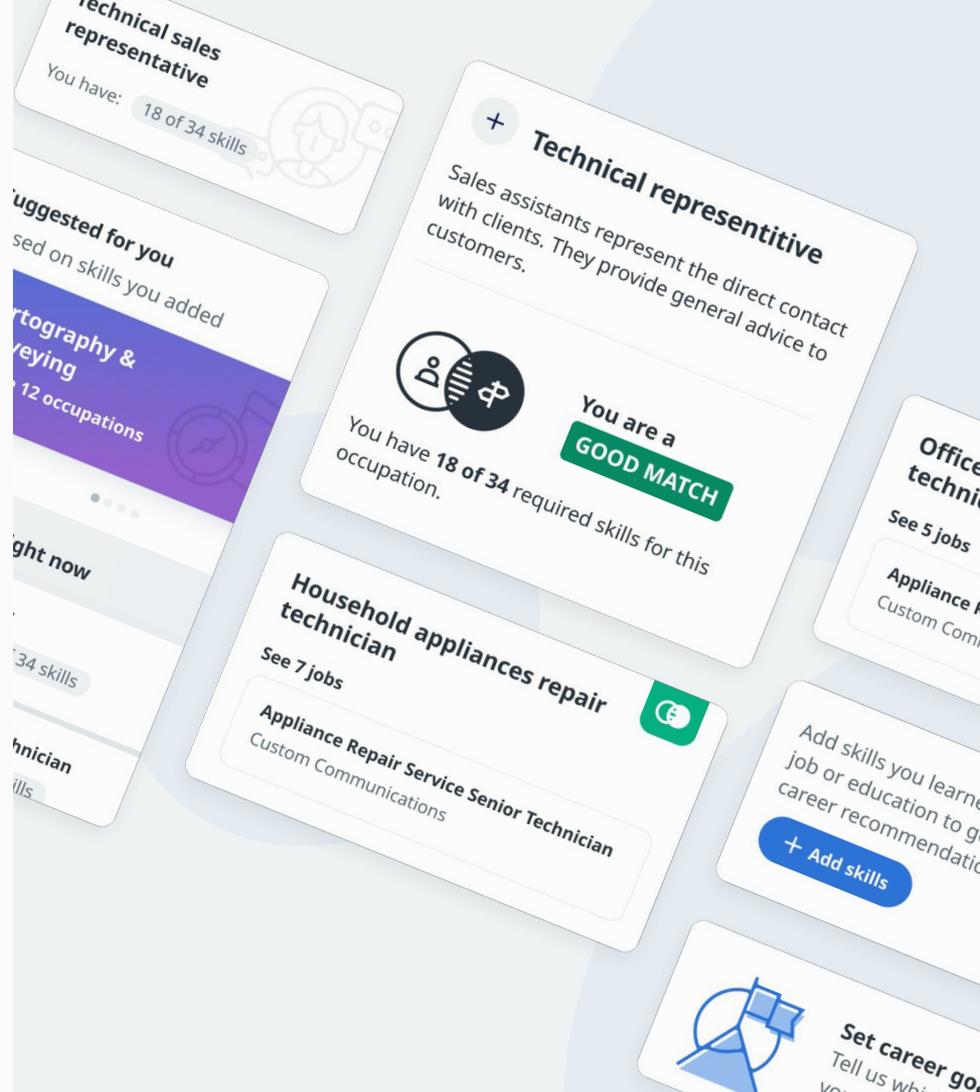
 Create a granular profile from 13,485 unique skills



CAREER ORIENTATION

Based on their individual skill profile, users can discover and explore careers and identify career goals. The application uncovers possibilities by highlighting relevant and sustainable careers and personalized and tailored education.

-  Match individual skill profile to 2,942 careers
-  Enable informed decisions to identify career goals
-  Recognize and address skill gap with online and local education and training



ACCESS TO VACANCIES

Based on their location and preference, users can access and browse available vacancies that suit their skills, interests and career goals.



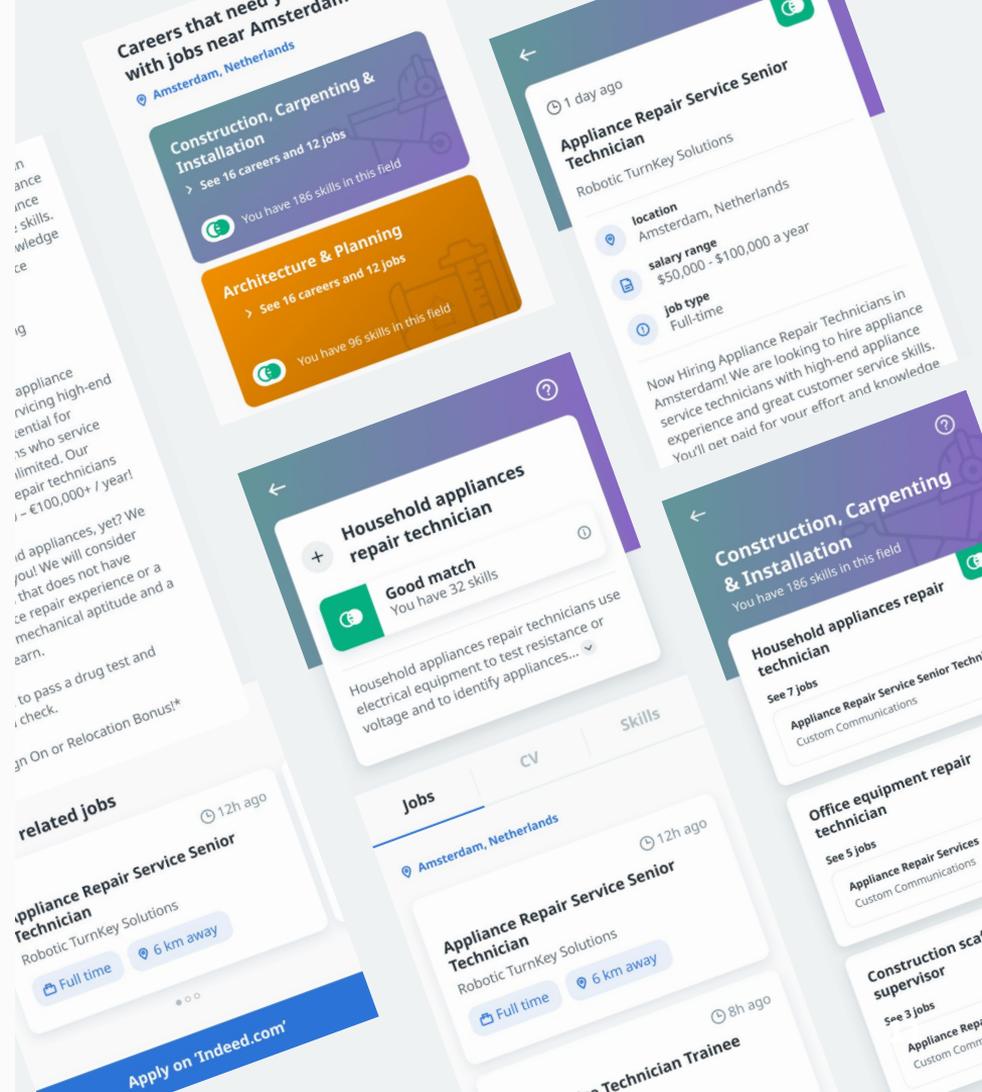
Discover in-demand occupations and based on real-time information



Browse locally available vacancies from multiple online databases



Apply with tailored application materials directly from the application



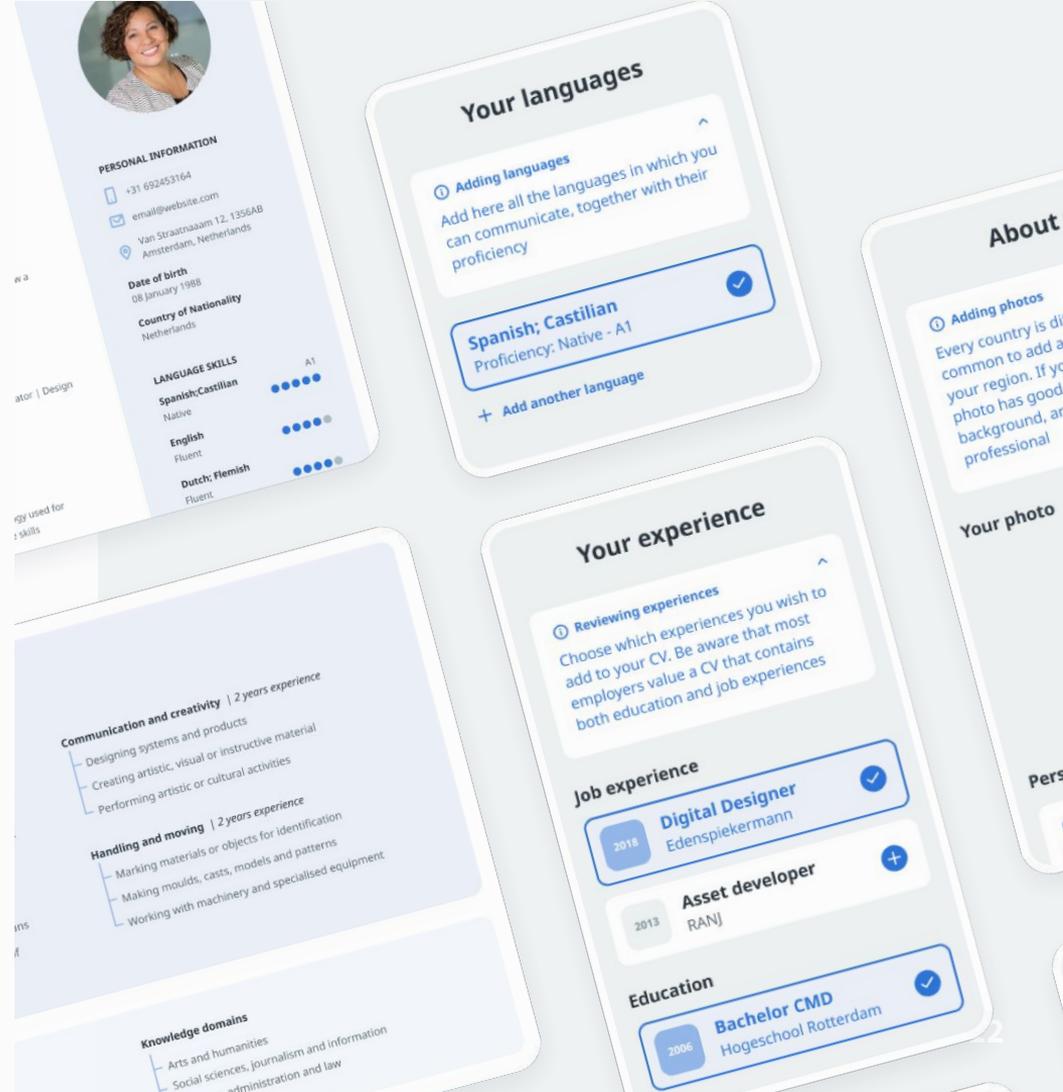
JOB APPLICATION SUPPORT

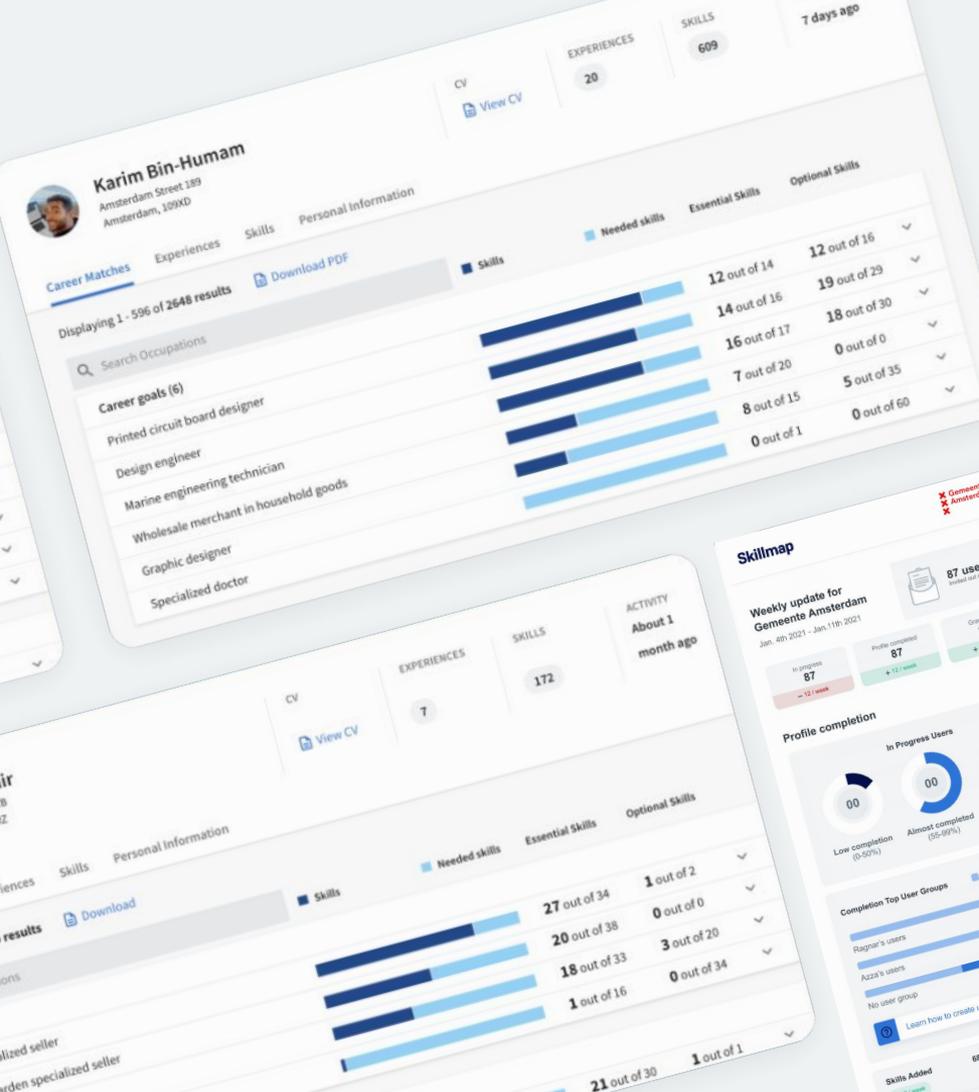
Users can automatically generate application materials. Application materials are customized and tailored to desired careers or career goals.

 Automatically generate skill-based application materials tailored to careers

 Improve employability by enabling users to showcase their capabilities

 Translate application materials to 27 different languages





EMPOWERED CLIENTS

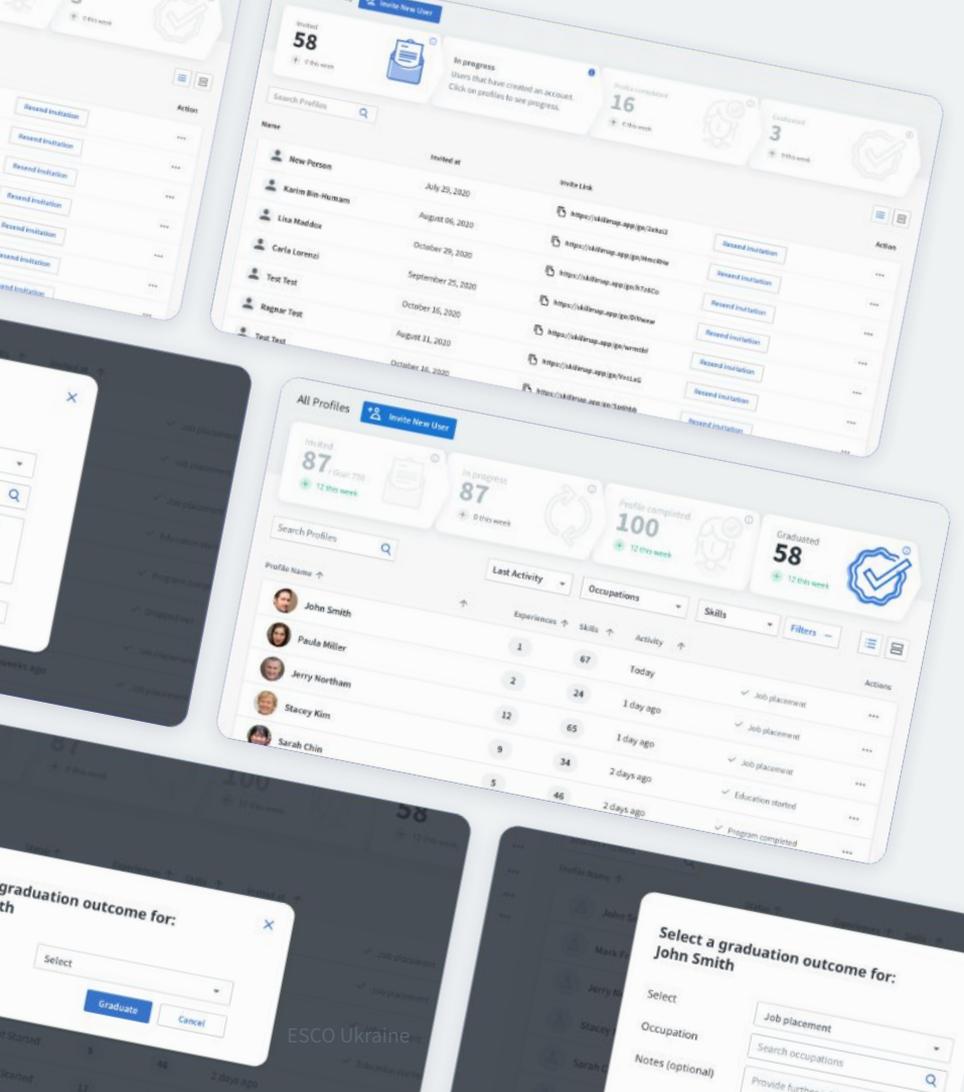
Our partners can manage the distribution and usage of the application. Users can use the application on their own, at their leisure.

-  Quick distribution to clients via e-mail or unique web link with the click of a button
-  Remote service delivery options and intake through client's use of the application.
-  Efficiency gains by enabling personalized services with fewer meetings and independent clients.

IMPROVED CAREER GUIDANCE

Our partners are able to access the user data to tailor their service delivery, monitor progress and find suitable applicants for available careers.

-  Explore skill profiles of users based on 13,485 unique skills
-  Search client profiles to find matches for careers or skill combinations
-  API Integration to embed SkillLab in existing systems



INTUITIVE EDUCATION

Our education editor enables the translation of courses and learning modules into skills. Users can access education tailored to address their learning needs.



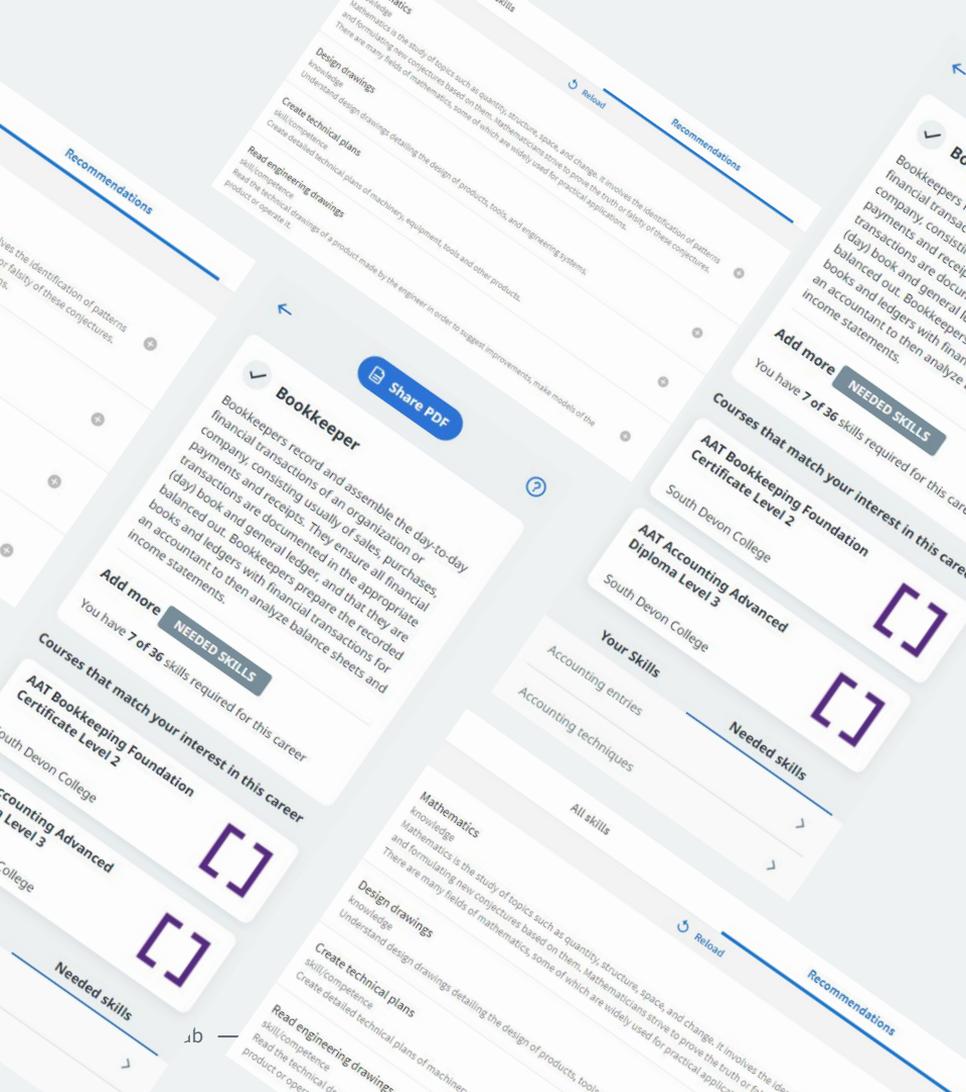
Access and sign up for courses that address the identified skill gap

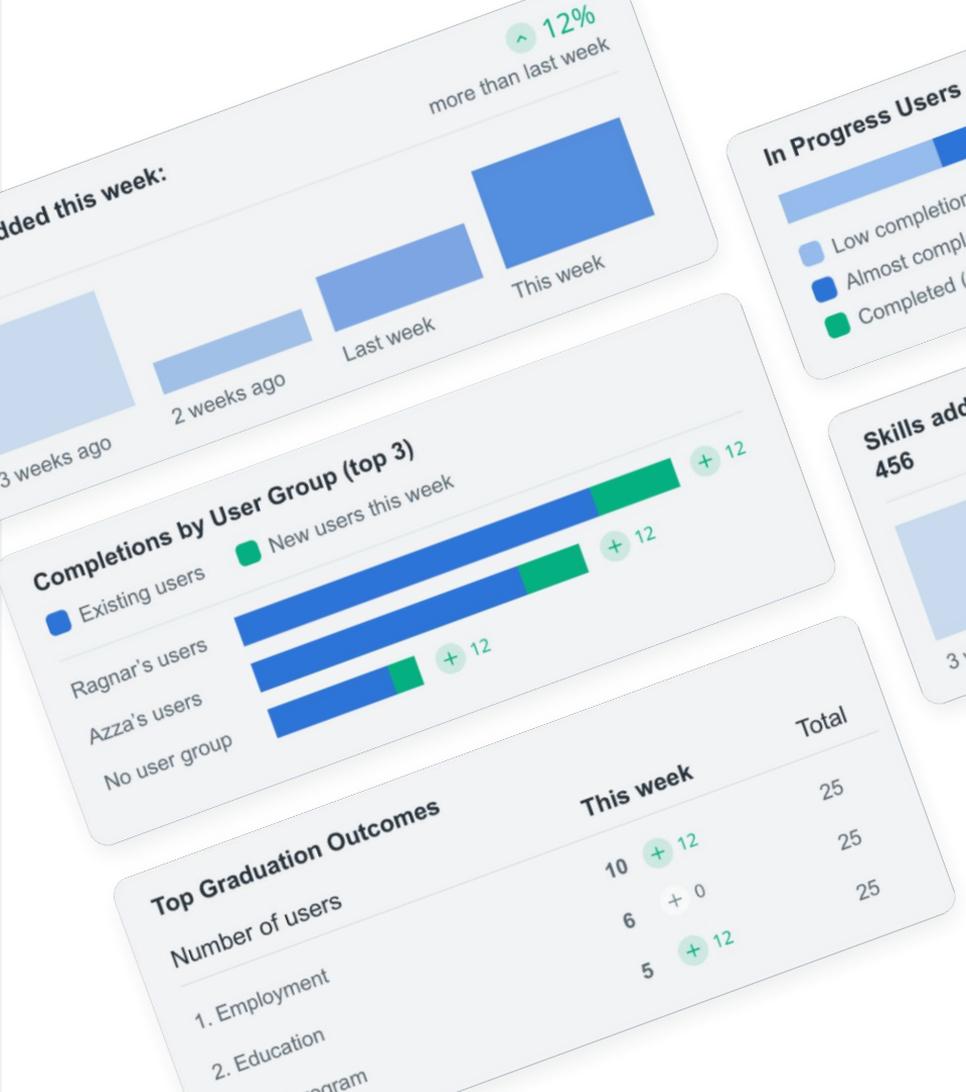


Users understand what to expect from a course and how it relates to their career



Increased commitment to education leads to improved learning outcomes





DATA ANALYTICS

We enable our partners to collect and synthesize standardized data about the people they serve.

-  Analyze user data to identify trends, determine skill needs and anticipate labor market trends
-  Track outcome data and placement to improve service delivery
-  Automatic report generation through PowerBI integration or API

ESCO

European Classification of Skills,
Competences, Qualifications and Occupations



13,890 skills and 3,008 occupations,
compatible with EUROPASS



Translated in 28 languages and
constantly updated (including Ukraine)



Needs to be adopted or linked to by all
EU member states



A GLOBAL PARTNERSHIP FOOTPRINT

EUROPE



THE AMERICAS



MIDDLE EAST & ASIA



AFRICA



Some use cases:



INTERNATIONAL LABOR ORGANIZATION (ILO)

Works with SkillLab to bring skill-based career orientation to employment services across the Middle East and North Africa



SPRING HOUSE-Finland

Uses SkillLab across their service portfolio to provide career services to outplacement and unemployed job seekers in Finland.



CITY OF AMSTERDAM

Profiles job-seekers with refugee status during the intake process, helping these job seekers on their new career path in the Netherlands.



CARITAS - Egypt

Uses SkillLab in a Job Search Club project to provide a data_driven career orientation for their beneficiaries



Education Development Center- Philippines Djibouti

SkillLab tool was used as part of a program, that aims to improve education, employment, and livelihood outcomes for youth



MERCY CORPS - Iraq

SkillLab tool was used as part of freelancing training program, where the graduated candidates was linked to employers.

OUR PARTNERS SPEAK FOR US

Partner with us to change how we value and provide service to workers

90% SkillLab helps me to understand job seekers' experiences, skills, and employment potential

85% SkillLab improved the ability of my beneficiaries to describe their own skills

70% SkillLab helps me to provide better career service to job-seekers.

“SkillLab helps me to explain the skills that my clients have and relate them to the skills employers demand.”



**Based on 2020 partner questionnaire*

OUR OFFERING

We service employment services, job seekers and, indirectly, employers. We enable our partners to focus on their clients, monitor and assess impact and improve service delivery and design.

- **Employment Services** gain active job seekers, rich skill profiles and labour market information
- **Job Seekers** receive career orientation, application materials and access to gainful careers
- **Employers** receive good candidates, make informed hires and can design on-the-job training.

