

Apprio Inc Insights into Jigsaw

Jigsaw Interactive

www.jigsawinteractive.com

About Apprio

As a provider of specialized technology solutions, particularly for the health, defense and homeland security markets, Apprio supports a wide range of organizations. Apprio provides technology to health care systems and the medical professionals who respond to natural disasters like hurricanes, along with supporting events like the Republican and Democratic National Conventions. They build vital systems to support their clients in the areas of people, processes and technology. Darryl Britt, Apprio's Founder and CEO, recently spoke with the Jigsaw team about the current and future role that virtual learning and collaboration will play in the healthcare and government contracting sectors. Like every other organization, virtual training, collaboration and group projects are vital to successful and efficient business processes.

Implementing Jigsaw

"I like to have the best tools for my workforce. We're early adopters. We have used several other well-known tools for the past seven or eight years. Go-to-Meeting, WebEx and Adobe Connect were the first tools out there. However, they are limited in what they can do. We've been using tools that limit engagement because that's what we had. Now, Jigsaw allows you to actively engage, collaborate and measure so your focus is suddenly on education and

Apprio Inc at a Glance

- Founded 1998
- Headquartered in Washington, D.C.
- >200 Employees
- Provider of technology solutions to the healthcare, defense, and homeland security markets
- **Deloitte Technology Fast**
- Inc. Magazine's 5000
- **Washington Business** Journal's Top 25 Fastest **Growing Companies**

team work. An example of this is the ability to customize break out rooms for small group work. Basically, I can determine different learning content or project information in each break out room and choose the tools that I need the team to use based on the focus of their project or learning goals. Like any new software or tool, you need to spend a little time understanding what it can do and how it works but once that's done you have an impressive amount of options and capabilities that no other solution has.'

What Sets Jigsaw Apart

"Jigsaw's tool set is really geared towards learning, and measuring the effectiveness of learning, probably more than anything else. The rest of the tools out there don't even think about that as a concept. Jigsaw provides that capability so it is incumbent on organizations and individuals to make that shift. We have to find a more effective way to communicate, collaborate and educate our workforce. It's no longer enough to just jump on a conference call and think you can easily produce information, give it to your audience and have them understand it. You need tools to support all the different processes. This is the future.

Solving Problems with Jigsaw

 $\hbox{``Jigsaw\,is\,the\,solution\,to\,the\,engagement\,problem.~When\,you\,think\,about\,it,}\ most\,of\,those\,other\,tools\,are\,primarily$ communication tools. I won't even give them the benefit of saying they're collaboration or distance learning tools. They are the basics. I can see you, I can talk to you and you can hear me. What's needed out there is a way for you to engage the audience as if you're sitting around the table and using documents, body language, etc. You need to pass out information and get acknowledgement that it's received and understood. Getting acknowledgement is really the fundamental underlying capability of communication. Being able to do understand the level and type of engagement along with measuring the outcomes is key to developing a great training program. This only exists in Jigsaw."

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www.jigsawinteractive.com info@jigsawinteractive.com 1-877-571-0004