

INDUCT

Business update

15 February 2022

AGENDA

- Our vision – what we want to achieve
- The acquisition of OSINT Analytics
- OSINT Analytics – who we are and what we do
- Strategic segments
- Revenue models
- Grantway – a global grant portal
- Q&A

ALF MARTIN JOHANSEN

CEO INDUCT

- Our vision - what we want to achieve
- Acquisition of OSINT Analytics



OUR VISION

Why, how and what

WHY

We want to help organizations and individuals create more value from human capital more efficiently (knowledge, information, competence and experience) - on a local and a global scale.

HOW

By building a unique platform where organizations can develop and benefit from their internal human capital, and also offer participation in ecosystems through cross-organizational collaboration.

WHAT

The products and services that are delivered to our users through the platform.

THE ACQUISITION

OSINT Analytics

- Induct before OSINT
 - Process and portfolio management
 - Access control and data sharing
 - Collaboration tools
- What OSINT add
 - Knowledge and information mining
 - Matching of relevant knowledge and content

FRODE IVERSEN
CEO OSINT ANALYTICS

- Who we are and what we do



OSINT ANALYTICS

Who we are and what we do

- The company was established in 2005, after we observed two consequences of the internet:
 - Useful and valuable information was increasingly disseminated online
 - The growth in the amount of information was so large that it became more and more difficult for everyone to stay up to date
- The idea was to develop a technology that could help professionals stay up to date with information that is important and useful for the company's competitiveness.
- We targeted a niche where we have built up step by step, and we operate profitably.

OSINT ANALYTICS

Who we are and what we do

- Develops robot technology that can find and refine useful data from the web
 - Sophisticated crawlers find data online
 - Collects and washes data
 - Structures unstructured web documents
 - Adds metadata
- Better data -> better analyzes -> more insight, new and useful knowledge
- 11 employees in Hamar, 1 hired in the Ukraine and 1 in Barcelona.
- R & D-intensive SME

OSINT ANALYTICS

Who we are and what we do

- Value proposal:

We find, collect and analyze information,
and convey knowledge to our clients.

OSINT ANALYTICS

Who we are and what we do

Products and services:

- Tailor-made solutions for individual customers
- Data-driven verticals:
 - The Norwegian grant portal; Tilskuddsportalen.no
 - Grantway - find grants
 - Leita - find open research
 - ARM - risk management
 - Real estate market analysis
- OSINT Dashboard – self service

OSINT ANALYTICS

Who we are and what we do

Why OSINT + Induct:

- Obvious synergies:
 - Technology, product and market
- Together, we cover a wider value chain with an expanded concept
 - Process support from idea, to knowledge acquisition, knowledge sharing, collaboration and innovation
- We have known each other for many years, and knew we would work well together

SYNNØVE JACOBSEN

COO INDUCT

- Strategic segments
- Revenue models
- Grantway – a global grant portal



STRATEGIC SEGMENTS

An overview

To support our vision of being a knowledge empowerment provider for organizations and individuals, we have offerings in three main segments:

1. KNOWLEDGE MANAGEMENT

Supporting organizations and individuals in managing and leveraging knowledge.

2. KNOWLEDGE MINING

Helping users find the information they need from the trillions of available open sources.

3. COLLABORATION TOOLS

Removing unnecessary and unhelpful barriers for digital co-work and collaboration.

STRATEGIC SEGMENTS

Knowledge management

Our goal is to support organizations and individuals in managing and leveraging knowledge. To do this, we make it possible for customers to create the structures they need to manage their data and information effectively and efficiently, supported by process and portfolio management.

@WORK

Our @WORK solution is for organizations and businesses who want an easy to use, digital platform for managing, organizing, and collaborating on their work – internally and in partnership with others.

Governance rooms – for running and managing an organization or business.

Workspaces – dedicated to the management of portfolios of work, like internal projects, and sales and marketing.

Workrooms – included in all workspaces and offer team chats, task management, portfolio categorization and unlimited document storage.

@HOME

Our @HOME solution helps individuals organize their personal life and activities, from leisure and sports events to renovation projects, and is available to all registered users.

Workrooms – unlimited number of workrooms available for projects, groups and contracts / agreements. Each workroom include a team chat, task management, categorization, and unlimited document storage.

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PATIENT MANAGEMENT

Together with the Severe Asthma Service at Portsmouth Hospitals University NHS Trust, we are creating a patient management module for the treatment of patients with severe and chronic asthma in a best practice care pathway.

The first version of the module was launched in November 2021.

What we're developing:

- One patient – one patient record (shared between hospitals)
- Ability to manage patients through best practice care pathways for treatment
- A clinical workspace for medical and administrative staff
- A research database with anonymized data

ECOSYSTEMS & NETWORKS

We support both ecosystem collaboration (driven by a mutual purpose) and network collaboration (mutually binding contracts or contractual frameworks).

National SME Ecosystem – creating a 'powerhouse' for SMEs in Norway that include a marketplace for products and services, insight into political projects and processes, an SME Academy, membership benefits, purchasing power initiatives and SME tailored @WORK solutions that are populated with templates, guidelines and tips.

Healthcare Innovation Network – 92% of Norwegian healthcare trusts share ideas they are working on, ideas they have explored and rejected, and innovations they have implemented. The ability to adopt ideas and innovations from others saves money and speeds up the implementation of beneficial innovations.

STRATEGIC SEGMENTS

Knowledge mining

With movements like Open Access, more and more information is becoming available online. However, the challenge faced is still the same – how to find the information and data we need or want. Our goal is to find, analyze, structure and present data in a way that enable organizations and individuals to find value in it and benefit from it.

GRANTWAY

Building on the success of Tilskuddsportalen, Grantway is a global grant portal where we want to offer people, students, scientists and researchers, organizations, charities, voluntary organizations – basically everyone, the ability to search for, find, discuss, and apply for grants and funding that is available to them – locally, nationally, and internationally.

England – recruit 1,5 million users from 900.000+ registered charities

Revenue potential: 1,4 MNOK per month

Launch: 1st March 2022

Spain – recruit 1 million users from the 5 million involved in charity work

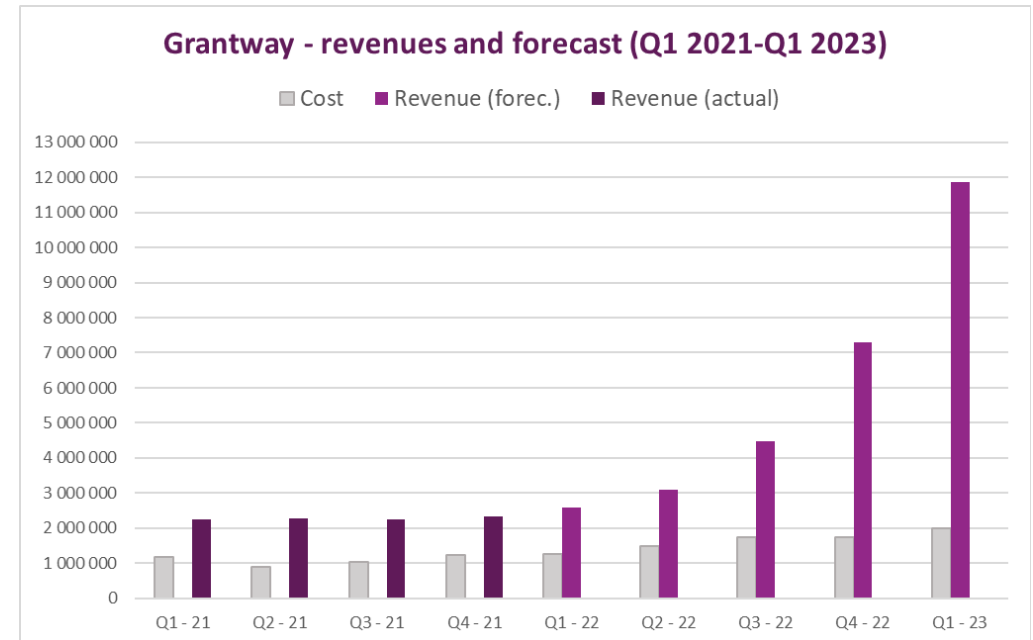
Revenue potential: 600 kNOK per month

Launch: Q2 2022

US – recruit 3 million users from 1.560.000+ registered charities

Revenue potential: 4,1 MNOK per month

Launch: Q2 2022



STRATEGIC SEGMENTS

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With movements like Open Access, more and more information is becoming available online. However, the challenge faced is still the same – how to find the information and data we need or want. Our goal is to find, analyze, structure and present data in a way that enable organizations and individuals to find value in it and benefit from it.

LEITA

The “Open Access” initiative has led to rapid growth in available research articles. Not only are articles open for free download and use, but the data related to the research are also free.

Supported by Innovation Norge, Leita is being developed to become a comprehensive and trusted search engine provider of open access information, knowledge and data – for people, students, researchers, and librarians – basically everyone who is interested in, or in need of, research articles and data.

Leita already covers more than 20,000 databases containing published articles and datasets from publicly funded research. Together with medical researcher and librarians in NHS England (National Health Service), we will be testing our PoC (proof of concept) in Q2 2022.

STRATEGIC SEGMENTS

Collaboration tools

Recent years, and the last two years in particular, have shown that we need to develop new and different ways of working. The induct platform is an example of how we can leverage technology to create new digital ways of working, alone and together with others – and without unnecessary restrictions or barriers.

MEET@INDUCT

Meet is our video meeting solution that makes it easier to meet and connect with colleagues, partners, friends, and family.

- Unlimited number of meeting rooms
- Unlimited number of participants
- Meet for as long as is needed
- Nothing to download (browser based)
- Participants do not need a user account
- Available on all devices (incl mobile)
- Free of charge

CHAT@INDUCT

Chat is our direct messaging solution that makes it easier to have conversations with colleagues, partners, friends, and family.

- One-to-one conversations
- Group chats
- Share your reactions using emojis
- Share files and documents
- Nothing to download (browser based)
- Available on all devices (incl mobile)
- Free of charge

eSIGN@INDUCT (coming soon)

In December 2021, we signed a partnership agreement with Scrive, the electronic signature (eSign) experts used by companies like Avis, Volvo, DNB and Moderna.

Together with Scrive, we will give our customers the opportunity to sign documents and contracts electronically through the induct platform. Our eSign service will be subject to a small transaction fee.

REVENUE MODELS

PLATFORM REVENUES

Subscriptions

- Subscription revenues are split between (1) annual upfront payments and (2) quarterly upfront payments.
- Our main sources of subscriptions are Idea and Innovation Management and Tilskuddsportalen.

Advertisement

- An ad-based business model has 3 key revenue drivers, (1) number of users, (2) impressions and (3) revenue per mille (RPM).
- Ads are also shown to non-registered users as they participate in e.g. video meetings.
- Today, we receive ads exclusively from Google's AdExchange. In the future, we will also actively sell ad campaigns directly to advertisers to maximize RPM.
- Through our AdExchange account, we can place advertisement on third party websites and mobile aps in return for a cut of the ad revenues generated by the third party.
- We have a comprehensive ad policy that is compliant with the policy used by NHS England.

Transaction fees

- Our eSign offering will be the first example of this type of revenue.

PROFESSIONAL SERVICES

Implementation projects

- Tailored to customer needs
- Standardized packages

Training

- Tailored to customer needs
- Standardized packages

GRANTWAY

Induct GRANTWAY

LOG IN

SIGN UP

We make it easier
to find funding opportunities,
so that you can focus on
moving the world forward

Grantway is free-of-charge, no restrictions or hidden cost

Start exploring grants

GRANTWAY IS AVAILABLE FROM:

- [Grantway.com](https://www.grantway.com)
- The Induct platform

**We use leading edge technology to find and aggregate the
grant opportunities that are available to you**

Our information robot finds grant information from thousands and thousand of online sources.
It works relentlessly to ensure that you always have the latest and most up-to-date information on grants,
and is continuously adding new grants to Grantway.

1578

grants are now available

... and more are being added as we speak!

GRANTWAY

Induct GRANTWAY



SEARCH OPTIONS

- Show all available grants (629)
- Exclude international grants

Regions

Categories

- Arts, Culture & Heritage
- Children and Young People
- Development in Rural Areas
- Education, Skills Building and Training
- Employment
- Energy, Climate and Environment
- Health, Justice and Social Welfare
- Land Buildings and Equipment
- Neighbourhood and Community Development
- Organisational Support and Development
- Research, Development and Innovation
- Sports, Leisure and Tourism
- Transport, Infrastructure and ICT

Organization types

GETTING STARTED

Access thousands of grant opportunities with just a few clicks

- Enter keywords in the search field if you want to do a generic search
- Browse the search options to narrow down your search using filters
- Click on some of the most popular search words to get started

Covid-19

Arts

Compensation

Training

Education

Need support, search tips or guidance? We are here to help.

[Grantway Help Center](#)



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How to Increase Your Sales Internationally and Accelerate Your Company's Growth

PANGEO Conference

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Visma Sign

Visma Sign har allerede 2 millioner brukere

[Prøv gratis](#)

GRANTWAY

Induct GRANTWAY



SEARCH OPTIONS

School Holidays x Q

- Show all available grants (629)
- Exclude international grants

Regions

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- Arts, Culture & Heritage
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- Organisational Support and Development
- Research, Development and Innovation
- Sports, Leisure and Tourism
- Transport, Infrastructure and ICT

Organization types

Grants found: 41

Sort: Due date

01 Funding for special schools and colleges

The Wolfson Foundation

March 2022

Eligibility We support schools and colleges for children and young people with special educational needs. Grants are awarded for projects focussed on helping pupils to develop skills which would help them to gain employment or live independently after leaving school or college. The organisation should meet all of th...

[+ Learn more](#)

01 School Holiday Activity Fund (SHAF)

John Lyon's Charity

March 2022

The School Holiday Activity Fund (SHAF) is designed to enable organisations to deliver fun and accessible activities for children and young people during the school holidays through our School Holiday Activity Fund. This includes all half-term breaks, Easter, Christmas and the summer holiday. Organisations may...

[+ Learn more](#)

01 Schools in Partnership Fund

John Lyon's Charity

March 2022

We are committed to helping the most disadvantaged young people by promoting the crucial link between schools, home-life and the community. We encourage schools to work together in groups and cluster arrangements, maximising limited resources to impact on a larger number of children and share...

[+ Learn more](#)

04 Large Grants

Ernest Kleinwort Charitable Trust

March 2022

Large Grants (£10,001 and over). Applications for Large Grants will be considered by trustees twice a year at full board meeting. Applications may only be made during certain times of the year and using the password protected Large Grants Application Form. Trustees aim to consider applications and notify applicants...

[+ Learn more](#)

11 John Watson's Trust

The WS Society

March 2022

PURPOSES To award grants for educational purposes to children and young people up to and including the age of 21 who have a physical or learning disability or who are socially disadvantaged. WHO MAY APPLY Both individuals and organisations. The Trust operates primarily within Edinburgh and the Lothians. The...

[+ Learn more](#)



Global Employment Conference

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PANGEO Conference

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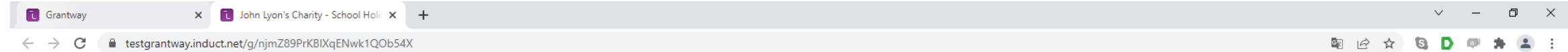


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Induct GRANTWAY

School Holiday Activity Fund (SHAF)

John Lyon's Charity

✉ Share this grant

Closing date: 18 January 2022, 01 March 2022, 25 April 2022, 01 June 2022, 21 September 2022, 16 November 2022

About the grant

This information has been collected from the funding provider.

The School Holiday Activity Fund (SHAF) is designed to enable organisations to deliver fun and accessible activities for children and young people during the school holidays through our School Holiday Activity Fund. This includes all half-term breaks, Easter, Christmas and the summer holiday.

Organisations may apply for the running costs of holiday programmes that provide young people with activities in supportive and accessible environments.

What Can I Apply For:

You can apply to the School Holiday Activity Fund for a variety of fun activities. Suitable examples could include (but are not limited to):

- Holiday drop-in activities
- Arts activities
- Sports projects
- Family activities
- Trips out of London
- Camping trips

School Holiday Activity Fund Grants Could Be Used For:

- Equipment (not IT equipment)
- Sessional staffing costs
- Transport
- Venue hire
- Other direct project costs.

We will not consider requests to cover existing permanent staff salaries.

We will not consider requests for trips abroad or education catch-up/tuition.

How to Apply:

The Fund is considered six times a year to coincide with school holiday periods.

Application forms may be submitted at any time but no later than:



GRANTWAY

Induct GRANTWAY

- Summer holiday – 1 June
- October half-term – 21 September
- Christmas holiday – 16 November
- February half-term – 18 January
- Easter – 1 March
- May half-term – 25 April

Grant amount

Amount not specified

Eligibility criteria

SHAF Application Process:

- The maximum grant amount available is £4,000.
- Registered charities or mainstream state schools that are based in the Beneficial Area can apply.
- Organisations that are currently in receipt of a grant from John Lyon's Charity for core services are also eligible to apply to this Fund as long as funds from the Charity are not already being used for this purpose.
- An organisation may apply to the Fund once a year for a maximum of three consecutive years. Then a break of at least 12 months must be taken before applying again.

When applying for the School Holiday Activity Fund, we operate a one-stage application process.

If you are unsure as to whether you are eligible, please read the Grant Policies and check the Eligibility Tracker before going any further.

Eligible organisation types

Charities Schools

Eligible geographical areas

London

Categories

Children and Young People

Funding provider

John Lyon's Charity

[Grant homepage](#)

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SAS

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School Holiday Activity Fund (SHAF)

John Lyon's Charity

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The School Holiday Activity Fund (SHAF) is designed to enable organisations to deliver holiday programmes that provide fun activities for children during school breaks, Easter, Christmas and the summer holiday.

Organisations may apply for the running costs of holiday programmes that provide young people with fun activities during school holidays.

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How to Apply:

✉ **Share this grant** ✕

E-mail address of recipient(s)*

Write or paste the email addresses here. When pasting, remember to separate email addresses with a semicolon ;

Your message

Hi,

I found this grant on Grantway and think you should check it out

*Required fields

➤

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Induct GRANTWAY

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... and more are being added as we speak!

Q&A



Induct

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