

# JASON DORSEY

**CGJK** THE CENTER FOR  
**GenerationalKinetics®**

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A photograph of three workers in a construction or industrial setting. They are wearing hard hats and high-visibility safety vests. One worker is holding a tablet, and the other two are looking at it. The image has a blue tint.

# 12 TECH COMPANIES AND THE EMERGING TRENDS THEY REPRESENT THAT COULD IMPACT THE FUTURE OF DCA MEMBERS

# PURPOSE OF TODAY'S PRESENTATION

- Provide insight into 12 technology companies that could impact the future of the distribution contracting industries.
- Some of these companies will impact contractor companies directly, others represent a new normal amongst the emerging workforce.
- One thing is certain: technology-driven workforce change will become the norm for DCA members.





A person wearing a white protective suit and helmet is working on a large piece of machinery in a desert environment. The scene is overlaid with a blue tint.

The question to ask:

**How could this technology  
impact me and my team?**

# 1

## ENBOARDER

Onboarding app that drives engagement before employees start via mobile!

- Scalable user experience optimized for Gen Z and Millennials
- Drag-and-drop interface, automated workflows, ongoing feedback, mobile optimization
- Employee tracking progress for managers to measure engagement and effectiveness

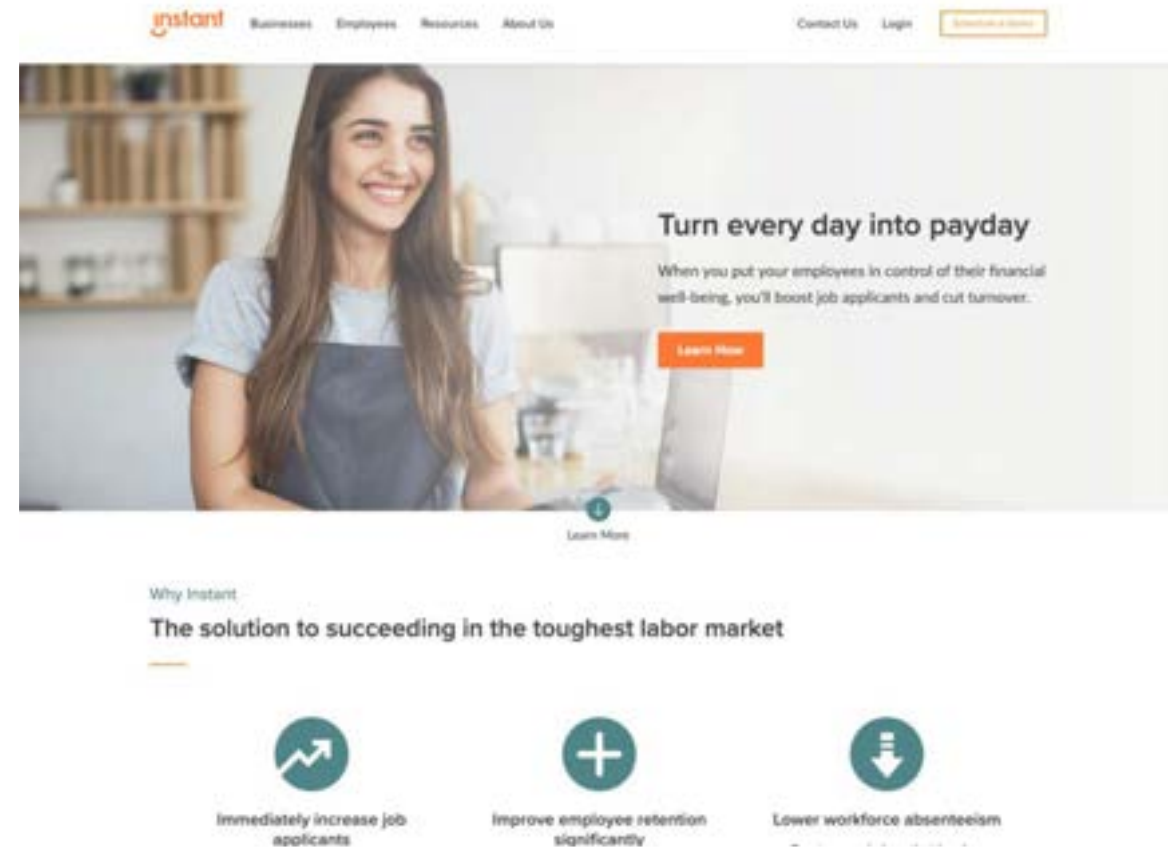


# 2

## INSTANT FINANCIAL

### Instant payment platform with mobile self-service features

- Enables Gen Z and Millennial employees to get paid up to 50% of their daily wages for no fees
- Works with hourly, salary, and even tip-waged employees
- Over 85,000 employees already using the system—poised to become a new normal for employees by 2020



# 3

## TALENTGUARD

### Innovative HR solution for career and talent management

- Gen Z and Millennials prefer close and constant feedback on career development
- Career path mapping and skill analysis for employees of every generation
- Competency tracking and optimization for administrators
- Planning tools for individual and group goals, succession, and certifications



#### TALENT MANAGEMENT SOFTWARE

TalentGuard's cloud-based software suite is unmatched in its ability to engage and retain employees.

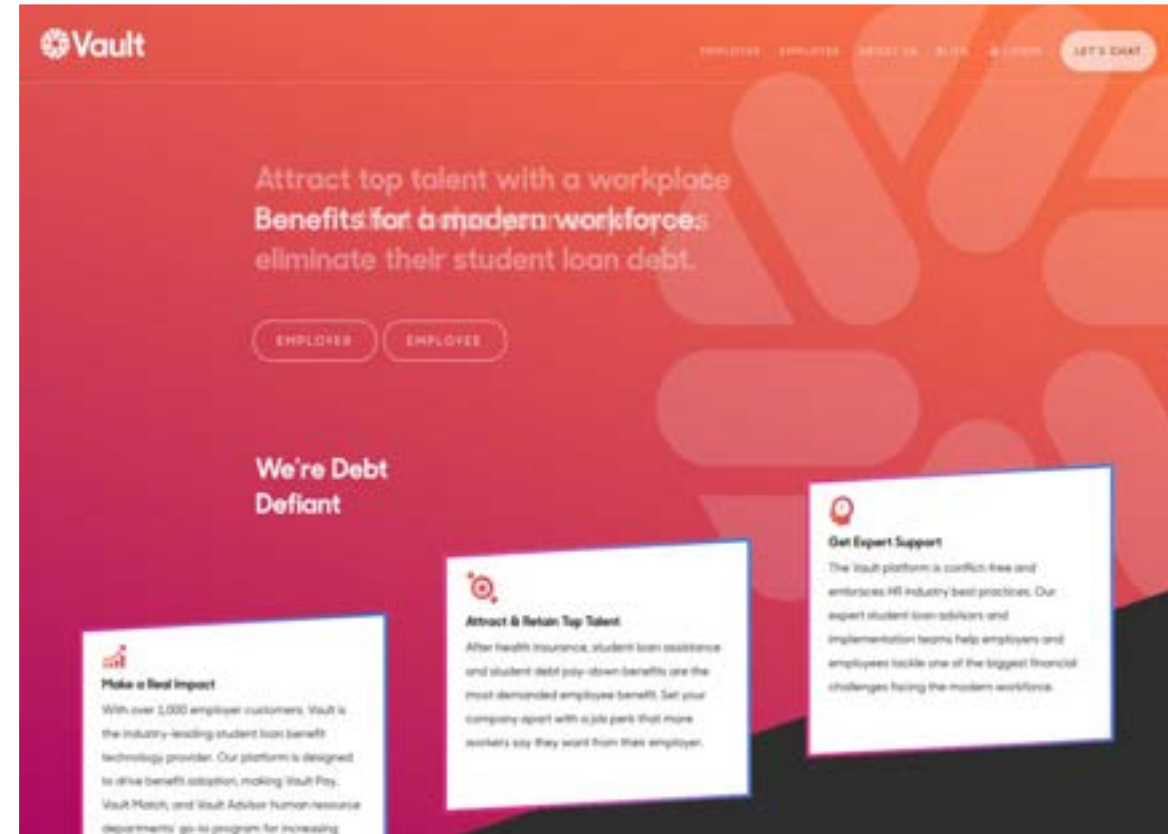


# 4

## VAULT

### Online service for facilitating student loan repayments for employees

- As of 2018, Gen Z and Millennials owe approx \$1.5 trillion in student loan debt
- Organizes and facilitates a popular employee benefit with Gen Z and Millennials
- Loan repayments through ongoing employer contributions or one-time rewards



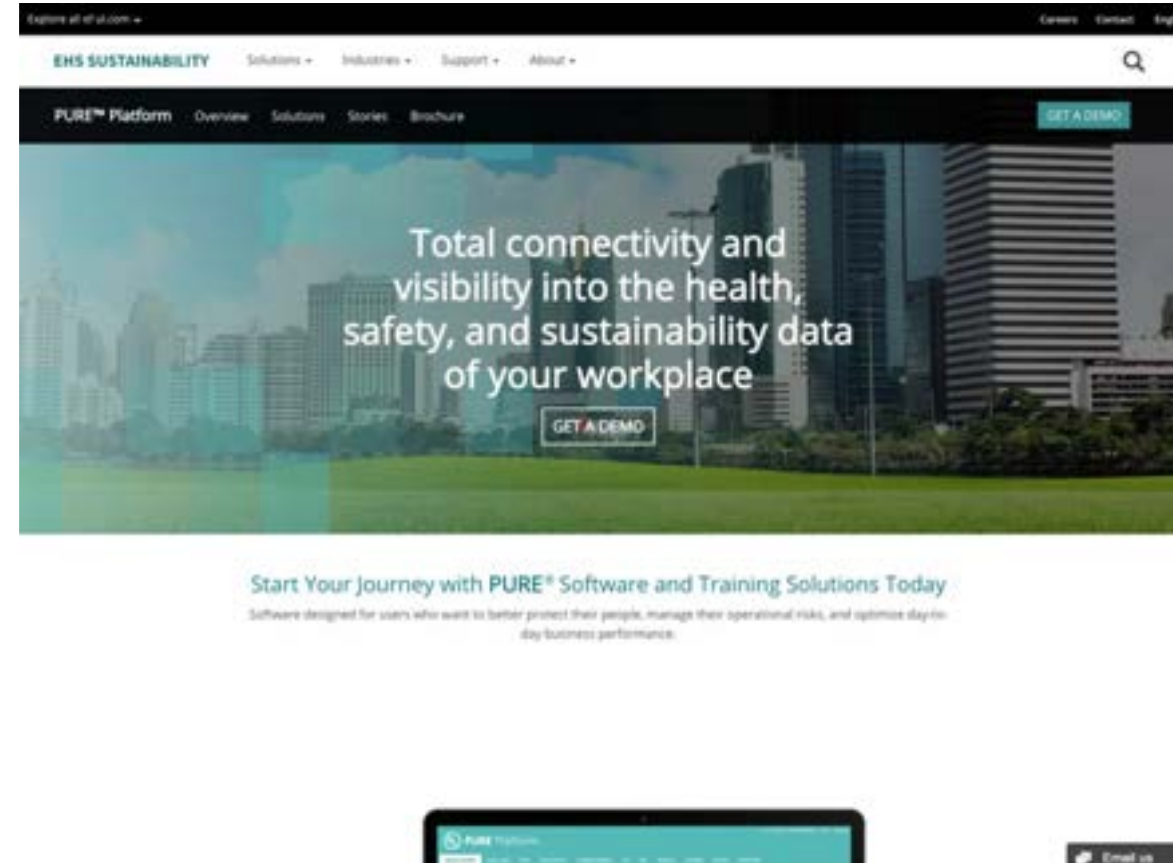


# 5

## PURE PLATFORM

### Software suite for managing health, environmental, and operational risks

- Gen Z and Millennials are much more interested than previous generations in corporate social responsibility
- Environmental sustainability metrics and reporting including supply chain management and auditing
- Tracking tools to help maintain workforce health and wellness



# 6

## SCHOOX

### Turnkey learning management system for companies of all sizes

- Gen Z and Millennials learn faster and retain more via visual, tech-driven training tools that are mobile-first
- Individualized training based on continuous data flow
- Schoox can integrate to require employee training *before* employees can sign up for a first-time shift or new position



# 7

## MICROSOFT HOLOLENS 2

### Augmented reality hardware for training and troubleshooting

- Matches Gen Z and Millennials desire for more tech-driven training tools
- High-tech eyewear that allows *remote* experts to mimic onsite training and troubleshooting
- Shares video, audio, and motion graphic overlays from anywhere on a worksite

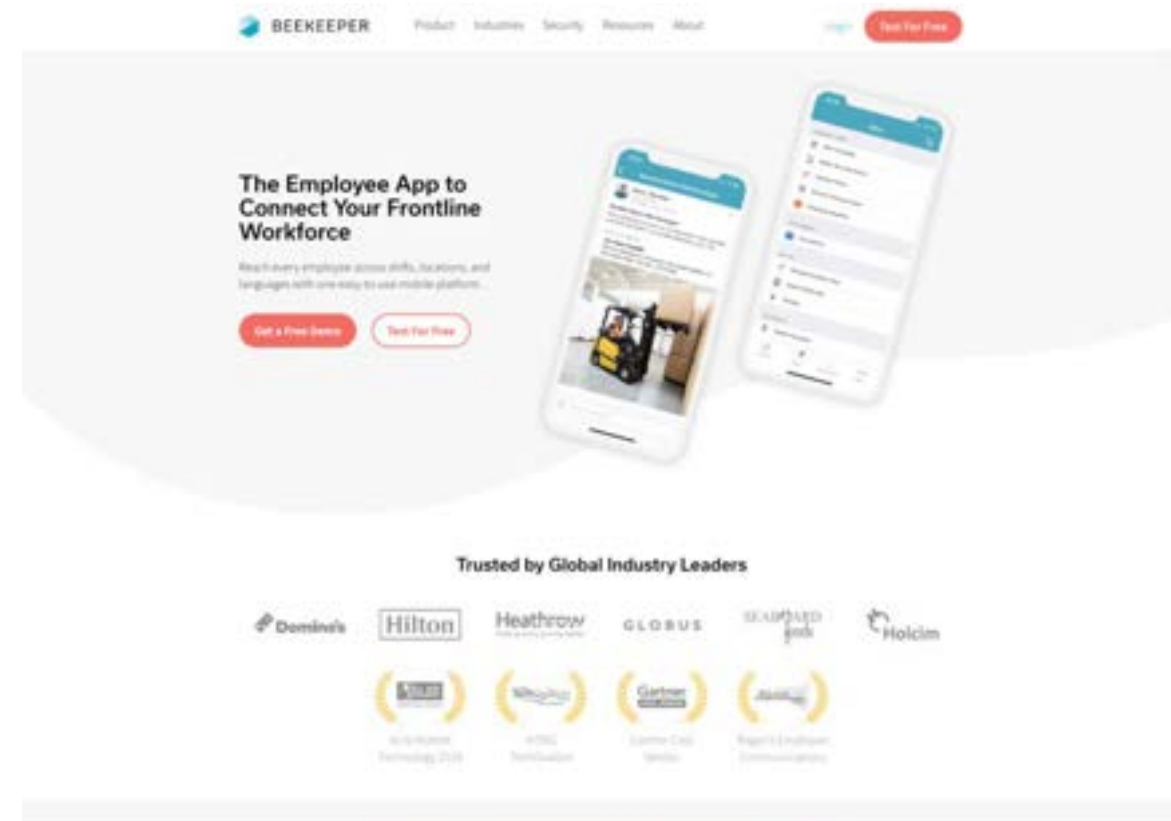


# 8

## BEEKEEPER

### Workforce communication and engagement app for non-desk workers

- Gen Z and Millennials work best with clear expectations and *lots* of feedback
- Team messaging is inside the communication streams, optimized for non-desk workers
- Engagement metrics dashboard and reports all focused on mobile usage.





# 9

## OSANO and PRIVACYPMONITOR.COM

### Data and personal privacy have *enormous* importance to Gen Z and Millennials

- Gen Z will come of age with a different view of data privacy in the workplace
- Osano and PrivacyMonitor.com are the leading reviewer of legal disclosures and privacy ratings in the U.S.
- Companies integrating with them will earn more trust, drive more applicants, and increase organic search results

osano

#### Data Supply Chain Applications & APIs

Osano transforms millions of unstructured legal disclosures about data management practices into structured and actionable insights for compliance teams. Protect your company and gain instant visibility into your vendors' data compliance practices.

Request Early Access



**Hey there**  
You should join us!

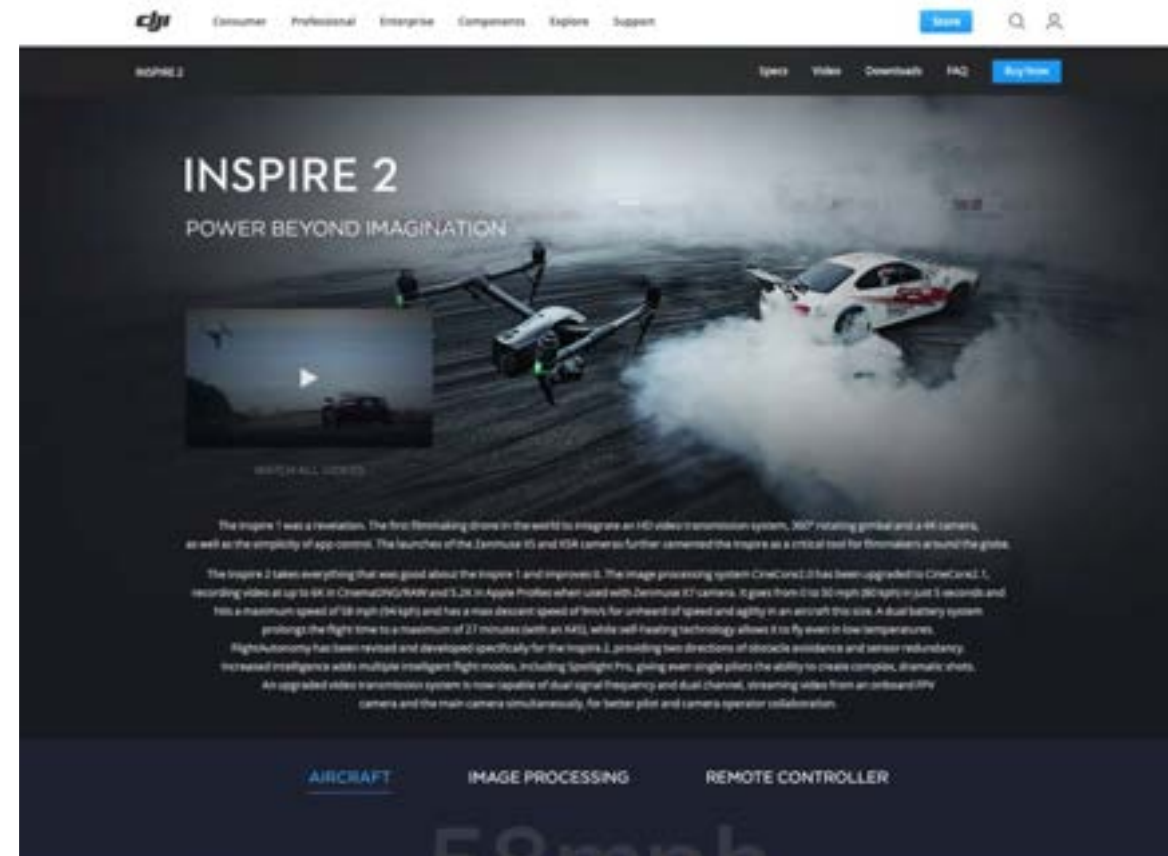
At Osano we put people before profits, and

# 10

## DJI INSPIRE 2

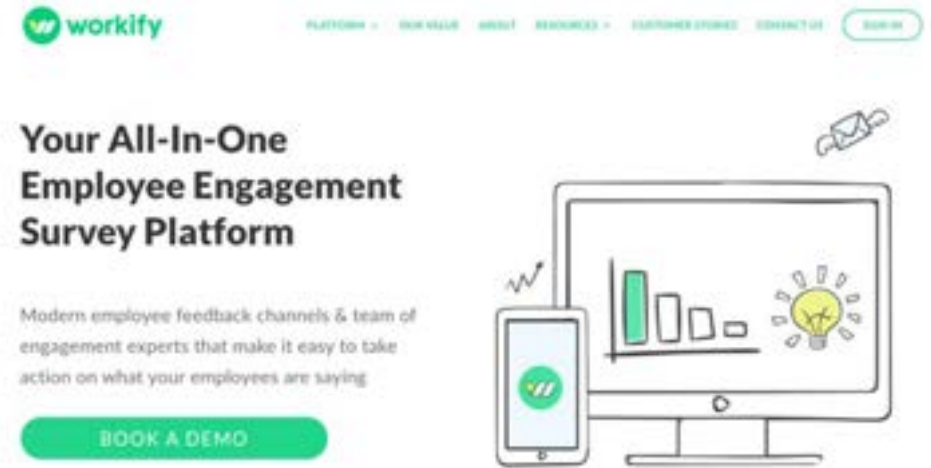
### Remote aerial survey vehicle with video recording

- Gen Z and Millennials want new tech that reduces risk and work hours
- Remotely-piloted aerial vehicle that allows for low-risk, low-cost overhead site surveys
- Professional-grade video tech means surveys can be recorded for later review in high-definition



## All-in-one employee engagement and survey platform for Millennials and Gen Z

- Designed by Millennials and Gen Z to work with these generations
- Delivers a unique perspective on how to drive more employee engagement through proprietary assessments
- Scales quickly, dedicated tools for local, regional, and national analysis



### Holistic View of Employee Engagement

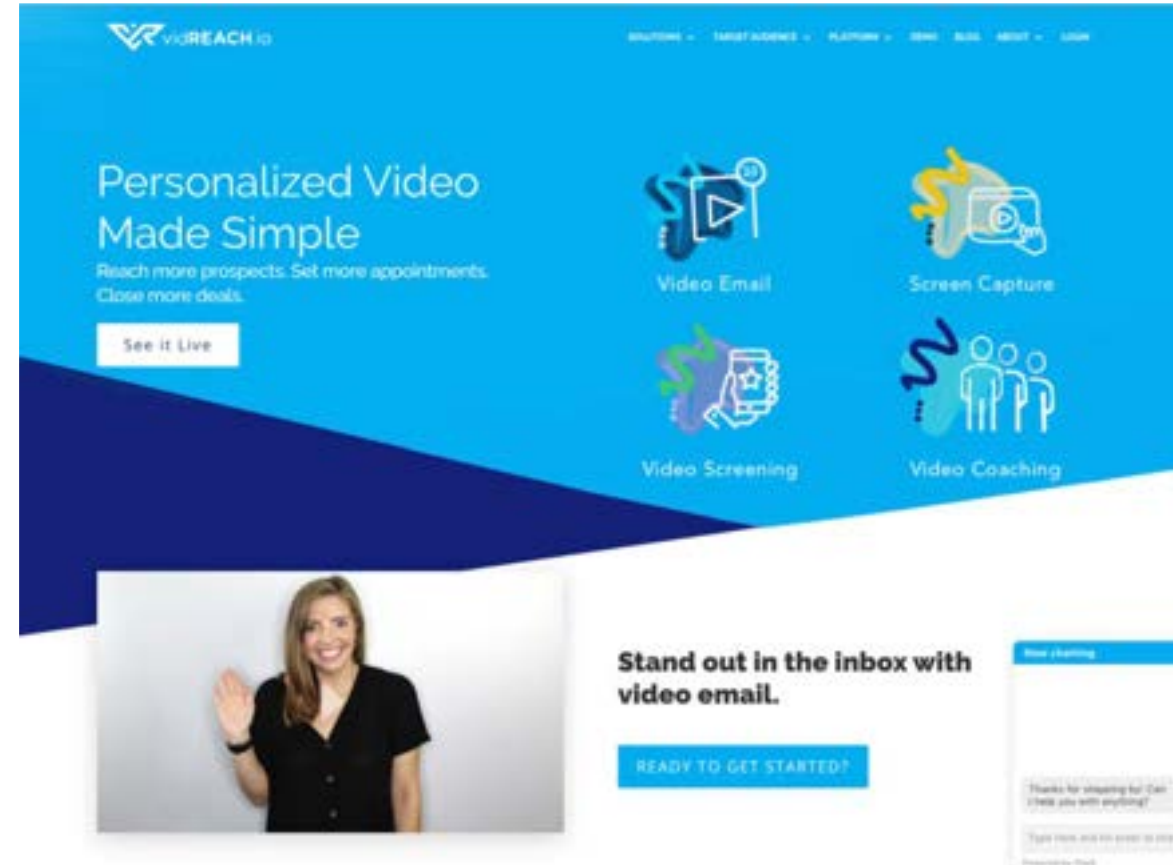


# 12

## VidREACH

### Video email will become the new normal with Gen Z and Millennials for communication and training

- VidREACH makes it easy to send video emails that are always delivered, tracked, and simple to make
- Companies large and small are using VidREACH for weekly training, motivational emails from managers, and trust-building across teams
- Mobile-optimized for recording and sharing





A large, circular tunnel under construction. The tunnel walls are lined with concrete segments. A bright light is visible at the end of the tunnel, creating a strong glow. The overall atmosphere is dark and industrial.

# Q & A WITH JASON





# And now to the website review...