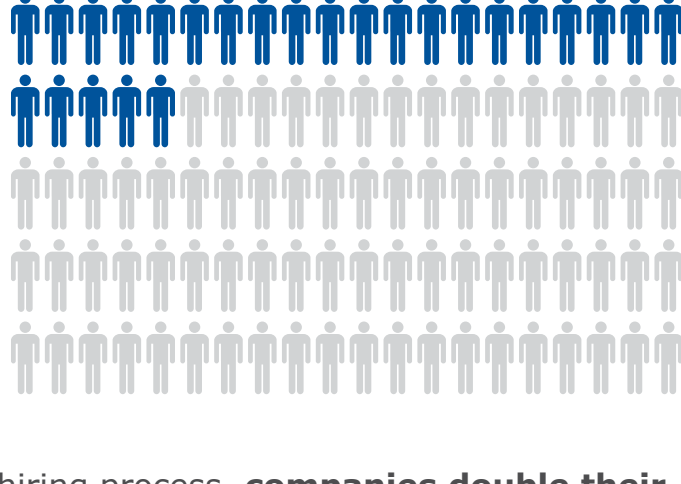


Caliper helps companies hire the right people and enhance their effectiveness. Here's what we found:

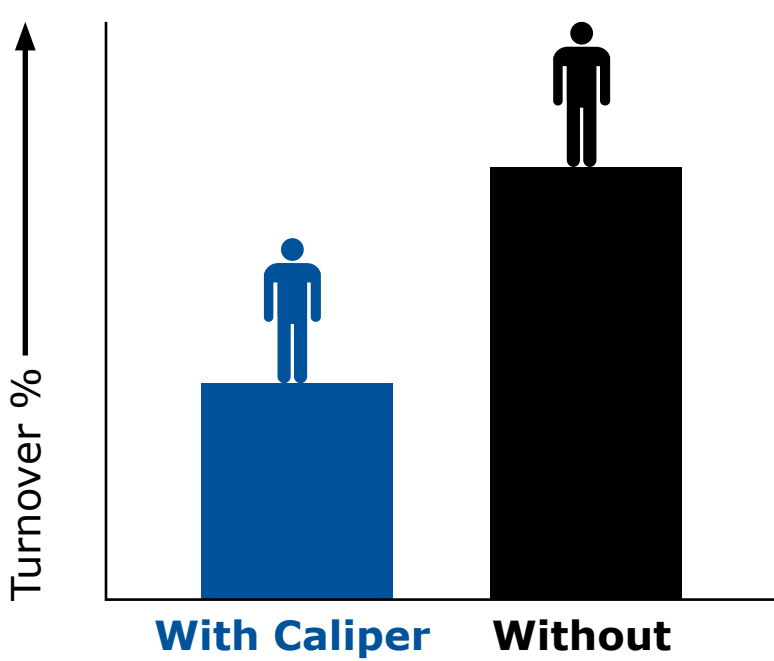
TOP 25%



By integrating Caliper's assessments into the hiring process, **companies double their chances of hiring a salesperson at the top 25% of their sales force.**

"A BUSINESS SUCCEEDS WHEN THE RIGHT PEOPLE DO THE RIGHT WORK AT THE RIGHT TIME. WHILE THAT BEGINS WITH FINDING THE RIGHT FIT, HIRING RIGHT IS ONLY THE START. SUSTAINED SUCCESS TAKES MORE."

Herb Greenberg, PhD.
CEO, Caliper



-50%

Impact on Turnover for Caliper Assessment Users vs. Non-Users.

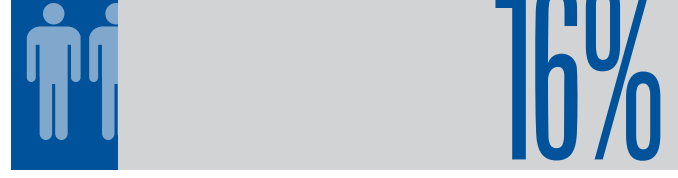
fifty percent

"Before we used Caliper, hiring was hit or miss, but now we have a scientific approach. And because of that, **we have seen our turnover decrease by over 50%.**"

Kevin Obarski
SVP, North America
Transperfect Translations

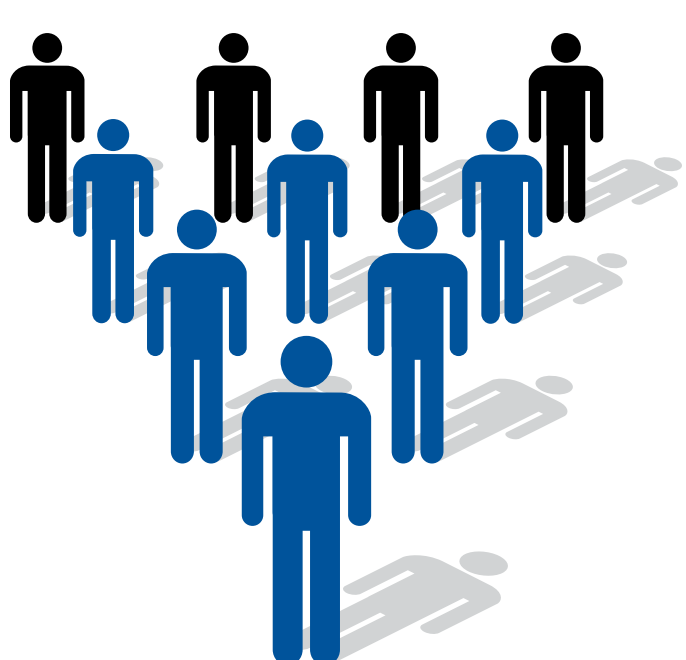
Caliper helped me determine what a Marlin top sales rep looks like, and since we began hiring from that model, **our turnover has dropped from nearly 50% to 16%.**

Ed Siciliano
EVP, Chief Sales Officer
Marlin Leasing



"WE TRANSFORM BUSINESS WHEN WE HELP LEADERS MOTIVATE THE RIGHT PEOPLE TO DO THE RIGHT WORK TO ACHIEVE THE RIGHT RESULTS."

Thomas Schoenfelder, PhD.
SVP, Research and Development



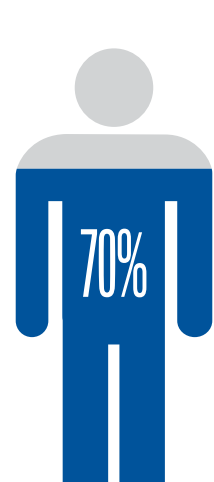
sixty percent

Approximately 60% of job candidates matched by Caliper are performing in the top quarter of their company's sales force.

Clients say that over 84% of candidates matched by Caliper are now **highly valuable to their company's achievement of goals.**



84%



seventy percent

70% of job candidates matched by Caliper consistently meet or exceed their sales target.



WE ARE THE EXPERTS IN:

Pre-Employment Assessments

- Screening applicants
- Hiring the right people for your business
- Helping you conduct successful interviews
- Understanding the competencies and key result areas of your open position
- Conducting ROI analysis around your use of our assessments

Talent Development

- Onboarding new employees
- Coaching your employees
- Providing training and development for your current staff
- Developing future leaders
- Uncovering and addressing issues within a team
- Conducting Three Sixty evaluations to enhance performance

Corporate Culture

- Aligning your talent with your corporate culture
- Conducting engagement and culture surveys
- Assessing the effectiveness of your culture and how it relates to the team
- Finding successors for open leadership positions
- Helping you conduct successful exit interviews
- Creating meaningful executive coaching programs
- Implementing action learning programs that bring you a return on investment