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## About

Crossover Edinburgh is a series of events for HR and training professionals, technologists and entrepreneurs seeking innovation in workforce skills development.

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## Contact

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June 5TH

## Conference

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### Overview

This is an unprecedented opportunity to attend a learning technology conference specifically designed for HR and training professionals.

Join us for a full day of talks by training, management and technology experts and learn about how trends in learning technology are affecting workforce skills development. Improve your learning and development programs and drive efficiencies through the crossover of technology and best practice.

Hosted at the famous Dynamic Earth science centre in Edinburgh, next door to the Scottish Parliament and with stunning views of Arthur's Seat, the conference is easily accessible by car or public transport.

Followed by a wine and cheese reception and joint social evening with BIMA ThirstDay Edinburgh.

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### Demographics

Up to three hundred HR Professionals, training providers, entrepreneurs educators and technologists.

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### Marketing Channels

Digital outdoor displays & print  
Direct mail & telesales  
Social and pay per click

Direct mail & telesales  
Social and pay per click

### Target Audience

Targeting senior HR, L&D and training professionals across the central belt with a particular focus on Edinburgh

Targeting learning technology companies across the UK

June 5TH

# Conference

## Provisional Schedule

08:30	VIP Breakfast
09:00	Registration & Breakfast
09:30	Introduction
09:45	Keynote Learning Technology Trends
10:30	Q&A
11:00	Theme A Open Course Data
11:30	Theme B Learning Analytics & Big Data
12:00	Theme C Knowledge Markets
12:30	Lunch
13:30	Theme D Open Badges
14:00	Theme E Skills & Competency Models
14:30	Theme F Adaptive learning
15:00	Break
15:30	Theme G Knowledge Transfer
16:00	Theme H Digital Inclusion
16:30	Panel Discussion
16:45	Close Summary
17:00 – 23:00	Social at Dynamic Earth, in conjunction with BIMA Thirstday Edinburgh

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## Conference

### Provisional Themes

#### A. Open Course Data

Open data is the idea that certain data should be freely available to everyone to use and republish as they wish. JISC: "Whilst there are many internal benefits for individual learning providers through better management of their course data, there are also considerable benefits, both for individual organisations and the sector as a whole, in what can be achieved through open and linked data initiatives".

#### B. Learning Analytics & Big Data

Big data is the term for a collection of data sets so large and complex that it becomes difficult to process using on-hand database management tools or traditional data processing applications. The challenges include capture, curation, storage, search, sharing, transfer, analysis and visualization.

#### C. Knowledge Markets

Knowledge markets are a mechanism for enabling, supporting, and facilitating the mobilization, sharing, or exchange of information and knowledge among providers and users.

#### D. Open Badges

The Open Badges is a program by Mozilla that allows one to display real-world achievements and skills and choose from a number of different pathways for development which may help with future career and education opportunities.

#### E. Skills & Competency Models

A job competency model is a comprehensive, behaviorally based job description that both potential and current employees and their managers can use to measure and manage performance and establish development plans. Often there is an accompanying visual representative competency profile as well.

#### F. Adaptive Learning

Adaptive learning is an educational method which uses computers as interactive teaching devices. Computers adapt the presentation of educational material according to students' learning needs, as indicated by their responses to questions and tasks.

#### G. Knowledge Transfer

Knowledge transfer is the practical problem of transferring knowledge from one part of the organization to another. Knowledge resides in organizational members, tools, tasks, and their subnetworks and much knowledge in organizations is tacit or hard to articulate.

#### H. Digital Inclusion

Digital inclusion is work to reduce the digital divide, an economic inequality between groups, broadly construed, in terms of access to, use of, or knowledge of information and communication technologies.

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June 5TH

## Conference

### Sponsorship Opportunities

#### Headline Sponsor - £3000

Branding on official print materials, website and presentation interstitials  
Exhibitor table in the breakout area and pop-up signage in the main hall  
Blog and social media coverage on your sponsorship  
Inserts into event programme  
3 x VIP tickets to the conference + 10 x standard tickets

#### Media Sponsor - Contra-deal

Branding on official print materials, website and presentation interstitials  
Exhibitor table in the breakout area and pop-up signage in the main hall  
Blog and social media coverage on your sponsorship  
Inserts into event programme  
3 x VIP tickets to the conference + 10 x standard tickets

#### Standard Sponsor - £1500

Branding on official print materials and the website  
Exhibitor table in the breakout area  
Blog and social media coverage on your sponsorship  
1 x VIP tickets to the conference + 5 x standard tickets

#### Exhibitor - £595

Exhibitor table in the breakout area  
1 x VIP tickets to the conference + 3 x standard tickets

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June 6TH – 8TH

## Product Forge

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### Overview

A weekend of design, development and innovation with the objective of prototyping new learning technology products.

Whether you have an idea already or would simply like to spend a rewarding weekend meeting new people and developing your skills, join us for a weekend of networking and collaboration.

Hosted at the centrally situated Assembly Roxy just off South Bridge, we'll provide meals, mentors and around the clock access. The winning team will secure support and cash investment from Insight Arcade to help bring their product to market.

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### Demographics

Up to one hundred and fifty students, software developers & engineers, designers, educators, entrepreneurs and technologists.

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