



REVAS

BUSINESS SIMULATION GAMES



Presentation **outline**

01

About Revas Business Simulation Games

- software features
- decision scope
- available industries
- technical requirements
- instructor training & support

02

Education references & testimonials

- use cases
- customer testimonials
- certificates & recommendations

03

About Revas

- legal status
- founding team
- statistics
- PLA

**ABOUT
REVAS BUSINESS SIMULATION GAMES**





Why **Revas Business Simulation Games?**



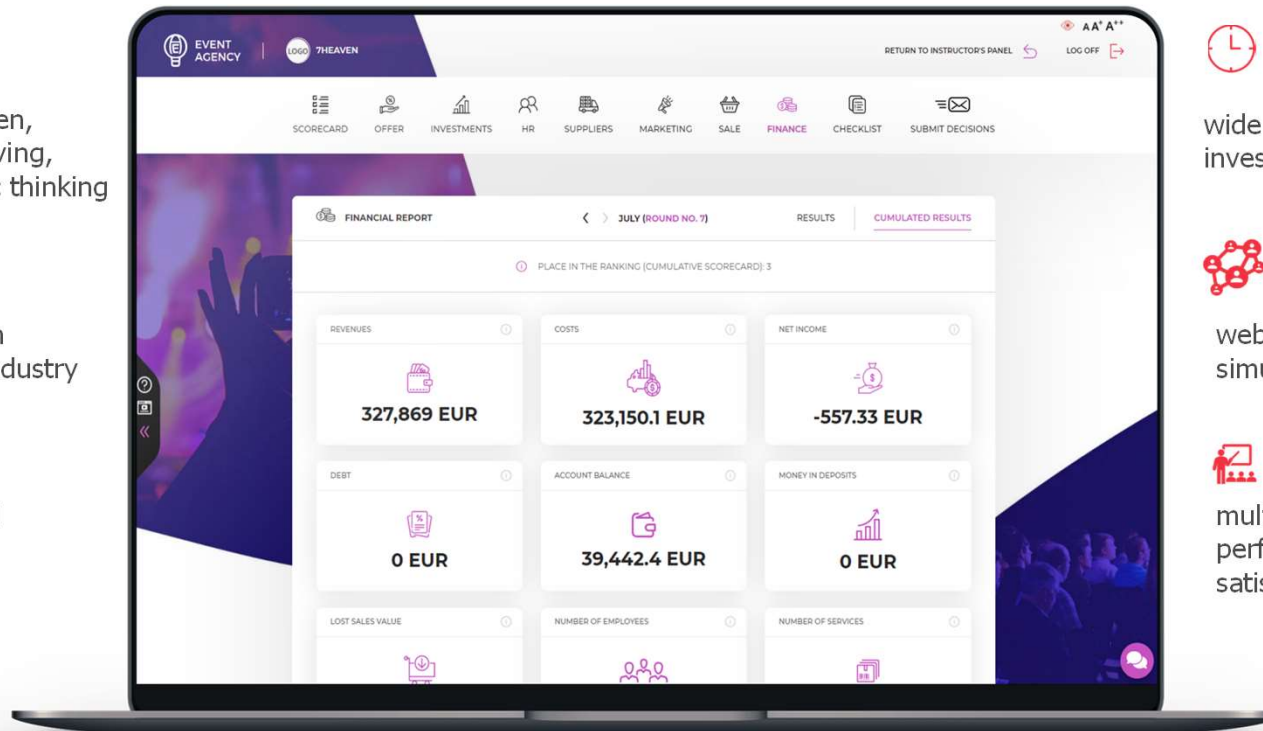
skills training: business acumen, decision making, problem solving, planning, teamwork, strategic thinking



realistic managerial decision in a small business in selected industry



direct competition between all participants



wide scope of business decisions – investment, finances, HR, marketing



web-based access to the simulations, no installation needed



multi-criteria assessment of teams' performance – financial results, employee satisfaction, customer satisfaction etc.



Simulations are **designed for**



Universities

Example courses:

- Economics
- Operational management
- Investment and finance
- Financial accounting
- Business for 'non-business students,
- Business English and Linguistics



Schools

- Courses on management, accounting, leadership, entrepreneurship, economics, marketing
- Key competence workshops



Business

- 'Experience business' workshops e.g. for employees working with SMEs to better understand the customer
- Managerial skills training
- Soft skills training



NGOs

Workshops for young entrepreneurs or future entrepreneurs preparing to start own business

HOW DOES THE GAME WORK?

GENERAL TASK

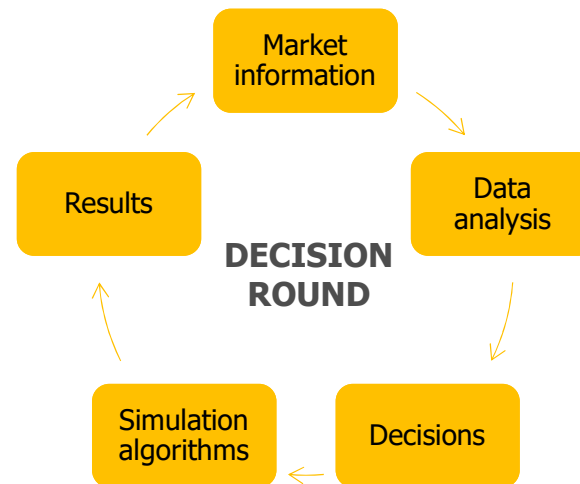
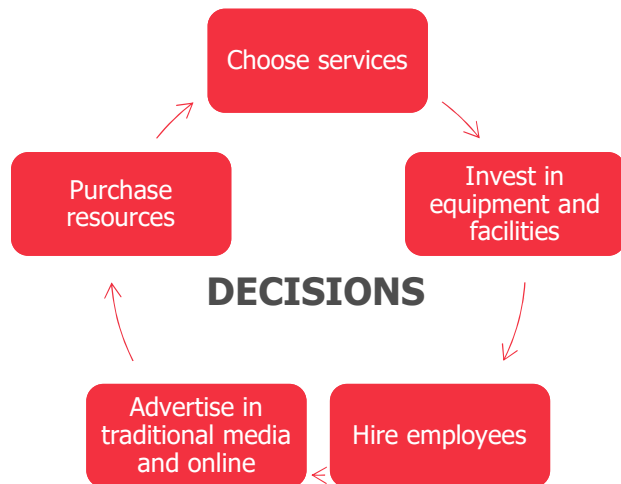
Simulation participants, divided into teams, run virtual companies and make realistic business decisions similar to decisions made daily by real managers.

DECISION-MAKING PROCESS

Teams analyse market information to make strategic and operational business decisions.

RESULTS

Teams are ranked every round on the basis of a scorecard taking into consideration financial and non-financial ratios.





Decision **scope**

General management

- name & mission statement
- strategic planning
- investments (equipment, amenities for customers and employees)
- service/product portfolio management
- competitive environment analysis
- market feedback analysis
- KPI management
(5 scorecard indices)

HR

- employment planning
- selection of candidates
- training
- motivating
- utilisation management
- monitoring satisfaction

Marketing

- traditional marketing channels (leaflets, billboards, press, radio, tv)
- online marketing (own website, social media, groups, forums etc)
- marketing feedback analysis

Finances

- budgeting
- pricing
- revenues & expenses ledger
- revenues analysis
- cost analysis
- bank account - credits & deposits

DECISIONS - EXAMPLES

CHOOSE SERVICES YOU WANT TO OFFER AND FORECAST MONTHLY DEMAND FOR EACH OF THEM. YOU CAN ADD 3 NEW SERVICES EVERY ROUND.

INTERNATIONAL HOLIDAYS

ACTIVE HOLIDAYS (7 DAYS)



DETAILS

SELECTED

MONTHLY DEMAND FORECAST: 70

ADVENTURE HOLIDAYS (7 DAYS)

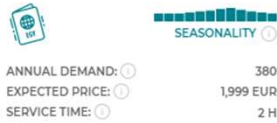


DETAILS

SELECTED

MONTHLY DEMAND FORECAST: 60

FAMILY HOLIDAYS (7 DAYS)



DETAILS

SELECT

SEASIDE HOLIDAYS (7 DAYS)



DETAILS

SELECT

WELLNESS HOLIDAYS (7 DAYS)



DETAILS

SELECT

WILDLIFE HOLIDAYS (7 DAYS)



DETAILS

SELECT

PURCHASE AMENITIES FOR YOUR CUSTOMERS.

PURCHASE COST: 0 EUR

MONTHLY COSTS: 2,100 EUR

SALES REVENUE: 0 EUR

CAR PARK



SELL

PAYMENT TERMINAL



SELL

COFFEE MACHINE



SELL

CURRENT PRESS



SELECT

FREE WI-FI



SELECT

TV IN THE WAITING ROOM



SELECT

EMPLOYEE PROFILE



★★★
LEWIS SAMANTHA
 DOMESTIC TRAVEL CONSULTANT
 24 YRS

EXPECTED SALARY: 3,590 EUR
 RECRUITMENT COST: 300 EUR
 SEVERANCE COST: 1,077 EUR
 EMPLOYED FROM: APRIL

RISK OF COMPLAINT



CUSTOMER SATISFACTION



CURRENT GROSS SALARY: 3000 EUR

BONUS: 0 EUR

FULL-TIME CONTRACT (160 H): SELECTED

TEMPORARY CONTRACT (160 H): SELECT

DISMISS

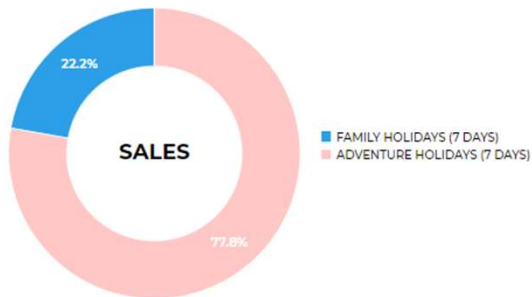
CANCEL

SAVE

RESULTS - EXAMPLES

SALES VS LOST SALES

NAME OF SERVICE	DEMAND	SALES	LOST SALES
FAMILY HOLIDAYS (7 DAYS)	18	4	14
ADVENTURE HOLIDAYS (7 DAYS)	15	14	1

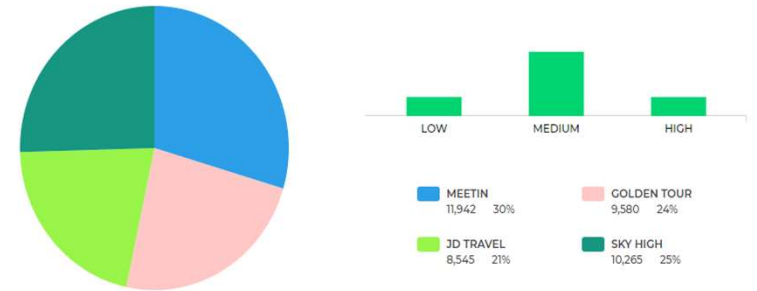


RESULTS

RANKING

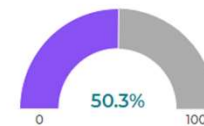
COMPANY	BUSINESS RESULT	ECONOMIC RESULT	EMPLOYEE SATISFACTION	CUSTOMER SATISFACTION	BUSINESS DEVELOPMENT	DEBT RATIO
SKY HIGH	0.263	0.273	0.916	0.993	1.057	1.000
JD TRAVEL	0.115	0.185	0.936	1.030	0.642	1.000
GOLDEN TOUR	0.000	-0.129	0.943	1.024	0.437	1.000
MEETIN	0.000	-0.349	0.915	1.006	0.851	1.000

RESOURCES QUALITY

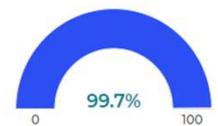


UTILIZATION OF EMPLOYEES' TIME

DOMESTIC TRAVEL CONSULTANT



INTERNATIONAL TRAVEL CONSULTANT





AVAILABLE SIMULATIONS



ACCOUNTING
OFFICE



SHIPPING
COMPANY



RESTAURANT



EVENT
AGENCY



FITNESS
CLUB



TRAVEL
AGENCY



MASSAGE
SALON



IT SERVICES



INTERACTIVE
AGENCY



RENOVATION
COMPANY



BEARING
FACTORY



HAIR
SALON



BEAUTY
SALON



VET
CLINIC



CAR REPAIR
SHOP

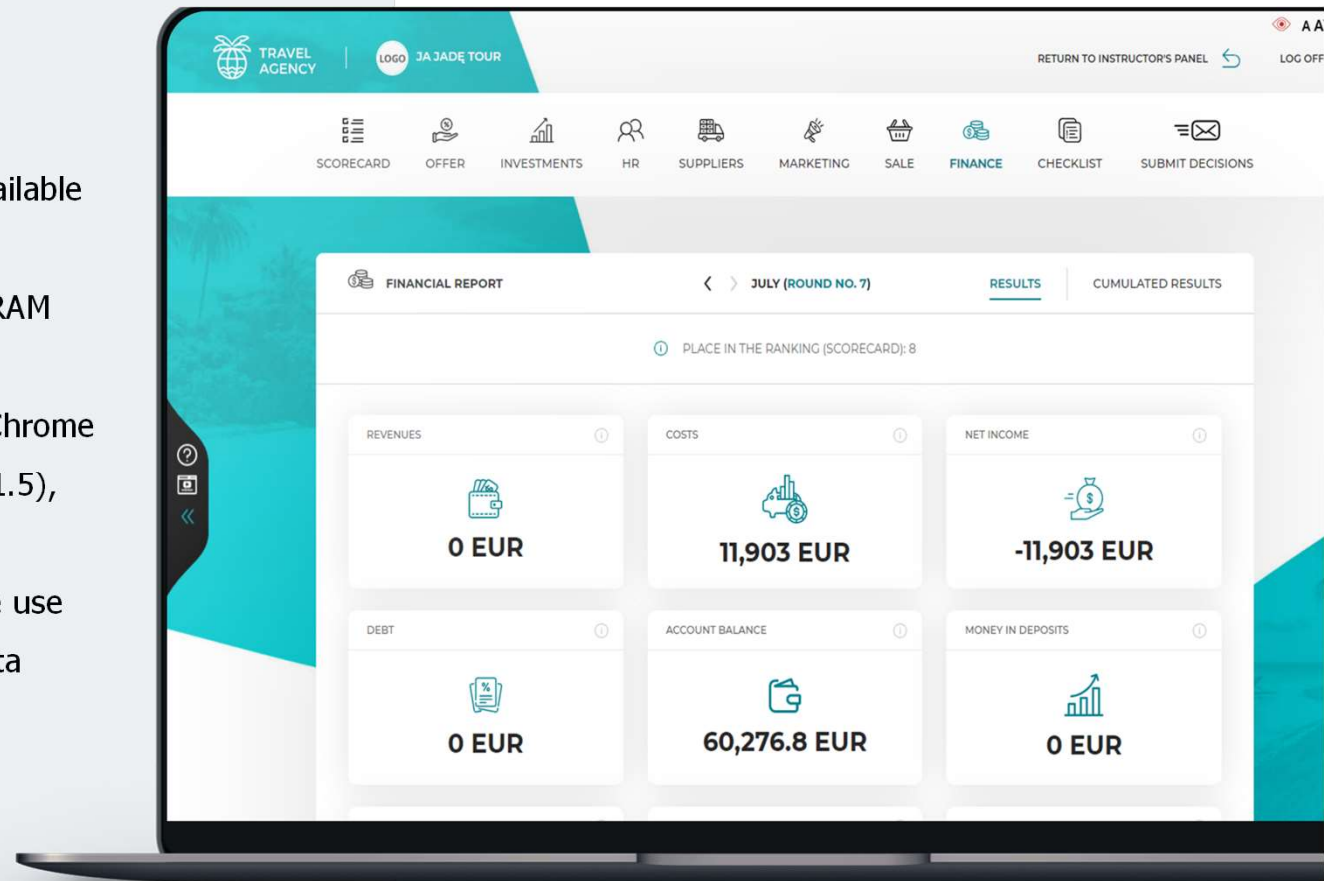


ELECTRONIC
STORE



Technical requirements

- **web-based access** (no installation required, available 24/7 through web browser)
- **hardware requirements** – PC with min. 4 GB RAM and min. 8 Mb/s internet access
- **software requirements** – web browser (min. Chrome 4.0, IE/Edge 9.0, Firefox 3.5, Safari 4.0, Opera 11.5), spreadsheet software is advisable
- **other platforms** - responsive interface (possible use on tablet screen size devices, yet due to large data tables recommended use on PC)





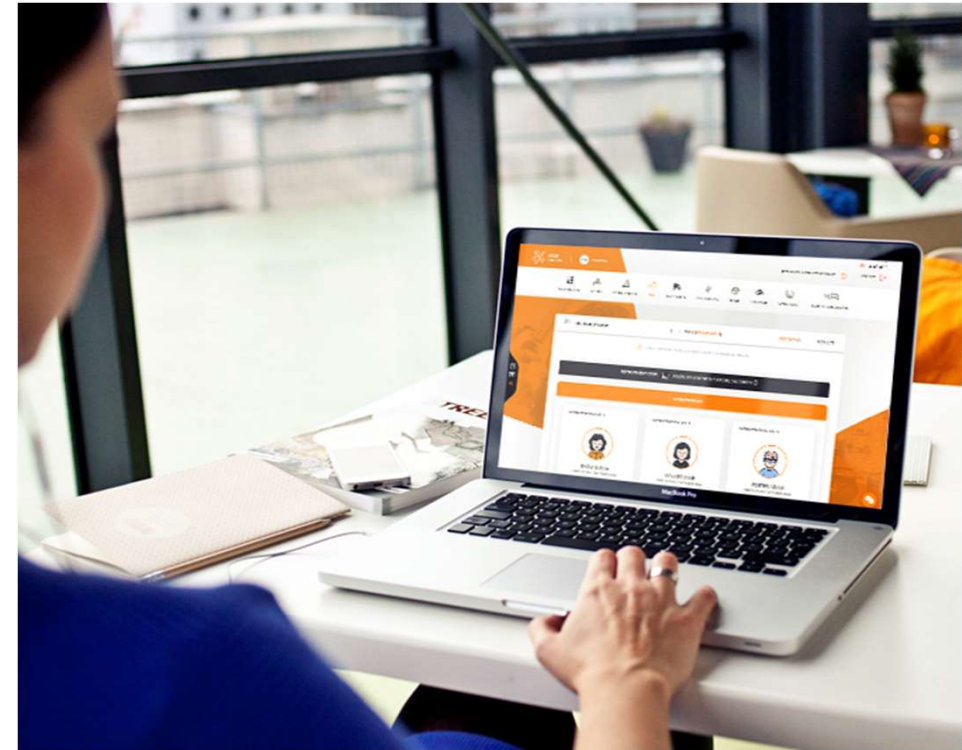
Instructor **training & support**

01 Certified instructor training

- online
- 3 hours
- theory + practice
- exam + certified instructors e-certificates

02 Ongoing instructor support

- unlimited time during subscription period
- phone, mail, videoconference, instant messages



CUSTOMERS & TESTIMONIALS





Revas in numbers

600+

Schools and
universities using
Revas Business
Simulation Games

5400+

Teachers and
trainers using
Revas Business
Simulation Games

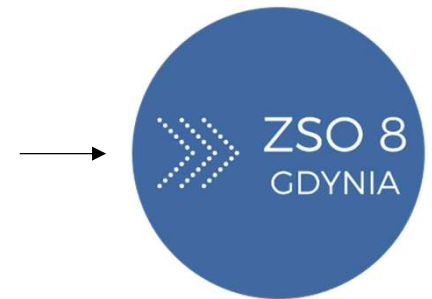
1800+

Certified
simulation
instructors

95 000+

Participants who took
part in a training/course
with Revas Business
Simulation Games

Institutions using Revas (examples)





Testimonials

01

If you are searching for a solution, how to engage your economy and entrepreneurship students with practical skills and knowledge about running a firm – look no further. Revas Business Simulation Games are just the right thing to start with. My students liked it a lot, even those who initially failed the class were coming to me afterwards, explaining to me that Hair salon simulation gave them a clear insight to how business works, and how things correlate with each other. With Revas simulations students learn the importance of decision making and learning from mistakes. Plus the support of Revas people is just as good as it gets – excellent.

**Igor Šajn, IT Admin & Informatics, mathematics and multimedia professor
The Ljubljana Secondary School for Hairstyling, Slovenia**

02

Revas Simulations are great because they teach learners to manage many aspects of a business, and receive constructive feedback on their decisions. Our learners have really enjoyed the experience..

**Stefaan Grobler, Accounting and EMS Teacher
St. Mary's Diocesan School for Girls, South Africa**

03

As a team, we believe that REVAS Business Simulation Games are, in short, a great way to show young people in an entertaining way how entrepreneurship works. Each of us, after playing a few simulations, has gained experience in running a company, while having a great time at the same time!

**Kamil Łazarz, Dawid Ławruk i Grzegorz Kusek, students
Secondary School of Economics in Mielec, Poland**

**Read full case
study about
Zealand Institute
of Business and
Technology
(Denmark)**

–
[here](#)



What do users say?

- *Marvellous decision game. It requires logical thinking, analysis...*
- *Awesome! Students are engaged & can't wait for the next round. That's it!*
- *Brilliant idea for future entrepreneurs training*
- *Exceptional economic tool. Great for online learning. It will enrich any business course. I really recommend it!*
- *Simulations are a first-class idea. Students are fascinated with this method. The simulations themselves are very well prepared in terms of the content. Students manage their businesses and us, teachers, can use their cases to explain how business works. Well done!*

Beata Po-lit poleca stronę REVAS - Branżowe Symulacje Biznesowe.
2 kwietnia 2019 · 🌐

Super gra decyzyjna polecam... Zmusza do logicznego myślenia analizy... Rozwija

Agnieszka Agn poleca stronę REVAS - Branżowe Symulacje Biznesowe.
10 kwietnia o 10:16 · 🌐

Rewelacja, studenci zaangażowani i w napięciu czekający na kolejną rundę. O to chodzi!

Lukasz Ciesielski zrecenzował: REVAS - Branżowe Symulacje Biznesowe – 5★
7 czerwca 2018 · 🌐

Genialny pomysł na szkolenie przyszłych biznesmenów

Iza Niewiadomska poleca stronę REVAS - Branżowe Symulacje Biznesowe.
8 kwietnia o 19:41 · 🌐

Rewelacyjne narzędzie ekonomiczne. Świetnie sprawdza się w zdalnym nauczaniu, ale z pewnością nie tylko! Urozmaici każde zajęcia ekonomiczne! POLECAM!

Marlena Gruza poleca stronę REVAS - Branżowe Symulacje Biznesowe.
8 kwietnia o 16:29 · 🌐

symulacje to po prostu staral w 10. Uczniowie są zachwyceni taka forma pracy A same symulacje są przygotowane bardzo dobrze pod kątem merytorycznym. poza tym że uczniowie prowadzą swoje firmy to my jako nauczyciele jesteśmy w stanie ze tak powiem na konkretnym przykładzie wyjaśnić im funkcjownaie firmy. Wielkie brawa i oby tal dalej



Educational quality **certificate**

Business Simulation Games are certified by EAF – Education Alliance Finland – leading global organization evaluating educational tools



Revas Business Simulation Game High Educational Quality Aspects



1. The solution is a motivating hands-on introduction to entrepreneurship and running a business. It teaches a wide variety of core business functions in a very activating way.
2. Success in the simulation requires hard work, collaboration and decision making, which makes learning very effective.
3. The teacher can flexibly explain several key concepts about business using the simulation and also broaden the topics to cover more where they see fit.

Pedagogical Approach **91 %**

Learning Engagement **4.12**

Polish Ministry of National Education,
Ministry of Science and Higher Education as
well as Govtech Poland recommended using
simulation for online teaching during
the coronavirus lockdown.



MINISTRY
OF NATIONAL
EDUCATION



Ministry of Science
and Higher Education

Republic of Poland



[**Find out more in the Education Alliance Finland report**](#)

ABOUT REVAS





What does REVAS mean?

REVAS means *a dream* (in Esperanto)

Revas dreams to help (young) people:

- **prepare them to pursue their business dreams** in the future by giving them an **experience of business** and a risk-free **testing ground** to experiment with business strategies
- realize the **financial and social complexities** of running a business
- realize **if they have an aptitude to be managers**
- **gain useful life skills** e.g. problem solving, strategic thinking, data analysis, team work



Legal information

REVAS sp. z o.o. [limited liability company]

with its registered office in Rzeszów, Poland,
address: ul. Popiełuszki 26 c, 35-328 Rzeszów, Poland
entered to the **National Register of Entrepreneurs of the
National Court Register** held by the District Court in Rzeszów,
12th Economic Department under the KRS [National Court
Register] Number 0000638640, EU VAT: PL5170376971

Foundation date: 23.09.2016

REVAS
BUSINESS SIMULATION GAMES



Founding team

Having more 15 years of academic experience each, Revas founders gained insight into the needs of universities and lecturers that allow them to design and deliver business simulations perfectly answering the needs of the academic community.



Wojciech Pitura

economist, business analyst

- 15 years experience in business training
- simulation master trainer
- author of 20+ business simulations designed for universities, schools and corporate training



Ela Szczepaniak

economist, project manager, international relations expert

- 15 years experience in business training
- simulation master trainer
- manager of international and national educational projects for students, teachers, employees



Paweł Cudek

programmer, IT expert

- 15+ years experience in programming, data bases
- technological designer of 20+ business simulations
- simulation master trainer