

Max Grekin

SKM Seaprende



“ I saw an opportunity to help companies offer employee training online. ”

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| COUNTRY | Chile |
| INDUSTRY | Prof. Services |
| EMPLOYEES | 30 |
| YEAR SELECTED | 2001 |
| WEBSITE | english.skmportal.com |

COMPANY SNAPSHOT

A one-stop shop for web-based education, SKM Seaprende (SKM) is an efficient, personalized e-learning solution that integrates three key areas of learning: content, technology, and service. The business, started by Max and Abishai, focuses on providing large corporations with end-to-end infrastructure for real time web-based training in professional development courses and professional e-learning consulting services. Since selection by Endeavor, the number of jobs at SKM has grown by 500%.

ENDEAVOR AND SKM SEAPRENDE

The company survived the dot-com crisis, gained focus and better identified its market with Endeavor's support. Seaprende grew into a knowledge management consulting company with a viable business model, and the Entrepreneurs credit Endeavor with enabling their survival and transition. Seaprende crossed the border into Brazil with Endeavor's help, and expanded to Chile and Peru as well. The firm was the subject of a MIT Sloan School of Management case study.

In addition to local mentorship, workshops, and Endeavor Forum, the Entrepreneurs benefited from global services such as eMBA and ECLA programs, and numerous Immersion Tours and Entrepreneur Summits.

Max and Abishai remain active participants in the network and helped launch the local Entrepreneur Give-Back program, where Entrepreneurs donate 2% of equity back to Endeavor.