

FlexTraining™ and Login & Go™ Pilot Project for Services and Consulting Firms

Delivering Training to Your Clients with FlexTraining

At FlexTraining, we have been supplying complete solutions for online training to consultants, services firms, and professional trainers for almost 15 years. We know that professional services companies must continuously compete to attract new clients, and to retain the clients they have. You cannot afford to take chances with unproven technology or poor quality when you provide your clients with an online learning system.

We believe that for automated, on-demand training to be effective, it has to be streamlined and manageable, with secure testing, reporting, and simplified configuration. It should also allow customers to re-use their existing training materials, and should yield a very low overall cost of ownership.

In addition, a consultant or service provider typically needs a way to develop skills, build prototype courses, and demonstrate a complete solution before the client organization will have the confidence to move forward with the project. We address this need with our popular 90-day fully-supported pilot project.

Preparing to Win the Business

Putting Yourself In Position for Success

As a consultant or services company, you have been invited to initiate a training project for a client or prospective client. Perhaps you have even been handed an RFP to complete, and you will be asked to provide a solution for delivering online training.

Will your client be satisfied with some notes, a product description, and some advertising? Probably not. What you'll need is access to a complete system, some hands-on experience, and a way to tailor the system to functionally and visually look like a good fit. In other words, you'll need your own version of FlexTraining.

And you may also need some assistance in completing the client's RFP, or in otherwise answering questions or addressing a stated requirement.

Why You Should Win Every Business Opportunity

If you show up at the bargaining table with a complete system ready to demo, and your competition shows up with only some marketing material, you will have a decided advantage. And when the client starts to ask detailed questions, your advantage will only grow.

That's why we insist that any firm or consultant including FlexTraining in an RFP have at least a small pilot project underway, and why we make the 90-day pilot available for a very low fee. We want you to win, and if there is no competition, we want you to succeed. You need FlexTraining to be a part of your team.

Where We Fit In

Proof of Concept: The 90 Day Pilot



The 90-day FlexTraining Pilot Project is a complete private Login & Go training environment, all development & delivery tools. It's perfect for testing, proof-of-concept, and demos for prospective or existing clients.

You can set options, drop in video and other multimedia, build courses, create tests, run analysis or tracking reports, and download results. Create, modify, deliver, measure and learn in a secure E-Learning environment. Use as much or as little of FlexTraining as you wish. We provide you with:

- A complete FlexTraining E-learning system, with all screens & menus
- Full management/authoring guides
- Online collaboration and automated testing
- A system based on best practices and flexible templates
- Do-it-yourself branding for each client without programming
- Online multimedia help system, course development strategies
- Free tech support from actual software developers, not overseas contractors
- Option to keep course data afterward for continued training if you wish

Converting To a Long-Term Solution

After you have established a long-term project with your client, you'll continue to rely on the stable, flexible training platform which you already have in place. We can make this easy for you, while you maintain total control of your business relationship.

First, you can choose to extend your Login & Go account to a 6, 12 or 24-month period, or you may want to convert to a FlexTraining software license with a single one-time license fee. Pricing for both the Login & Go and the FlexTraining license are based on the number of learners you plan to train. Pay for only what you need.

If you choose a license, you can decide if you want to host your FlexTraining training system at your facility, utilize your client's network and server, or utilize the premium hosting infrastructure at FlexTraining.

Secondly, any courses and student data you have created during your pilot period can be retained for use in continuing online education. Or you can choose to discard the current data and start from scratch.

We offer maximum flexibility and support as you launch your E-Learning solution that is tailored to your client's needs.

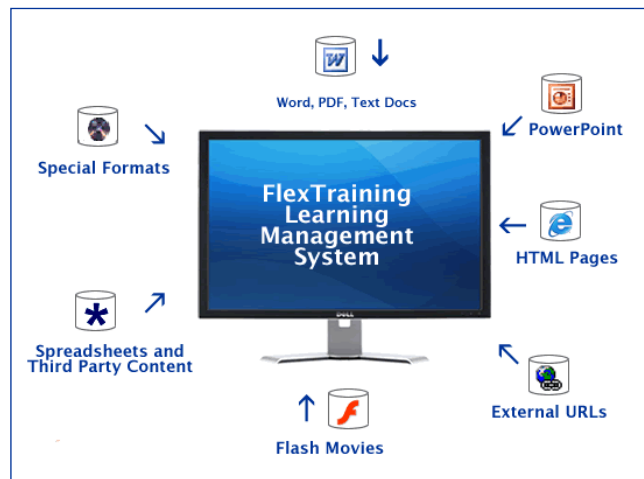


FlexTraining E-Learning Software

Why FlexTraining is Easy To Provide to Your Clients

You can be proud and confident when you supply your valued clients with a FlexTraining complete training solution. It's easy to do business with FlexTraining, and easy to operate the flexible tools it provides:

- ✓ One-time initial fee provides a perpetual license
- ✓ Start training this week after a simple installation and setup
- ✓ Re-use existing training material (videos, text, images, etc.)
- ✓ One-stop shopping - no need to buy tools from multiple suppliers
- ✓ Very low per-student operating costs
- ✓ Grow your system without re-entering data or rebuilding courses
- ✓ Secure deployment inside your firewall for maximum control
- ✓ Or choose our hosting or Login & Go service
- ✓ Few technical or administrative resources needed to operate
- ✓ Source code is included in case of desired further customization
- ✓ Designed from the ground up for flexibility and simplicity



Other Available Information For Pilot Project Participants

Create an Online Training Strategy



Ideas for E-Learning
Advancing E-Learning Technology




www.FlexTraining.com

Content Transformation • Best Practices • Results Measurement
Instructor Collaboration Tools • Time and Cost Savings

Online Training Ideas Book

Your E-Learning Consultant may provide you with our high-level Ideas Book. This summary booklet discusses content development, collaboration and the importance of measuring results. Other topics include using the right tools and formats, and the latest E-Learning best practices.

Training • Innovation • Results



Info Book



Advancing E-Learning Technology
www.FlexTraining.com

On-Demand E-Learning • Cost-Effective • Streamlined Design Collaboration •
Multi-Language • Flexible Testing

FlexTraining Info Book

Ask your E-Learning Consultant about this detailed booklet that covers features, benefits, options, and implementation strategies. Includes selected case studies, comparisons, and training concepts.

E-LEARNING QUICK REFERENCE CARD

Summary: 10 items you should know:

- Assessment:** Use test or quiz designed to measure effectiveness of training or student readiness for course.
- Asynchronous Learning:** Students are not connected during training.
- ASIS:** Online Course Management System. Used to set up and manage course structure and content.
- Asynchronous Self-Paced Learning:** Students interact with a virtual, adaptive, or adaptive during the course.
- Block Learning:** Used in assessments to randomly select test questions from an established pool of questions.
- LMS:** Learning Management System, responsible for creating and managing content structure and content presentation.
- MSL:** Subject Matter Expert. Uses knowledge of how to create content in terms of a subject instructor.
- Streaming Multimedia:** Audio or video content played while in a learning environment, such as a virtual classroom.
- Microtest Technology:** Automated self-testing, grade reporting, and other features.
- Non-interactive Content:** All students get the same content, regardless of their level or other interaction tools.

Sample Effective Course Plan:

- Introduction (Introduction and Welcome):** Attention, Motivation.
- Introduction (Main body of content):** Content structure, Attention to content, Breaks in content, Attention to content, Frequently used to largely content.
- Conclusion (Ends by conclusion):** Assessment, Feedback.

Learning Content File Formats:

| File Format | Content Type | File Size | File Name |
|-------------|--------------|-----------|------------|
| PowerPoint | Text | Small | PowerPoint |
| Flash | Image | Small | Flash |
| MP3 | Audio | Small | MP3 |
| MP4 | Video | Small | MP4 |
| PDF | Text | Small | PDF |
| XML | Text | Small | XML |
| SCORM | Text | Small | SCORM |
| ZIP | Text | Small | ZIP |
| DOC | Text | Small | DOC |
| DOCX | Text | Small | DOCX |
| XLS | Text | Small | XLS |
| XLSX | Text | Small | XLSX |
| PPT | Text | Small | PPT |
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