TrainingCentral

Product Solutions Marketplace

Presentation on

Powerful Outcome-Oriented Training Solution for a Talented Workforce

2023-24

TrainingCentral Solutions Pvt. Ltd.
Training beyond boundaries

Why Us

We offer training solutions for the Banking, Financial Services and Insurance (BFSI) domain. Our work in this sector spans consulting, content design and development, technology hosting and other support services. We have designed and delivered innovative solutions where Outcomes are critical for business strategies.

TrainingCentral is ISO 27001:2013 Certified

Who We Are

We are BFSI Practitioners. We deploy technology to ensure simple, speedy and cost-effective implementation of your L&D Strategy. Our solutions are designed for effective delivery to organisations irrespective of size or geographical spread.

CEO – Manoj Navalkar
B. E. (Comp.), PGDBM (IIMB), CAIIB, PMP

CFO – Sonal Navalkar
B. Com. C.A.

TrainingCentral is ISO 27001:2013 Certified

Insights

Ready E-learning Courses
36

Languages in which courseware developed
13

FinNet: Trainers & Consultants across India, South & South-East Asia
550+

Clients in BFSI Domain
80+

E-learning Portal Users
210.95
149.16
23.26
1.41%
40K

Insights

Classroom Trainings Conducted (no. of participants)
1800

Client Learning Portals Managed
23

Marketplace
23

Our Offerings

Our offerings are geared to deliver all your training needs across the complete life-cycle of an employee;

- Functional Training
  - Entry-level training
  - Mid-level upskilling
  - Cross-skilling
  - Senior Management
- Compliance

CRLP

Gamification

Compliance

Skilling

Custom

Products

www.trainingcentral.co.in

Solutions

- Content-Ready Learning Portal (CRLP)
- Gamification Central
- Compliance Central – Compliance Solutions
- Skilling Central - Resource Sourcing
  - Retail Assets
  - Small Business Loans
  - Apprenticeship
- Custom Central
  - Learning Management System (LMS) Hosting
  - Custom Courseware

Products

- The Learning Essentials Course Catalogues
  - Compliance
  - Finance
  - Behavioural
  - Productivity
- Certifications
  - Retail Assets Training
  - Certification for Mortgage Professional
  - Sales Effectiveness for Small Business Loan

Content-Ready Learning Portal (CRLP)

A Complete Learning Portal for Your Bank

1. Annual Subscription-Based Portal to access TC courses ; includes Portal, Content and Helpdesk Support
2. Rich Content at Your Fingertips – Courses, Question Bank, Circulars, Expertise
3. Completely Managed Technology Support accessed via Mobile and Workstation
4. Get Your Custom Courses Developed by TC and get Automatic Version Control Repository Storage
    1. Protect Your Learning Asset Investments through TrainingCentral
5. Largest Professionals Network Technical, Sales, Operations, Soft Skills Training
    1. Live Integrations – Use Webinars (livze or recorded) from your Managers and Your Product Data
6. Operations conducted as per ISO-27001:2013 Certified Processes

Clients *(indicative representation)*

TJSB

CRISIL Foundation

KUWY

Profectus Capital

Godavari Urban

VWFS

Greater Bank

Click on the link icon ( )to view the demo

CRLP Components

What do you get*?

1. **Fully-functional Learning Portal for your Bank *and***
2. **Ready Content**
    1. **Self-paced E-learning Courses**
    2. **Movie-based Courses**
    3. **The Banking Test Engine**
3. **Integrated Virtual Classroom**
    1. **VC Software integrated in the Portal**
    2. **TC's Trainers Panel for ready Trainer Session Delivery**
4. **Ready Solutions Implementation Platform**
    1. **TC Certifications**
    2. **TC Gamification Framework**
5. **Portal for your Own Courses**

** - as per the CRLP Plan you select*

CRLP Components

What do you get*?

1. **Fully-functional Learning Portal for your Bank *and***

- A Fully-functional cloud-based Learning Portal
- Accessible using Custom-designed Mobile App, Browser and other means
- Technical and Helpdesk Support for your users via* e-mail, Phone calls and Whatsapp
- 24x7 MIS and monitoring access of usage, completion and other reports
- Pre-loaded with TC Course Catalogues and Courses from our Associates

2. TC's Trainers Panel for Ready Trainer Session Delivery

4. **Ready Solutions Implementation Platform**
    1. **TC Certifications**
    2. **TC Gamification Framework**
5. **Portal for your Own Courses**

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CRLP Components

What do you get*?

1. **Fully-functional Learning Portal for your Bank *and***
2. **Ready Content**

- Self-paced E-learning course with 90-day subscription
- Each Course has its own objective-based tests
- TC ensures each course is updated with latest concepts, circulars, and so on.
- Option for Front-line and Advanced in some courses
- Option for multi-lingual variants for some courses
- Subscription period – 90 days.

4. **Ready Solutions Implementation Platform**
    1. **TC Certifications**
    2. **TC Gamification Framework**
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CRLP Components

CRLP
Gamification
Compliance
Skilling
Custom
Products

What do you get*?

1. **Fully-functional Learning Portal for your Bank *and***
2. **Ready Content**
    1. **Self-paced E-learning Courses**

Compliance E-learning Courses		Format	Languages	TC/Associate	Test
1	Know Your Customers (KYC)	E-learning	EN, HN, MR	TC	Yes
2	Anti-Money Laundering (AML)	E-learning	EN, HN, MR	TC	Yes
3	Prevention of Sexual Harassment Regulation (POSH)	E-learning	EN, HN, MR	TC	No
4	Prohibition of Insider Trading Regulation (PITR)	E-learning	EN only	TC	Yes
5	Information Security Awareness (ISA)	E-learning	EN only	TC	Yes
6	Information Security Awareness (ISA) - Leadership	E-learning	EN only	TC	Yes
7	Competition and Anti-trust Policy (CATP)	E-learning	EN only	TC	Yes
8	Whistleblowing and acting in good faith (WAGF)	E-learning	EN only	TC	Yes
9	Code of Conduct Policy (CoCP)	E-learning	EN only	TC	Yes
10	Prevention of Sexual Harassment Regulation (POSH)	Movie-based	EN only	Associate	Yes
11	Code of Conduct Policy (CoC)	Movie-based	EN only	Associate	Yes
12	Goods and Services Tax (GST)	To Be Dev	EN only	TC	Yes
13	Business Continuity Management (BCM)	To Be Dev	EN only	TC	Yes

Productivity E-learning Courses		Status	Multi-lingual*	TC/Associate	Test
1	E-mail Etiquette (EE)	E-learning	-	TC	Yes
2	Microsoft Excel functions for the Finance Executive	E-learning	-	TC	Yes

** - as per the CRLP Plan you select*

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2	Financial Ratios & Credit Risk (FRCR)	E-learning	Live	TC	Yes
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9	Working Capital - Theoretical Aspects (WC1)	E-learning	Live	TC	Yes
10	Vehicle Loan	E-learning	Live	TC	Yes
11	Home Loan	E-learning	Live	TC	Yes
12	Personal Loan	E-learning	Live	TC	Yes
13	Gold Loan	E-learning	Live	TC	Yes
14	Credit Information Companies	E-learning	Dec, 23	TC	Yes

** - as per the CRLP Plan you select*

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CRLP Components

CRLP

Gamification

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Skilling

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Products

What do you get*?

1. **Fully-functional Learning Portal for your Bank *and***
2. **Ready Content**
    1. **Self-paced E-learning Courses**
    2. **Movie-based Courses**

Behavoural E-learning/Classroom Courses		Status	Languages	TC/Associate	Test
1	Sales Effectiveness	Movie-based	EN, HN	Associate	Yes
2	First time Managers	Movie-based	EN	Associate	Yes
3	Negotiation Skills	Movie-based	EN	Associate	No
4	Business Acumen	Movie-based	EN	Associate	Yes
5	Interviewing Skills	Movie-based	EN	Associate	Yes
6	First Time Managers	Classroom	Live	Associate	No
7	Sales Effectiveness - For Frontline Managers	Classroom	Live	Associate	No

    1. **TC Certifications**
    2. **TC Gamification Framework**
5. **Portal for your Own Courses**

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What do you get*?

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2. **Ready Content**
    1. **Self-paced E-learning Courses**
    2. **Movie-based Courses**
    3. **The Banking Test Engine**

Banking & Finance related Question Banks		Delivery	Timeline	Audio	Test
1	Over 5000 Detailed Questions	Online	Live	NA	Yes

    1. **VC Software integrated in the Portal**
    2. **TC's Trainers Panel for ready Trainer Session Delivery**
4. **Ready Solutions Implementation Platform**
    1. **TC Certifications**
    2. **TC Gamification Framework**
5. **Portal for your Own Courses**

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CRLP Components

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    1. **Self-paced E-learning Courses**
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    3. **The Banking Test Engine**
3. **Integrated Virtual Classroom**
    1. **VC Software integrated in the Portal**
    2. **TC's Trainers Panel for ready Trainer Session Delivery**
4. **I**

Classrooms via VC (and in-Person)	
1	Over 500 trainers all over India
2	Across 23 segments of Finance and Compliance domain
3	Delivery Integrated with CRLP
4	Indicative List of Topics overleaf

5. **Portal for your Own Courses**

** - as per the CRLP Plan you select*

In-Person/VC-based Programs

Delivered by Established Professional Trainers

	Marketplace Titles	Delivery	Duration	TC/Associate	Test
1	Finance for Non-Finance Professionals	Virtual/In-Person	1-2 days	Associate	Yes
2	Know Your Customer (KYC) and Anti-Money Laundering Process	Virtual/In-Person	1-2 days	Associate	No
3	Credit Risk for Sales Persons	Virtual/In-Person	1 day	Associate	Yes
4	Credit Risk for Credit Analysts	Virtual/In-Person	2 days	Associate	Yes
5	Marketing of Bank Products for Branch Managers	Virtual/In-Person	2 days	Associate	Yes
6	Retail Assets training for Managers | Home Loans, Vehicle Loans and other retail credit areas.	Virtual/In-Person	2 days	Associate	Yes
7	International Trade Settlement in INR	Virtual/In-Person	1 day	Associate	No
8	Financial Leadership for Senior Management	In-Person	2 days	Associate	No
9	Treasury and Forex Management	Virtual/In-Person	1 day	Associate	Yes
10	Trade Finance and Forex Risk Management	Virtual/In-Person	1 day	Associate	Yes
11	Basic Wealth Mgmt and Financial Planning	Virtual	1 day	Associate	Yes
12	Liquidity And Capital Management In Banks/Nbfcs	In-Person	2 days	Associate	No
13	Business Contingency Simulation - GCC captives and Third Party Outsourcing firms	In-Person	2 days	Associate	Yes
14	Liquidity Crisis simulation for Banks/NBFCs	In-Person	2 days	Associate	Yes
15	Business Contingency Planning - GCC captives and Third Party Outsourcing firms	In-Person	2 days	Associate	No

In-Person/VC-based Programs (contd.)

Delivered by Established Professional Trainers

	Marketplace Titles	Delivery	Duration	TC/Associate	Test
16	RAROC Level 1 & 2 for Senior Bankers (Risk Adjusted Return on Capital)	In-Person	2 days	Associate	No
17	Continuous Monitoring Lifecycle in Finance	In-Person	2 days	Associate	No
18	Cash Conversion Cycle and Unit Economics for better Cash Management	In-Person	2 days	Associate	No
19	POSH Awareness Programs	Virtual/In-Person	0.5 day/1 day	Associate	No
20	Disciplinary Actions & Departmental Enquiries for HR professionals	Virtual/In-Person	0.5 day/1 day	Associate	No
21	Corporate Governance	Virtual/In-Person	1 day	Associate	No
22	Information Security, Social Media, Cyber Crimes, and IT Act	Virtual/In-Person	1 day	Associate	No
23	Code of Conduct, Discrimination, Harassment & Bullying (Not Sexual Harassment)	Virtual/In-Person	1 day	Associate	No

CRLP Components

What do you get*?

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    1. **Self-paced E-learning Courses**
    2. **Movie-based Courses**
    3. **The Banking Test Engine**
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4. **Ready Solutions Implementation Platform**
    1. **TC Certifications**

Certifications		Delivery	Duration	Classroom	Test
1	Certification for the Mortgage Professional	Blended	50 hours	24 hours	Yes
2	Sales Effectiveness for Small Business Loans	Blended	50 hours	37 hours	Yes
3	Apprenticeship Program (expected, Dec, 2023)	Blended	80 hours	40 hours	Yes
4	GoSell - Mortgage	Self-Paced	3 hours	No	Yes

** - as per the CRLP Plan you select*

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CRLP Components

What do you get*?

1. **Fully-functional Learning Portal for your Bank**
2. **Ready Content**
    1. Self-paced E-learning Courses
    2. Movie-based Courses
    3. The Banking Test Engine
3. **Integrated Virtual Classroom**
    1. VC Software integrated in the Portal
    2. TC's Trainers Panel for ready Trainer Session Delivery
4. **Ready Solutions Implementation Platform**
    1. TC Certifications
    2. TC Gamification Framework
5. **Portal for your Own Courses**

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** - as per the CRLP Plan you select*

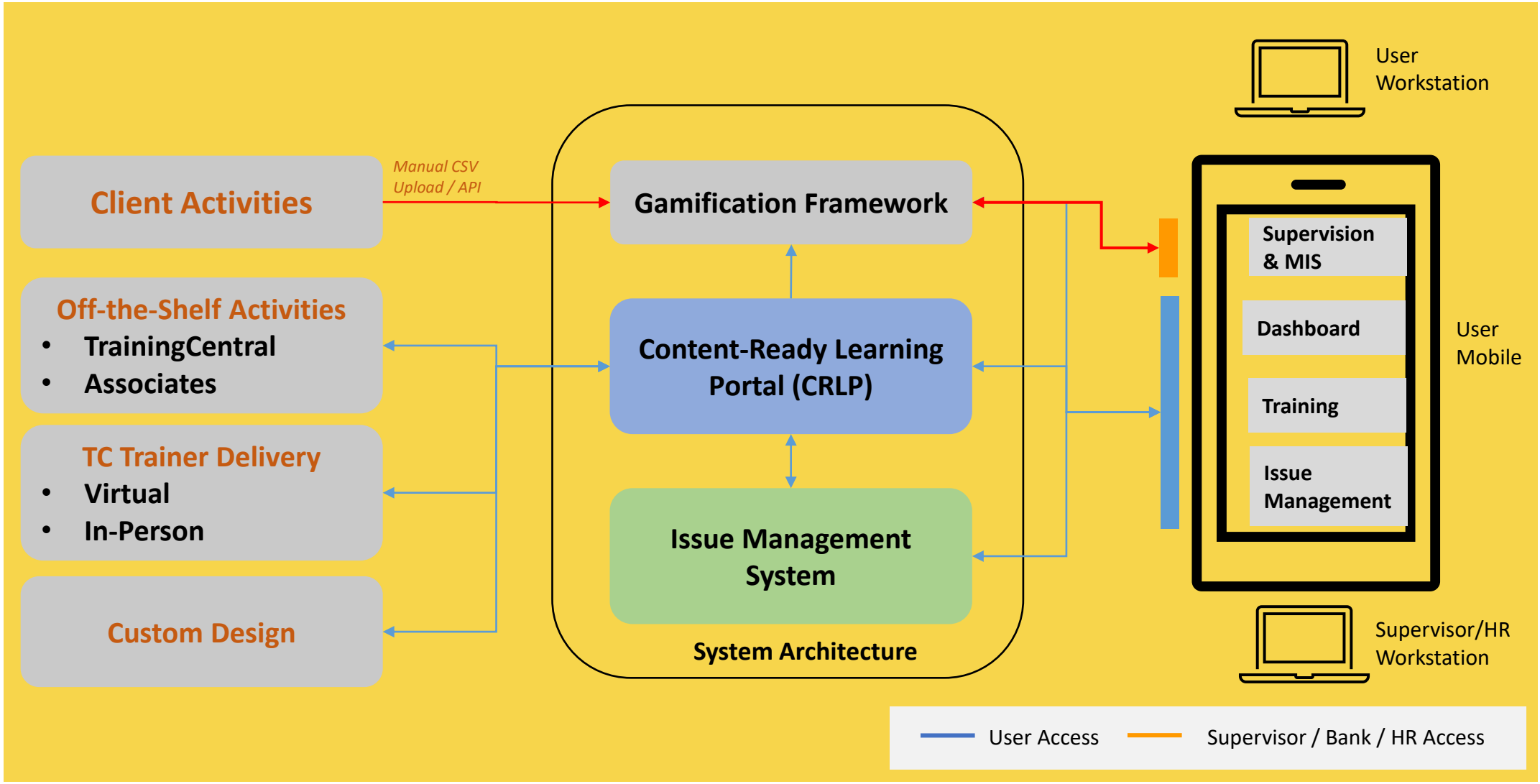
Gamification Central - Features

Energise your Workforce while implementing Strategic Initiatives

1. **Pan-organization competition-based implementation of Strategic Learning**
2. **Ready Access to TC, TC Associate and Client Learning Assets (Activities) for Tracking & Grading**
3. **Automatic update to Leaderboard on periodic basic**
4. **Ease in implementation - Ready courses, resources, activities, tests and assignments**
5. **Include Business Rules in line with your business policies for application-oriented gamification.**
6. **Customisable Interface and Badges in line with Corporate Colours**

Gamification Central

Gamification Framework for Impactful Business Outcomes



Gamification Central - Features

Foster a Competitive Environment towards achieving Goals

Leaderboard - Branch

Status as of 24 Nov, 2023

Rank	Branch Name	Points	Progress
1	Ratnagiri Branch	92	
2	Nagpur Branch	89	
3	Kalyan Branch	86	
4	Ambernath Branch	82	
5	Goregaon Branch	75	
6	Marunji Branch	75	
7	Sangamner	74	
8	Ichalkaranji - Main Branch	72	
9	Jalgaon Branch	70	
10	M.I.D.C.- Branch, Thane	68	

Leaderboard - Employee

Status as of 24 Nov, 2023

Rank	Branch Name	Points	Progress
1	Rajesh Sawant	97	
2	Sneha Kesarkar	94	
3	Ravindra Sawant	91	
4	Ravindra Revale	87	
5	Vaidehi Pai	80	
6	Savita Poojari	80	
7	Purva Chalke	79	
8	Preeti Kotian	77	
9	Dhanashree Pendse	75	
10	Prachi Deshpande	73	

ComplianceCentral

The Complete Compliance Training facilities for your organisation

1. Complete Self-Paced Course Catalogue both in E-learning and Movie format
2. Widest network of trainers, consultants and advisors for contractual engagement.
3. Content periodically updated as part of TrainingCentral's standard product philosophy
4. Technology-facilitated for scalable implementation – LMS, Webinars, other modes
5. Multi-lingual implementations possible for regional languages
6. Include Webinars (live or recorded) from your Leadership

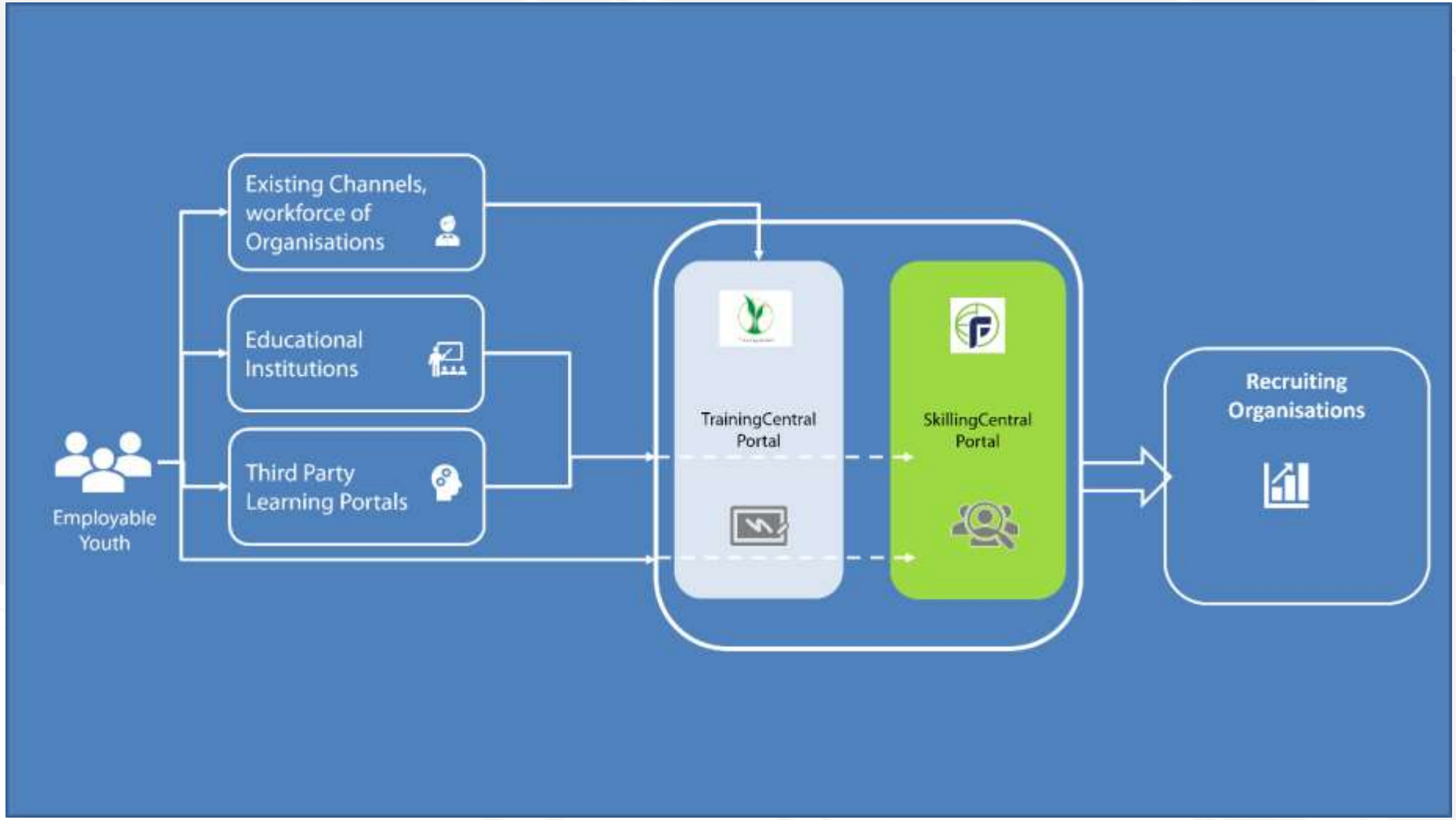
ComplianceCentral - Components

The Complete Compliance Training facilities for your organisation

1. Self-Paced Course Catalogue covering all your training needs
2. Network of trainers and consultants in compliance areas for Webinars, Workshops, etc.
3. Portal Set-up capability for hosting and workflow processes.
4. A focused Circulars and Notifications communication service on subscription.
5. Multi-lingual implementations possible for regional languages

SkillingCentral

Hyperlocal Outsource, Insource, Onboard in Business Intensive Areas



SkillingCentral - Features

Hyperlocal Outsource, Insource, Onboard in Business Intensive Areas

1. Train-n-Hire Model for the numbers you want, in locations you want.
2. High traction and business areas where Resources on-ground make the difference.
3. Deliverable in tech-enabled and traditional in-person mode
4. Technology-facilitated for scalable implementation – LMS, Webinars, other modes
5. Multi-lingual implementations possible for regional languages
6. Protecting Your Investments and Enriching with Client-specific components
    1. Plug-n-Play – Add your Organisation modules and products to the training
    2. Include Webinars (live or recorded) from your trainers, leadership and others

SkillingCentral - Certifications

Essential Programs for Upskilling and Cross-skilling

Certifications		Delivery	Duration	Classroom	Test
1	Certification for the Mortgage Professional	Blended	50 hours	24 hours	Yes
2	Sales Effectiveness for Small Business Loans	Blended	50 hours	37 hours	Yes
3	Apprenticeship Program (expected, Dec, 2023)	Blended	80 hours	40 hours	Yes
4	GoSell - Mortgage	Self-Paced	3 hours	No	Yes

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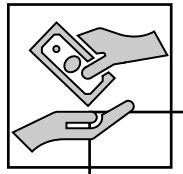
SkillingCentral - Certifications

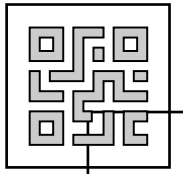
Balanced Program

Functional



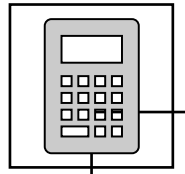
- Industry Concepts, Products
- Regulatory Compliances
- Selling Skills (Classroom)
- Credit Evaluation
- Collections
- Taxation Aspects

Core Competencies



- Code of Conduct
- POSH
- Whistleblower Policy

Productivity Skills



- Financial Ratios and their Relevance
- Microsoft Excel for Finance Executives
- E-mail Etiquette

SkillingCentral - Cert – CMP (example)

Certification for Mortgage Professional Program Structure

Category	Module	Sales	Operations
Introduction	Introduction	Yes	Yes
Compliances	Regulatory Compliances		
	Know Your Customer	Yes	Yes
	Anti-Money Laundering		Yes
Functional	Credit Evaluation and Credit Verification Agencies		
	Credit Evaluation Principles	Yes	Yes
	Credit Verification Agencies in India	Yes	Yes
	Transunion CIBIL Score	Yes	Yes
	Reading the CIBIL Report		Yes
Functional	Productivity Skills		
	Financial Ratios and their relevance	Yes	Yes
	Microsoft Excel for Finance Executives	Yes	Yes
	E-mail Etiquette at the Workplace		Yes
Functional	Mortgage Loans		
	Concepts	Yes	Yes
	Customer Segments/Persona	Yes	Yes
	Products	Yes	Yes
	Credit Policy and Loan Life Cycle	Yes	Yes
	Operations	Yes	Yes
	Documentation and Market Practices		
	Frauds	Yes	Webinar
	Other Aspects	Yes	Yes
Core Compe	Internal Governance		
	Code of Conduct, POSH,		
	Whistleblower Policy, Competition and Anti-Trust		
Functional	Selling Skills		
	The Pre-sales Game Plan	Webinar	
	Introduction to the Selling Cycle	Webinar	
Functional	Legal Terminologies and Collection	Yes	Yes
	Regulatory (Taxation) Aspects	Yes	Yes
Tests and Assignments			

- Mortgage Industry
  - Product Concepts
  - Function & Operations
  - Sales
  - Collection and Legal Aspects
- Virtual or In-person Classroom *(periodic delivery)*
  - The Art of Selling
- Regulatory Processes
  - KYC & AML
- Internal Governance
  - CoC, POSH, WB
- Productivity
  - Financial Ratios, MS-Excel, Email Etiquette

Custom Central

Custom Solutions in Learning Technology and Content

1. Courseware Development in E-learning, Video-based, Gamification Content
2. Learning portal Hosting, Support and Development
3. Repository Management of you content to protect your Investment
4. Innovative Solution Design across physical, online and print media
5. Turnkey Solution Provider

FinNet

A Network of Established Finance Professionals For Gig Engagements

TC FinNet

India's largest network of banking and finance professionals. The network has 470+ members across India, South and South-East Asia

FinNet members offer services in consulting, content creation, training delivery and training operations.

Access now at http://www.finnet.co.in

Learning Essentials Catalogues

Compliance, Productivity Self-paced

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Learning Essentials Catalogues (contd.)

Finance Self-paced

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	Banking & Finance related Question Banks	Delivery	Timeline	Audio	Test
1	Over 5000 Detailed Questions	Online	Live	NA	Yes

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Our Clients

TATA CAPITAL
TJSB SAHAKARI BANK LTD.
IDFC FIRST Bank
CRISIL Foundation
janalakshmi
CRISIL
KALYANIWALLA & MISTRY LLP
Suryoday
Enabling Dreams. Empowering Lives.
VOLKSWAGEN FINANCIAL SERVICES
AXIS BANK
MAU BANK
accenture
kotak
Kotak Mahindra Bank
TransUnion
NiSM
NKGSB Bank
NKGSB Co-op. Bank Ltd.
IIFL
POLARIS
live your dream
TATA class edge
BARCLAYS
Cipla
CREDILIO.
SREI
RBS
ORACLE
CMC Limited
Your IT Partner
PROFECTUS CAPITAL
fiserv.
GREATER BANK
Edelweiss
KUWY
VAYANA NETWORK
DCB BANK
TATA
TATA INTERACTIVE SYSTEMS
FINO
Enabling Financial Inclusion
Sarvatra TECHNOLOGIES
Mahindra
HOME FINANCE
NETURE
Meghalaya Co-operative Apex Bank
IFC
International Finance Corporation
ICICI Bank
RBS
The Royal Bank of Scotland
RELIANCE
Commercial Finance
Sarvatra TECHNOLOGIES
TATA
TATA INTERACTIVE SYSTEMS
YES BANK
RBL BANK
TATA CAPITAL
HOME LOAN
POLARIS
live your dream
Suryoday
Enabling Dreams. Empowering Lives.
NiSM
FUTURE GENERALI
TOTAL INSURANCE SOLUTIONS

How We Do It

TrainingCentral founders have experience in systems development for the IT Industry, following the rigorous Project Management Principles deployed for large and mission critical projects in that industry. We continually assess the risk to the project so as to highlight them to stakeholders and to plan mitigating factors.

Scoping & Requirements Capturing

- Getting the Business Problem Right
- Identifying Quantifiable Metrics to Measure Outcome
- Identifying the Target Group
- Defining Scope of Training Intervention

Program Planning

- Program Content, Delivery, Expertise, Schedule, Stakeholder, Risk Planning
- Introducing Project Management Processes to Client

Project Management Process

- Weekly Project Reporting, including Risk Identification, Reporting and steps to Mitigation
- Structured Change Management, Systems Processes

How We Do It

TrainingCentral founders have experience in systems development for the IT Industry, following the rigorous Project Management Principles deployed for large and mission critical projects in that industry. We continually assess the risk to the project so as to highlight them to stakeholders and to plan mitigating factors.

Business As Usual Support

- Periodic Reporting on Issues
- Proactive Event Management and Risk Mitigation
- Ongoing Cost-reduction Tracking

What They Say About Us

Ms. Anandhi Krishnan, Sr. VP , Chief Delivery Officer– Citi SBU (TTS, GCG)

"Our requirement was for a training program which will prepare our technologists to support our world-class software with the top banks and financial institutions around the world. We are pleased by the way which TrainingCentral's program on Banking & Accounting Concepts has made the knowledge of our resources more robust."

What They Say About Us

Ms. Radhika Mehta

Head, L&D, Capital First Ltd.

"We are happy to renew on our subscription of TrainingCentral's ready e-learning courses, which are currently installed on the Capital First Learning Management System. This offering from TrainingCentral is very convenient and the feedback on the courses from our employees has encouraged us to subscribe to other products too."

What They Say About Us

Mr. Agnelo Joseph

- *Head – L&D and Employee Engagement,*
  Reliance Commercial and Reliance Home Finance Ltd.

"The advantage of domain knowledge and innovative design that TrainingCentral brings to the table was evident in this project. The team worked closely with RCF and RHF teams for content and process elements, to structure a training program which we took up as a key operational initiative to improve productivity. The project was adopted under our Lean Six Sigma project and the effective implementation saw the increase of the First Time Right (FTR) parameter in loan processing from 74% to 95% in a matter of 6 months. We appreciate and recommend TrainingCentral for their skill at domain training in BFSI."

What They Say About Us

Mr. Cecil Lazarus

- *Vice President - Audit & Training, Janalakshmi Finance*

"We enjoyed working with you and the contents are well-structured. Thanks a lot!"

Training Central Solutions Pvt. Ltd.

Training beyond boundaries…

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