TrainingCentral

Product Solutions Marketplace

Presentation on

A Comprehensive Training Solution for a Result-Oriented Workforce

Jul, 2024

TrainingCentral Solutions Pvt. Ltd.
Training beyond boundaries

Why Us

We offer training solutions to various industries. Our specialty is compliance and financial courses. Our work spans content design and development, technology hosting, consulting and other support services. We have designed and delivered innovative solutions for business-critical outcomes.

TrainingCentral is ISO 27001:2013 Certified

Who We Are

We are finance professionals. We are IT professionals. We are project managers. 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
24

Marketplace
33

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
  - Custom Courseware
  - Learning Software

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 Organisation

1. Rich India-based Content at Your Fingertips – Courses and Question Banks
2. Annual Subscription-Based Portal with access to ready Content and Helpdesk Support
3. Completely Managed Technology Support accessed via Mobile and Workstation
4. Protect your Learning Assets with Custom Courses developed and stored with Version Control
5. Largest Professionals Network Technical, Sales, Operations, Soft Skills Training
6. Operations conducted as per ISO-27001:2013 Certified Processes

Clients *(indicative representation)*

TJSB

CRISIL Foundation

KUWY

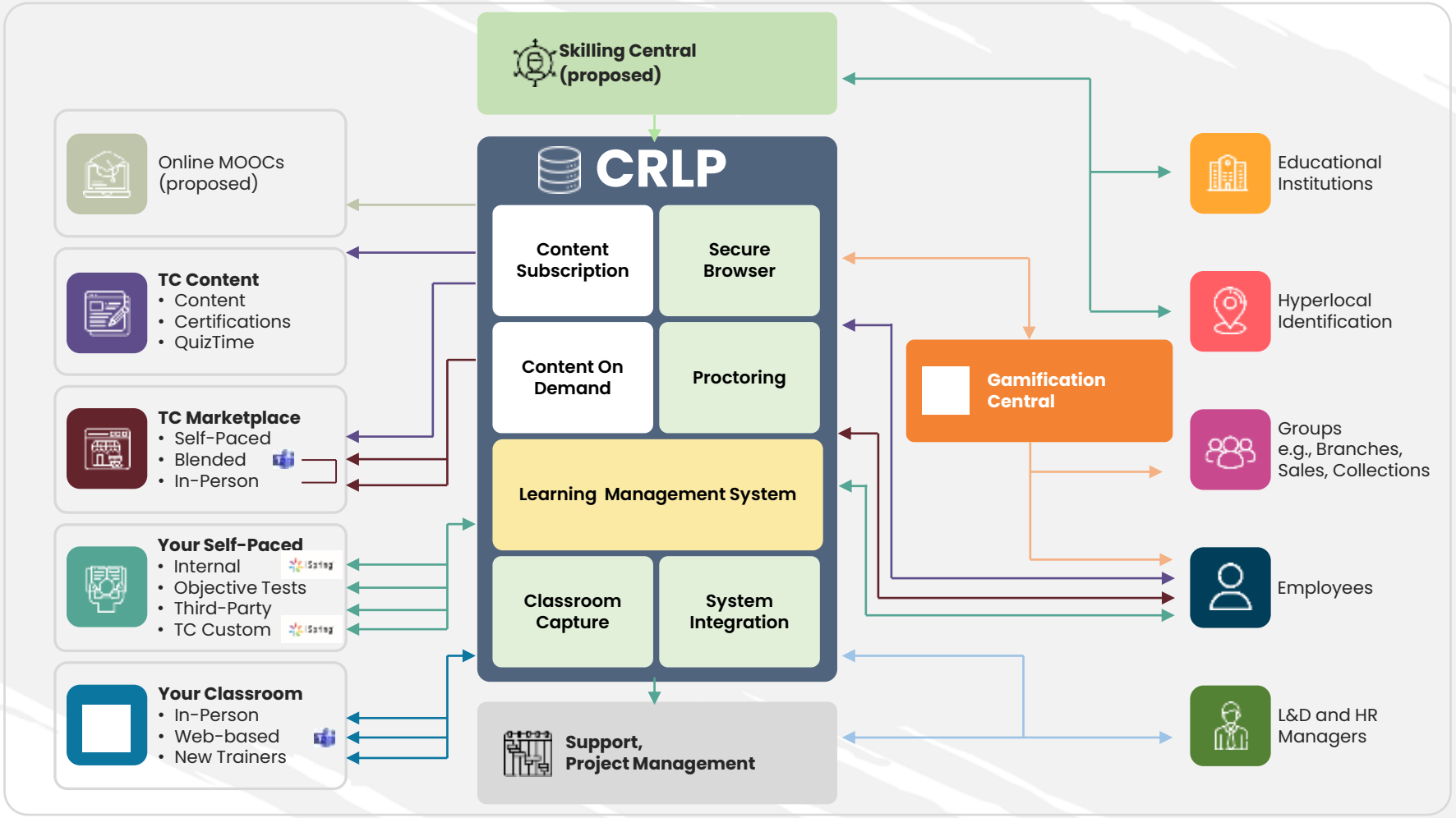
DNSB

Godavari Urban

VWFS

Greater Bank

Content-Ready Learning Portal (CRLP)



CRLP Components

What do you get *(based on your plan)*?

1. **Fully-functional Learning Portal for your Bank**
2. **Ready Content**
    1. **Learning Essentials** - Self-paced E-learning Courses in Compliance, Banking and other areas
    2. **TC QuizTime** – Role-based Circulars, Products and Case-based Tests with Evaluative Scores
    3. **Movie-based Courses** – for strengthening of Behavioural Areas
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**
    3. **TC Skilling Portal [***planned for 2024-25]*
5. **Portal for your Own Courses**
6. **Special Pricing for custom courseware development**

CRLP Components

What do you get *(based on your plan)*?

1. **Fully-functional Learning Portal for your Bank**
2.
   - 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
3.
4.
   1. TC Certifications
   2. TC Gamification Framework
   3. TC Skilling Portal [planned for 2024-25]
5. **Portal for your Own Courses**
6. **Special Pricing for custom courseware development**

CRLP Components

What do you get *(based on your plan)*?

1. **Fully-functional Learning Portal for your Bank**
2. **Ready Content**
   - Self-paced E-learning courses + objective-based tests
   - Option for Front-line and Advanced in some courses
   - Option for multi-lingual variants for some courses
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**
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What do you get *(based on your plan)*?

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2. **Ready Content**
   1. **Learning Essentials** - Self-paced E-learning Courses in Compliance, Banking and other areas

3.

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

4.

5.

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

6. **Special Pricing for custom courseware development**

CRLP Components

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4.
5.
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Finance E-learning Courses		Status	Timeline	TC/Associate	Test
1	Bank Treasury	E-learning	Nov, 23	TC	Yes
2	Financial Ratios & Credit Risk (FRCR)	E-learning	Live	TC	Yes
3	Currency Derivatives	E-learning	Nov, 23	TC	Yes
4	Fundaments of Forex (FX)	E-learning	Live	TC	Yes
5	Legal aspects in Collections (LAC)	E-learning	Live	TC	Yes
6	Payment Systems - I – Concepts	E-learning	Nov, 23	TC	Yes
7	Payment Systems - II – Analysis & Trends	E-learning	Nov, 23	TC	Yes
8	Working Capital - Practical Aspects (WC2)	E-learning	Live	TC	Yes
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

CRLP Components

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    2. **TC QuizTime** – Role-based Circulars, Products and Case-based Tests with Evaluative Scores
3.
    - Multi-level Test Content - RBI Circulars-based + Market Intelligence + Your Internal Questions
    - Role-based tests - configurable to different roles e.g. Cashier, Sales, Branch operations, BM
    - Language Ease –English, मराठी MR, हिंदी HN, ગુજરાતી GJ, తెలుగు TU and ಕನ್ನಡ KN and others
4.
    - Outcome-based activities – Provide Training Needs Input s to L&D and HR
    - Configurable Test based on Target Cohort Experience level
    - Gamified implementation – Encourage your workforce through healthy competitions.
3. ~~TC Skilling Portal [planned for 2024-25]~~
5. **Portal for your Own Courses**
6. **Special Pricing for custom courseware development**

CRLP Components

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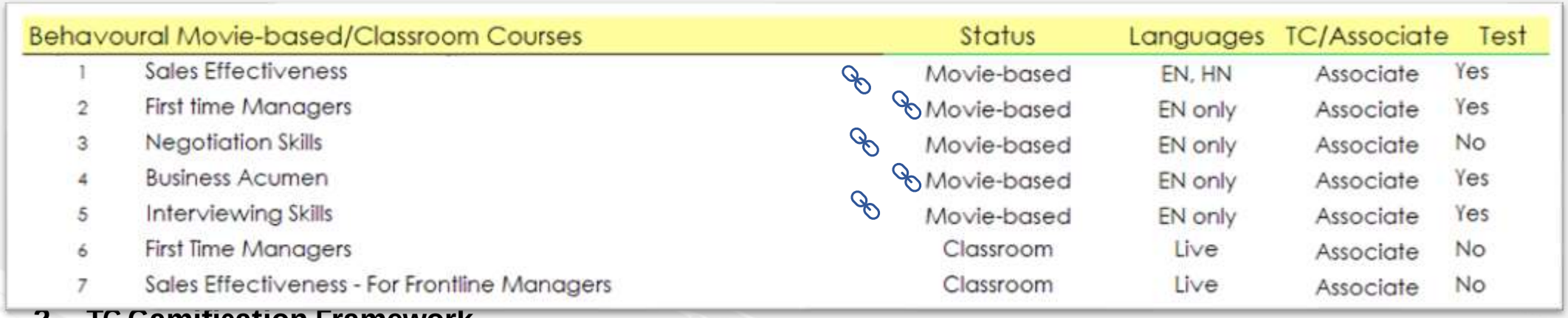
3. 

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

4. **TC Gamification Framework**
5. **TC Skilling Portal [planned for 2024-25]**
6. **Portal for your Own Courses**
7. **Special Pricing for custom courseware development**

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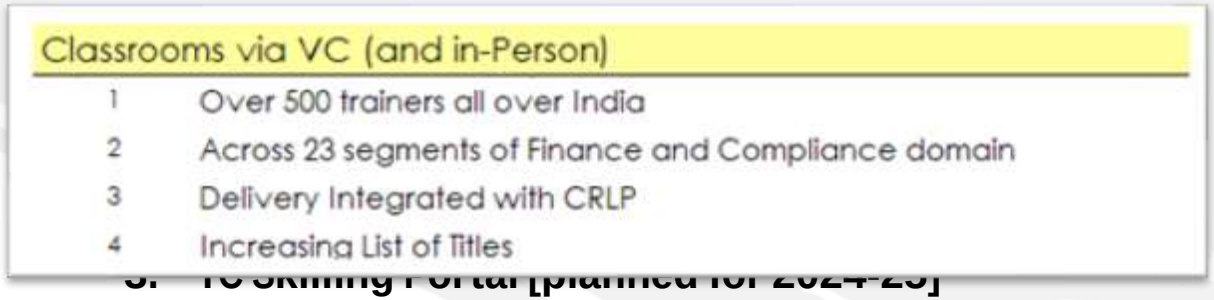

Classrooms via VC (and in-Person)	
1	Over 500 trainers all over India
2	Across 23 segments of Finance and Compliance domain
3	Delivery Integrated with CRLP
4	Increasing List of Titles

5. **Portal for your Own Courses**
6. **Special Pricing for custom courseware development**

CRLP Components

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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

6. **Special Pricing for custom courseware development**

CRLP Components

What do you get *(based on your plan)*?

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    3. **TC Skilling Portal [planned for 2024-25]**
5. **Portal for your Own Courses**
6. **Special Pricing for custom courseware development**

Gamification Central - Features

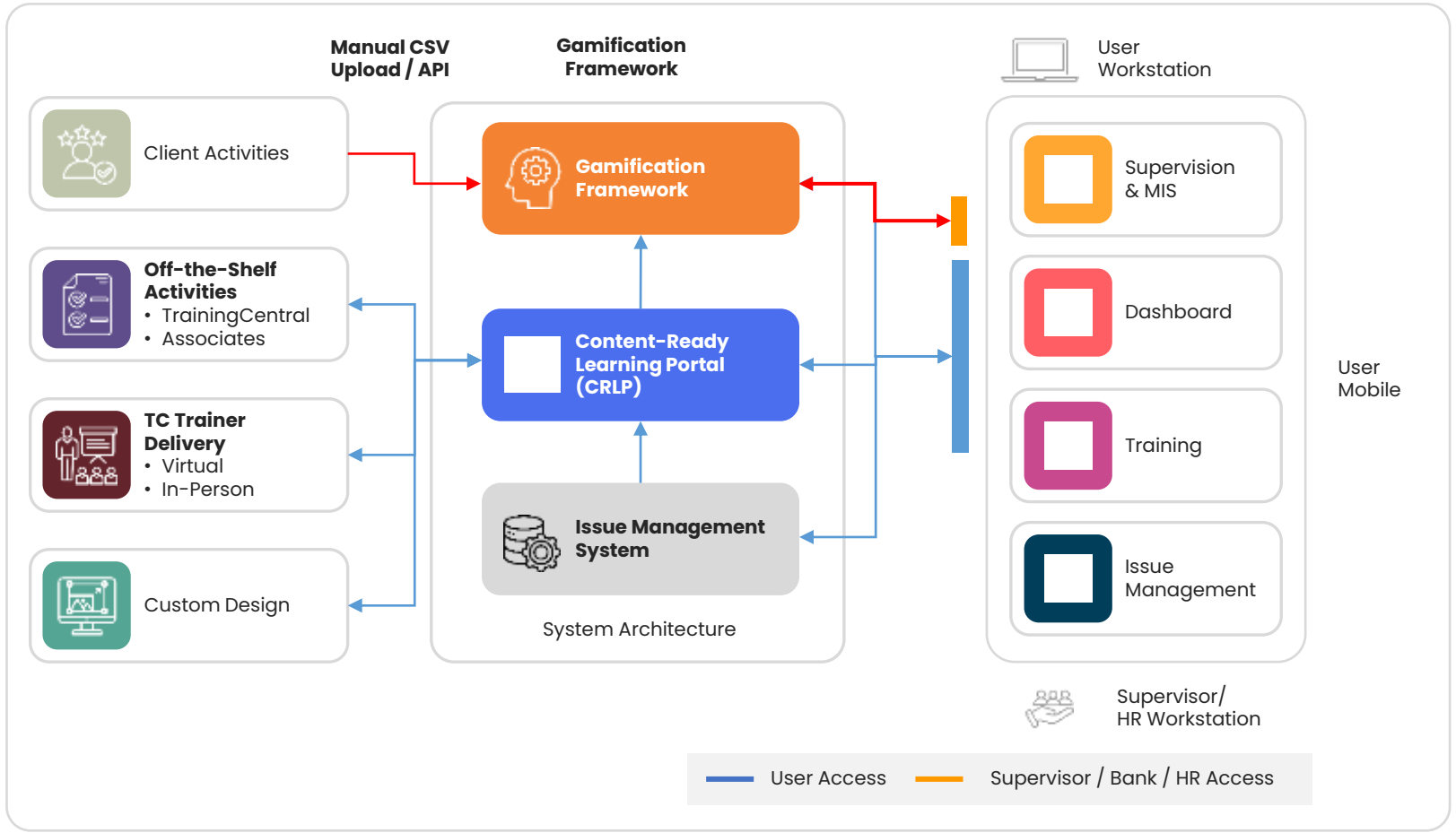
Energise your Workforce, Achieve Strategic Goals

1. **User Motivation and Engagement through Competitive Implementation of Select Activities**
2. **Large repository of Ready Activities from TC, TC's Associates and your own activities**
3. **Dynamically Updated Leaderboard**
4. **Customisable Interface, Certificates and Badges in line with Corporate Colours**
5. **Business Rules in line with your policies for application-oriented gamification.**

Gamification Central

Gamification Framework for Impactful Business Outcomes

CRLP
Gamification
Compliance
Skilling
Custom
Products



Gamification Central - Features

Foster a Competitive Environment towards achieving Goals

CRLP

Gamification

Compliance

Skilling

Custom

Products

www.trainingcentral.co.in

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	

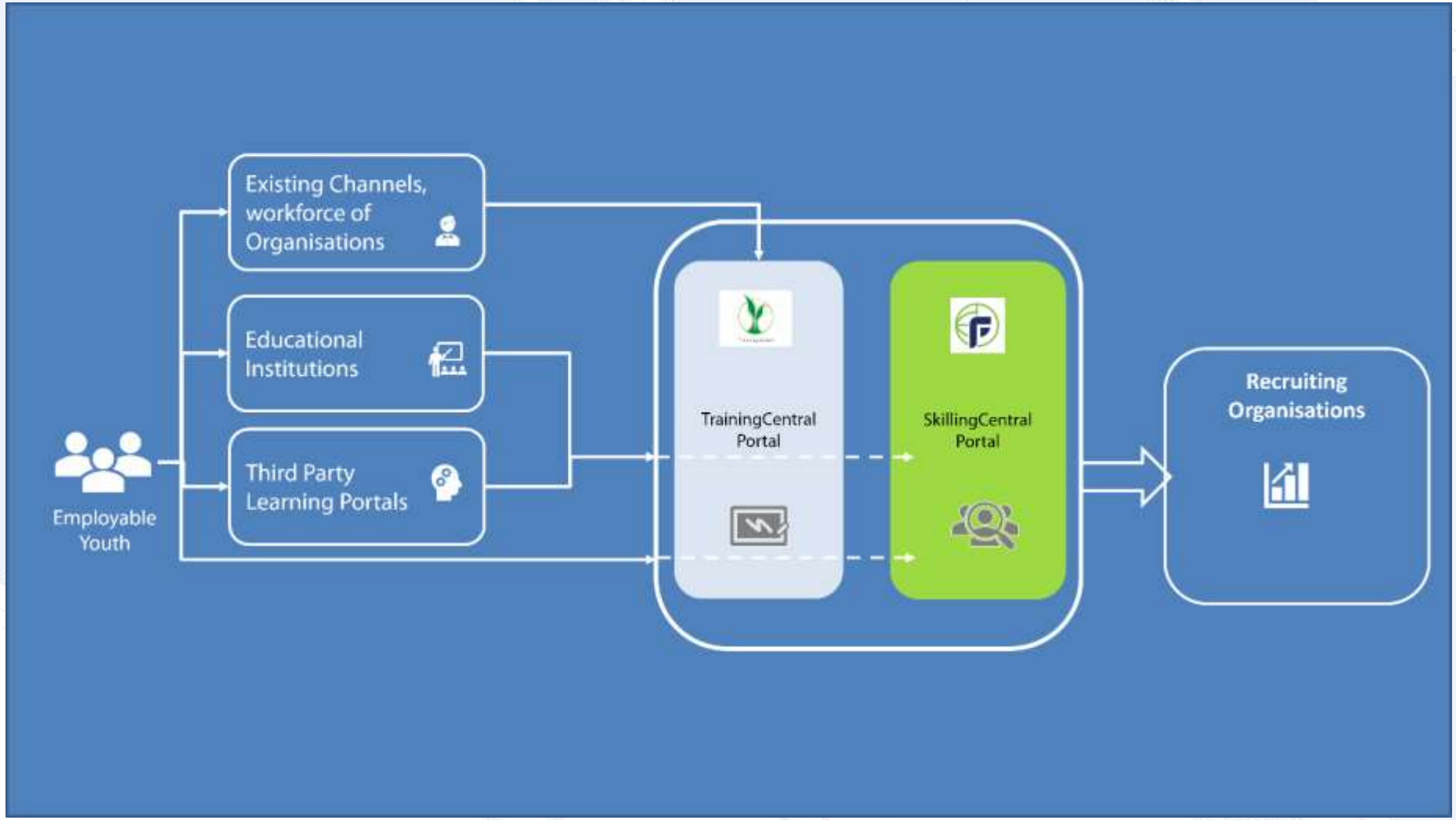
Leaderboard - Employee

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	

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

Custom Central

Custom Solutions in Learning Technology and Content

1. Large Scale Turnkey Projects - E-learning, Video-based, Gamification Content Development
2. Learning portal Hosting, Support and Development
    1. Open-Source – Moodle
    2. Enterprise License – iSpring Learn
3. Repository Management of Your Content
4. Innovative Solution Design across In-person, Online and Print media
5. Turnkey Solution Provider

Our Clients – An Indicative List

www.trainingcentral.co.in

Our Capabilities

Worked on Regulator and Transformational projects over 14 years

1. Courseware development in 13 languages
2. Working on Key Regulator and Financial Inclusion Projects
    1. First training program for SHG developed for GIZ+NABARD – Hindi, English
    2. Centre for Financial Literacy project for CRISIL Foundation + RBI – 8 languages
    3. Gramshakti Certification for CRISIL Foundation – 3 languages, 10 states
    4. Business Correspondents Training – with WWB + BoB
    5. Payment Technology Training Consultancy Assignment – GIZ + BIRD, NABARD
3. Delivered training to Clients in Cooperative Sector
    1. Meghalaya Co-operative Apex Bank since 2017
    2. UCBs – TJSB, TBSB, DNSB, NKGSB, Greater Bank, Kalupur Bank
    3. Credit Co-operative Society – Godavari Urban
4. Strong Compliance Courses Catalogue for Banking and Finance
5. Certified for ISO 27001:2013

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…

Access the latest version of this presentation online at http://www.trainingcentral.co.in/DirectDemos/00Corp/Perpetual/TC_Corporate_Deck/index.html