



TrainingCentral

# Product Solutions Marketplace

TrainingCentral Solutions Pvt. Ltd.  
*Training beyond boundaries*

Presentation on

Comprehensive Training Solutions  
for a Result-Oriented Workforce



# 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

B  
F  
S  
I





# 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



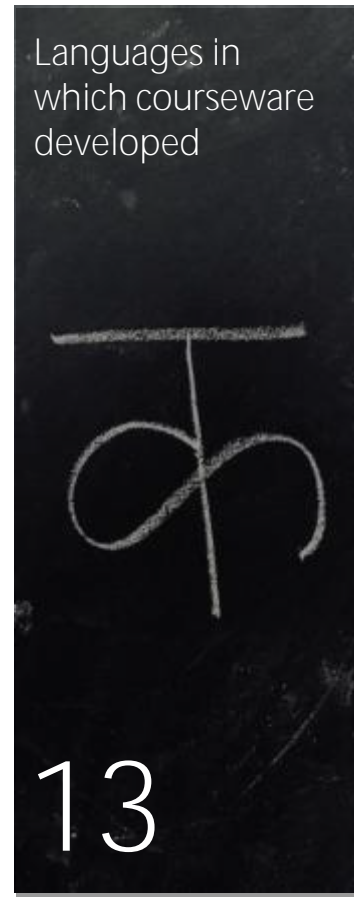
# Insights

Ready E-learning Courses



36

Languages in which courseware developed



13

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



600+

Clients in BFSI Domain



100+

E-learning Portal Users



50K

# Insights

Classroom  
Trainings  
Conducted (no. of  
participants)



2000

Client Learning  
Portals Managed



26

Marketplace



33



# Our Offerings

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

CRLP

- Functional Training

Gamification

- Entry-level training

- Mid-level upskilling

Compliance

- Cross-skilling

- Senior Management

Skilling

- Compliance

Custom

Products

www.trainingcentral.co.in



## Solutions

- Content-Ready Learning Portal (CRLP)
- Learning Essentials Catalogue
- Skill Check Tests
- Gamification Central
- Skilling Central
- Learning Paths
- 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
2. Annual Subscription-Based Portal
3. Completely Managed Technology Support accessed via Mobile and Workstation
4. Protect your Learning Assets with Custom Courses developed and stored in TC Repository & Version Control
5. Largest Professionals Network for Technical, Sales, Operations, Soft Skills Training
6. Centralised Helpdesk and Technical Support Desk
7. Single MIS for All your Learning Activities

Clients *(indicative representation)*



TJSB



CRISIL  
Foundation



KUWY



DNSB



Godavari  
Urban



VWFS



Greater  
Bank



# Content-Ready Learning Portal (CRLP)

CRLP

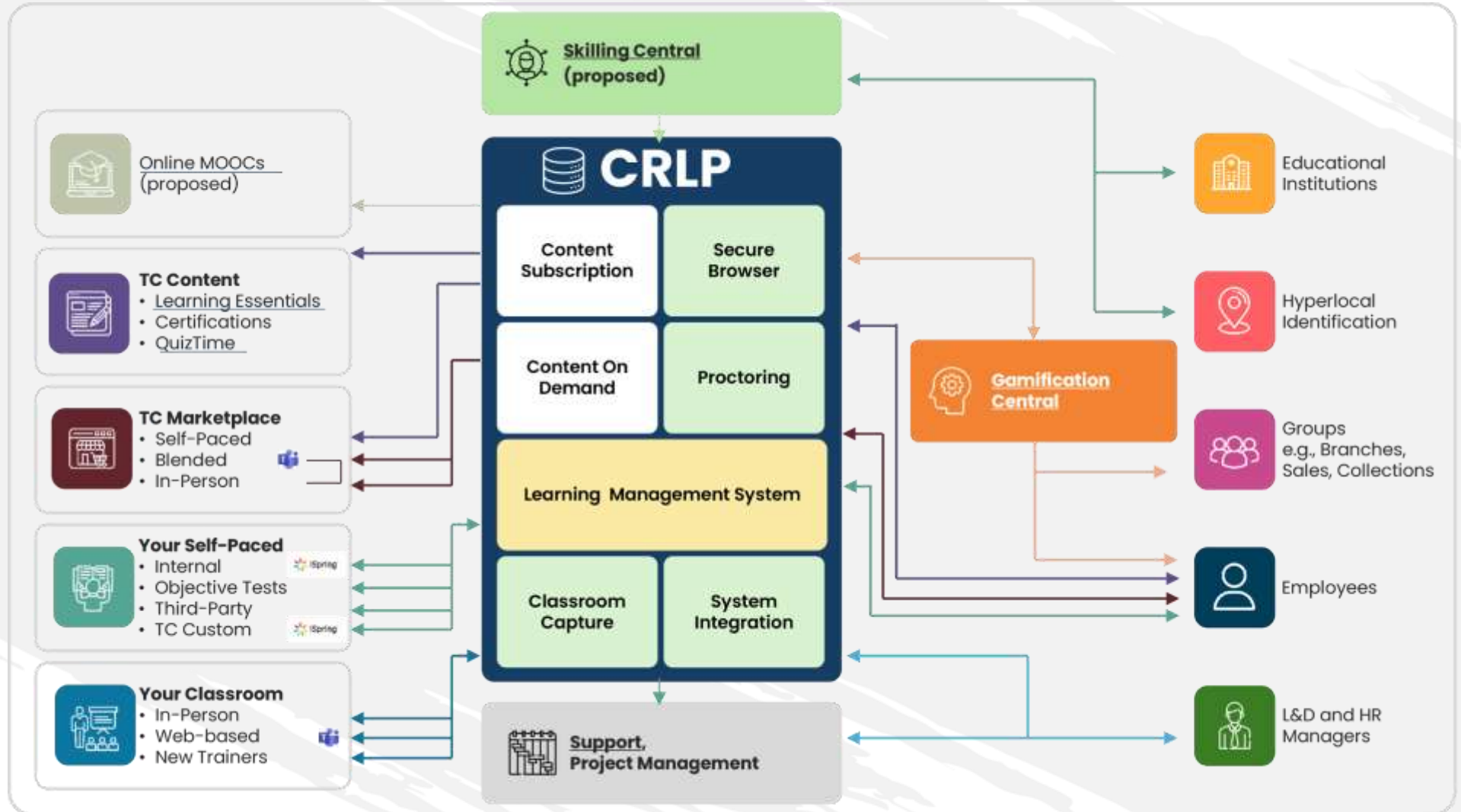
Gamification

Compliance

Skilling

Custom

Products







# CRLP Features

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Regulations-based Skill Tests
3. Finance Expertise at your Fingertips
4. Open Certifications
5. Add to your Workforce
6. Gamify your Implementation
7. Learning Pathways
8. Integrate with your Systems

TC Learning Essentials

TC Skill Check Tests

FinNet

TC Certifications

TC SkillingCentral

Gamification Central

TC Learning Pathways

SSO with M365, HRMS, etc.

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Courses For your Employees

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

- Courses in Compliance, Finance, Behavioural and Productivity
  - Self-paced E-learning
  - Self-paced Movie based
  - Classroom In-Person
  - Classroom Virtual Delivered
- Tests and PDF Certificate with every course
- Pan-India Delivery

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Compliance Courses

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

CRLP

Gamification

Compliance

Skilling

Custom

Products

Compliance E-learning Courses		Languages
1	Know Your Customers (KYC)	EN, HN, MR
2	Anti-Money Laundering (AML)	EN, HN, MR
3	Prevention of Sexual Harassment Regulation (POSH)	EN, HN, MR
4	Prohibition of Insider Trading Regulation (PITR)	
5	Information Security Awareness (ISA)	
6	Information Security Awareness (ISA) - Leadership	
7	Competition and Anti-trust Policy (CATP)	
8	Whistleblowing and acting in good faith (WAGF)	
9	Code of Conduct Policy (CoCP)	
10	Goods and Services Tax (GST)	
11	Business Continuity Management (BCM)	



# CRLP – Banking & Finance Courses

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

CRLP

Gamification

Compliance

Skilling

Custom

Products

Finance E-learning Courses		Status
1	Bank Treasury	Under upgrade
2	Financial Ratios & Credit Risk (FRCR)	V2.0
3	Fundamentals of Forex (FX)	V2.0
4	Legal aspects in Collections (LAC)	V2.0
5	Working Capital - Practical Aspects (WC2)	Under upgrade
6	Working Capital - Theoretical Aspects (WC1)	Under upgrade
7	Vehicle Loan	V1.0
8	Home Loan	V1.0
9	Personal Loan	V1.0
10	Gold Loan	V1.0
11	Credit Information Companies	V1.0
12	Currency Derivatives	Under upgrade
13	Payment Systems - I – Concepts	Under upgrade
14	Payment Systems - II – Analysis & Trends	Under upgrade



# CRLP – Productivity Courses

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

### Productivity E-learning Courses

- 1 E-mail Etiquette (EE)
- 2 Microsoft Excel functions for the Finance Executive

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – TC Marketplace Courses

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

CRLP

Gamification

Compliance

Skilling

Custom

Products

www.trainingcentral.co.in

Compliance Courses	Format
Prevention of Sexual Harassment Regulation (POSH)	Movie-based
Code of Conduct Policy (CoC)	Movie-based
Human Rights	E-learning
Business Ethics and Code of Conduct	E-learning
Prevention of Sexual Harassment (PoSH) - Vector	E-learning
Prevention of Sexual Harassment (PoSH) - Hand ill	E-learning
Employee Benefits and Compensation	E-learning

Behavioural Courses	Status
Sales Effectiveness	Movie-based
First time Managers	Movie-based
Negotiation Skills	Movie-based
Business Acumen	Movie-based
Interviewing Skills	Movie-based
First Time Managers	Classroom
Sales Effectiveness - For Frontline Managers	Classroom



# CRLP – Powerful Objective Test Banks

Build Initiatives in L&D using our Powerful Solution Add-ons

## 1. TC and Marketplace Courses

## 2. Skill Check Tests

Targeted learning tool to assess and upgrade employee knowledge and skills.

- Context-specific and role-specific tests anchored on circulars (RBI/SEBI/IRDA/GoI).
- Local language variations for higher effectiveness.
- Enhance with your organisation's products, policies and other knowledge requirements.
- Proctoring, Restricted Browser Access for Secure Access over Workstations, Mobiles.
- Content regularly updated in line with the latest regulatory circulars.

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Powerful Test Banks Contd.

Build Initiatives in L&D using

1. TC and Marketplace Courses
2. Skill Check Tests

CRLP

Gamification

Compliance

Skilling

Custom

Products

## TC QuizTime - Banking & Finance related Question Banks

No.	Master Circular/Master Direction Topics	Institute
1	Interest Rate on Deposits Directions, 2016	All
2	Frauds – Classification and Reporting by commercial banks and select FIs	All
3	Interest Rate on Advances Directions, 2016	All
4	Priority Sector Lending (PSL) – Targets and Classification	All
5	Loans and Advances – Statutory and Other Restrictions	All
6	Housing Finance	All
7	Customer Service in Banks	All
8	Prudential norms on Income Recognition, Asset Classification and Provision	All
9	Rationalisation of Branch Authorisation Policy- Revision of Guidelines	All
10	Guidelines on Managing Risks and Code of Conduct in Outsourcing of Fina	All
11	Outsourcing of Financial Services - Responsibilities of regulated entities ...	All
12	Financial Inclusion by Extension of Banking Services – Use of Business Corr...	All
13	Amendment to Master Direction on KYC	All
14	Exposure Norms	All
15	Review of Prudential Norms - Risk Weights for Exposures to Corporates, A...	All
16	Detection and Impounding of Counterfeit Notes	All
17	Consolidated Circular on Opening of Current Accounts and CC/OD Accou	All
18	Digital Payment Security Controls	All
19	Amendment to Master Direction on KYC and AML	All
20	Credit Information Companies	All
21	Customer Service - UCB	All
22	Operating Guidelines for Small Finance Banks	SFBs
23	Regulatory Framework for Microfinance Loans Directions, 2022	MFIs
24	Maintenance of Deposit Accounts	UCBs
25	Management of Advances - UCBs	UCBs
26	Housing Finance - UCBs	UCBs
27	Customer Service - UCBs	UCBs






# CRLP – Network of Domain Experts

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses

2. Skill Check Tests

3. Finance Expertise at your Fingertips

- India's Largest Industry-focused network of Established Domain Expert
- 600+ (as on date) experts within Easy Access through the CRLP Portal
- Expertise in 24 Segments of the BFSI Domain
- Services in consulting, content creation, training delivery and training operations.
- Under the Brand FinNet – <https://www.finnet.co.in> 
- Already delivered on cornerstone assignments in India and Overseas

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Training Central Certifications

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Skill Check Tests
3. Finance Expertise at your Fingertips
4. Open Certifications
  - Pre-configured Learning Plans for Key Functional Roles in Banks
  - Mix of Classroom Trainings, Virtual Trainings, Self-paced Courses
  - Assessments - Objective and Subjective
  - Support to L&D Goals and Timelines
  - Scheduled for Launch – FY 2025-26

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – TrainingCentral Certifications Contd.

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Skill Check Tests
3. Finance Expertise at your Fingertips
4. Open Certifications

	Certifications	Duration	Classroom	Gamification
1	Branch Executive	50 hours	15 hours	Yes
2	First Time Managers	50 hours	24 hours	Yes
3	Certification for the Mortgage Professional	50 hours	24 hours	Yes
4	Sales Effectiveness for Small Business Loans	50 hours	37 hours	Yes
5	Apprenticeship Program (expected, Apr, 2025)	80 hours	40 hours	Yes
6	GoSell - Mortgage	3 hours	No	No

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Recruit the Brightest Stars

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses

2. Skill Check Tests

3. Finance Expertise at your Fingertips

4. Open Certifications

5. Add to your Workforce

- Functional, Behavioural and Hands-on Systems-trained frontline executives from Colleges.
- Programs delivered to candidates in a mix of English and Local Language curriculums.
- Select your recruits from a dedicated portal with location-specific ranked candidates.
- Option to continue L&D training through TC's unique Learning Pathways.
- A Train-N-Hire Model with A Difference!

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Breath Life in Implementations

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Skill Check Tests
3. Finance Expertise at your Fingertips
4. Open Certifications
5. Add to your Workforce
6. Gamify your Implementation
  - Increase User Motivation and Engagement through Competitive Access to Activities.
  - Include Ready Activities from CRLP and Include Your Activities.
  - Customisable Interface, Certificates and Badges in line with Corporate Colours.
  - Business Rules in line with your policies for application-oriented gamification.

CRLP

Gamification

Compliance

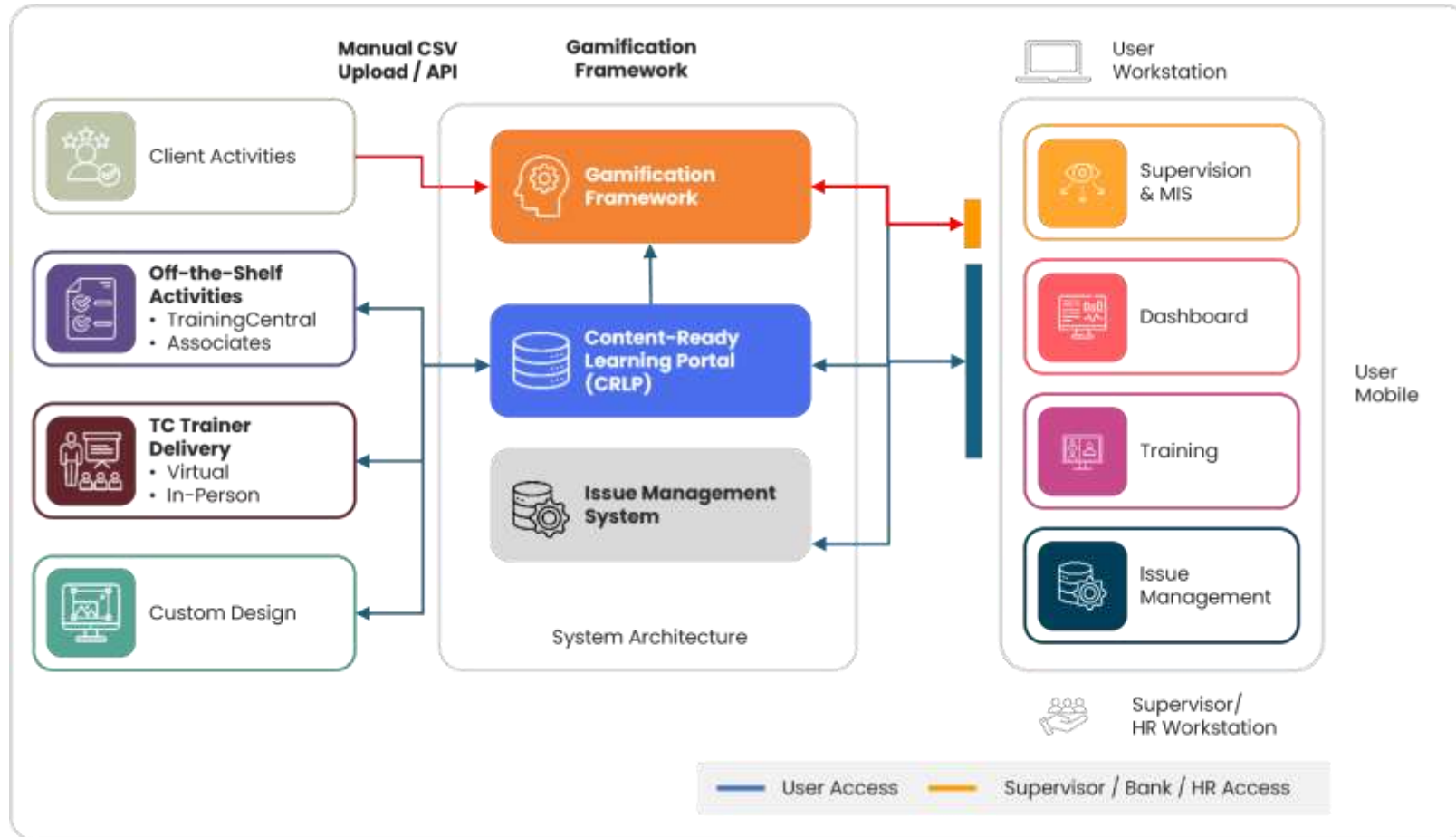
Skilling

Custom

Products

# CRLP – 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	<div style="width: 92%;"></div>
2	Nagpur Branch	89	<div style="width: 89%;"></div>
3	Kalyan Branch	86	<div style="width: 86%;"></div>
4	Ambarnath Branch	82	<div style="width: 82%;"></div>
5	Goregaon Branch	75	<div style="width: 75%;"></div>
6	Marunji Branch	75	<div style="width: 75%;"></div>
7	Sangamner	74	<div style="width: 74%;"></div>
8	Ichalkaranji - Main Branch	72	<div style="width: 72%;"></div>
9	Jalgaon Branch	70	<div style="width: 70%;"></div>
10	M.I.D.C.- Branch, Thane	68	<div style="width: 68%;"></div>

Leaderboard - Employee			
Status as of 24 Nov, 2023			
Rank	Branch Name	Points	Progress
1	Rajesh Sawant	97	<div style="width: 97%;"></div>
2	Sneha Kesarkar	94	<div style="width: 94%;"></div>
3	Ravindra Sawant	91	<div style="width: 91%;"></div>
4	Ravindra Revale	87	<div style="width: 87%;"></div>
5	Vaidehi Pai	80	<div style="width: 80%;"></div>
6	Savita Poojari	80	<div style="width: 80%;"></div>
7	Purva Chalke	79	<div style="width: 79%;"></div>
8	Preeti Kotian	77	<div style="width: 77%;"></div>
9	Dhanashree Pendse	75	<div style="width: 75%;"></div>
10	Prachi Deshpande	73	<div style="width: 73%;"></div>



# CRLP – Learning Pathways

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Skill Check Tests
3. Finance Expertise at your Fingertips
4. Open Certifications
5. Add to your Workforce
6. Gamify your Implementation
7. Learning Pathways
  - 9-month Learning Pathways for Branch and Head-Office Roles
  - Range of Learning Activities – Tech-based as well as non-Tech-based
  - Customisable to Include Your Activities and Events
  - Gamification for Competitiveness, Engagement and Objectivity in cohorts
  - Scheduled for Launch – FY 2025-26

CRLP

Gamification

Compliance

Skilling

Custom

Products





# CRLP – Learning Pathways

## Competency Framework

No.	Learning Pathways	Experience	Role	Test Level
Branch Roles				
1	BB_Entry_Level	1-3 years	Fresher	Junior Officer
2	BB_Entry_Teller	2-4 years	Fresher	Junior Officer
3	BB_Mgr	4-5 years	Manager	Medium
4	BB_OpsMgr	5-7 years	Branch Ops Manager	Medium
5	BB_SalesMgr	5-7 years	Branch Sales Manager	Medium
6	BB_BM	8-12 years	Branch Manager	Senior
7	BB_FX	5-7 years+	Forex and Trade Officer	Senior
8	BB_RM	5-7 years+	Sales & Marketing	Senior
Head Office				
9	HO_IT	IT		
10	HO_DATA	Data Analytics, Digital, Fintech, Payments		
11	HO_CorpFin	Strategy, Finance, Accounts, Taxation, Book-keeping		
12	HO_HR	HR		
13	HO_Compliance	Risk, Control, Compliance, Legal and Audit		
14	HO_FX	Treasury, Forex		
15	HO_RetailLoans	General Banking	Retail Loans	
16	HO_RetailOps	General Banking	Retail Operations	
17	HO_CB	Corporate Banking	Corporate Banking	
18	HO_AgriRural	Corporate Banking	Agriculture Business and Rural Credit	
19	HO_MSME	Corporate Banking	MSME Credit	
20	HO_Zones	Zonal/Regional Office Roles		

CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Learning Pathways - Branch

## Pilot Pathway – Branch Banking – Entry Level

1. Balance between Different Training Areas
2. Focus on Technical/Functional Skills for entry-level
3. Mix of Activity Types Configurable
4. Pilot Learning Pathway getting Created
5. Gamification for Competitive Edge within Cohorts
6. Cost-Friendly Implementation Options

Row Labels	Sum of Duration (hrs)	%age
Behavioural	5	7%
Compliance	7	10%
Proficiency	3.5	5%
Technical/Functional	54.5	78%
<b>Grand Total</b>	<b>70</b>	<b>1</b>

Activity Type
Client Classroom
Client Classroom (In-Person)
Client Classroom (Virtual)
Client Custom Courseware
Client Events
Client Objective Tests
Client Subjective Tests
In-Person Class
On-the-Job Training
TC Classroom
TC Classroom (In-Person)
TC Classroom (Virtual)
TC Common Webinar
TC Gamification
TC Movie-based
TC Objective Tests
TC Self-paced
TC Subjective Tests



CRLP

Gamification

Compliance

Skilling

Custom

Products



# CRLP – Integrate Your Systems

Build Initiatives in L&D using our Powerful Solution Add-ons

1. TC and Marketplace Courses
2. Skill Check Tests
3. Learning Pathways
4. Open Certifications
5. Finance Expertise at your Fingertips
6. Gamify your Implementation
7. Add to your Workforce
8. Integrate with your Systems
  - Integrate with your internal Systems like Microsoft 365, HRMS and even your own LMS.

CRLP

Gamification

Compliance

Skilling

Custom

Products



# Custom Central

## Custom Solutions in Learning Technology and Content

CRLP

Gamification

Compliance

Skilling

Custom

Products

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



# Valuable International Relationships

Multi-year Relationships – CRLP, Course Content Repository, Projects

1. Transunion CIBIL – Relationship since 2017, Creating MSME Certification
2. CRISIL (A Standard & Poor Company) – Custom Courseware since 2020
3. Volkswagen Finance Pvt. Ltd (11 years of Learning Portal Support – CRLP)
4. International Finance Corporation (IFC)
5. **Women's World Banking** – Financial Inclusion Project
6. Barclays Technology Centre (India)
7. Accenture
8. GIZ- NABARD – **India's First SHG Training Program**
9. Reserve Bank of India

# Our Clients – An Indicative List



# 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!"



# Thank you



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](http://www.trainingcentral.co.in/DirectDemos/00Corp/Perpetual/TC_Corporate_Deck/index.html)