Product Solutions Marketplace

TrainingCentral Solutions Pvt. Ltd.
Training beyond boundaries

TrainingCentral

Presentation on

Active Learning & Development

Tools to make L&D Key to
Achieving the **Organisation's** Strategic Goals

Why Us

For an Active Learning & Development
We offer the building blocks to your L&D to
ensure that it is a key strategic component
in your Business Growth.

ISO 27001

TrainingCentral is ISO 27001:2013 Certified

Who We Are

We are finance professionals.

We are IT professionals.

We are project managers.

We are solution architects to your L&D Strategy.

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

CFO – Sonal Navalkar
   B. Com. C.A.

ISO 27001

TrainingCentral is ISO 27001:2013 Certified

Insights

Ready E-learning Courses

99

Languages in which courseware developed

13

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

650+

Clients in BFSI Domain

110+

E-learning Portal Users

63K+

Insights

Classroom Trainings Conducted (no. of participants)

2300

Client Learning Portals Managed

26

Marketplace

33

Our Offerings

Our offerings energise your L&D across the complete life-cycle of an employee;

- Entry-level training
- Mid-level upskilling
- Cross-skilling
- Senior Management

Products
- Learnng Essentials Courses Catalogues
- Skill Tests
- Certifications

Solutions
- Content-Ready Learning Portal (CRLP)
  - Learning Technologies
  - Managed Services
- Active L&D
  - Active Training Needs Analysis (TNA)
  - Active Certifications
  - Active Recruitment
  - Gamification Central
  - Learning Paths
- Custom Central
  - Custom Courseware
  - Learning Software

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)
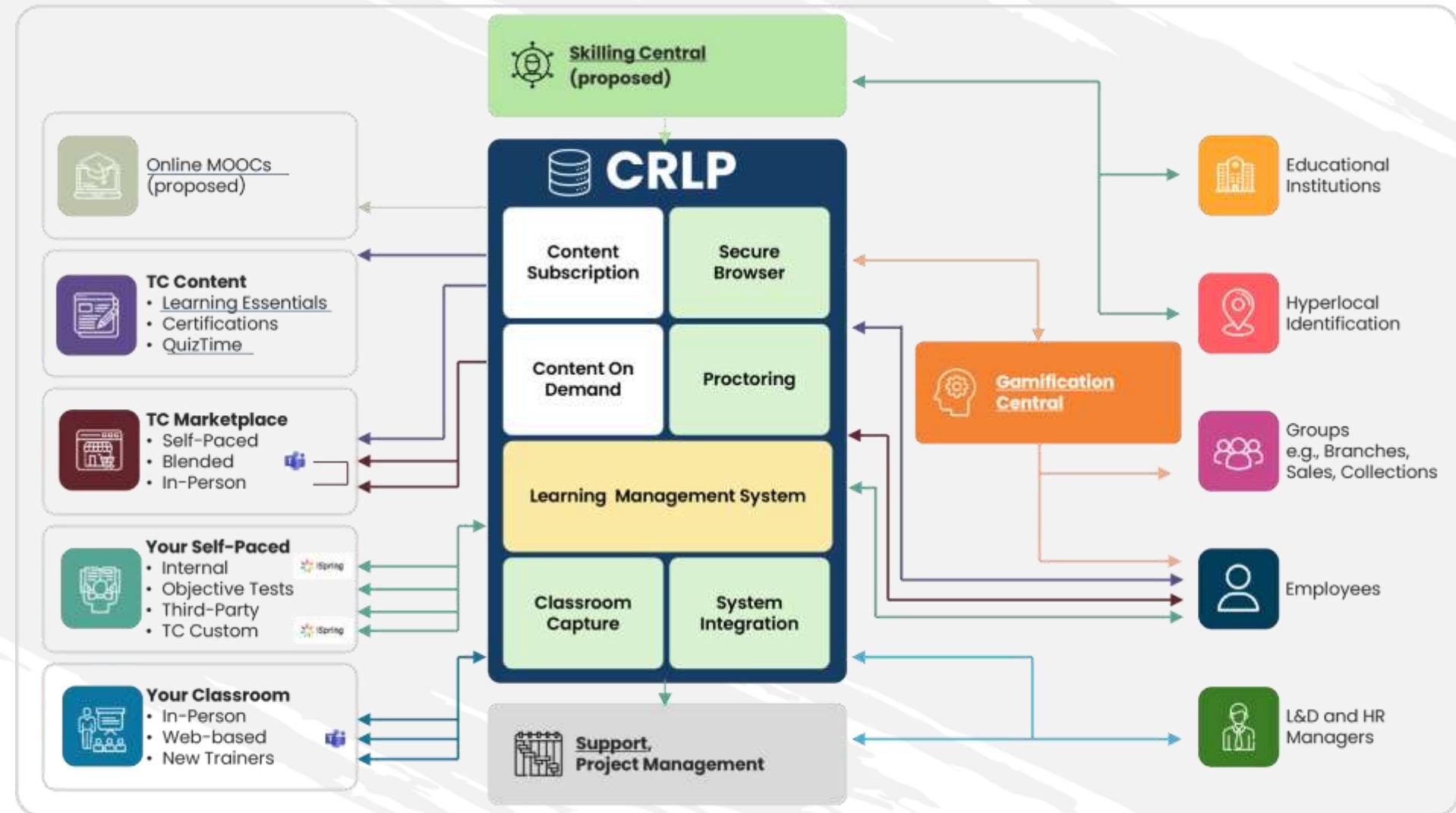
CRLP Features

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

Offering	Product
1. Highly Customisable Assessments	Skill Tests
2. TC and Marketplace Courses	Learning Essentials Catalogue
3. Finance Expertise at your Fingertips	Network of Domain Experts
4. Open Certifications	Certifications
5. Add to your Workforce	SkillingCentral *(roadmap)*
6. Gamify your Implementation	Gamification Central
7. Learning Pathways	TC Learning Pathways
8. Integrate with your Systems	SSO, SMTP, HRMS, etc.

CRLP – Skill Tests

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

1. TC Skill Tests

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

   1. Context-specific and role-specific tests anchored on circulars (RBI/SEBI/IRDA/GoI)

   2. Local language variations for higher effectiveness

   3. Validation, Verification and Security through Proctoring, Secure Browser across devices

   4. Validity - Content regularly updated in line with the latest regulatory circulars

   5. Customisable to include Fis own products, policies and other knowledge requirements

   6. Roles for all Financial Insituttions – Comm. Banks, UCBs, NBFC, HFCs, MFIs, SFBs

Microsoft Excel
Worksheet

TrainingCentre

Skill Tests – Ready Templates

Test Packs to use at per requirement

Role/Level	Yrs Exp
Recruitment Test	Joining
Induction Training	0-1 Years
Executive	1-3 Years
Team Lead	4.6 Years
Manager, Ops Manager	07-10 Years
Senior Manager, Branch Head	09-12 Years
Sr. Branch Head, Strategy	12+ Years

Microsoft Excel
Worksheet

Skill Tests – Backed by Rich Expertise

Panel of Advisors **–** Skill Test

1. Mr. Shetye **–** Ex-CEO, NKGSB, GP Parsik, Zoroastrian Coop, New India Co-operative

2. Mr. Vijayaraghavan – Retd. DGM, SBI

3. Mr. Mehta – ex-Head of Transaction Banking, ICICI Bank

4. Mr. Rajagopalan – Retd. GM, Bank of Maharashtra

… and many more experienced Finance Professional joining the Panel

Skill Tests – Custom

Test Packs, use at per requirement

1. Go through the test questions to understand the Skill Test question bank complexity levels

2. Segregate the target audience into the segments e.g. Senior, Mid-level, Junior.

3. Define the Test parameters for each Level

    1. No. of complex, moderate and simple questions

    2. For each question type – marks and time- per question

    3. Passing %age

    4. No. of attempts per user

    5. Period for keeping test open

4. Test environment for administering the tests – Proctored, Secure Browser, etc.

5. Periodicity of Tests for the year (monthly, fortnightly, quarterly, etc.)

Skill Tests – Powerful Test Banks

Structure for A Multi-lingual Skill Test

1. Circular Original
2. English
    1. Summary Note
    2. Test 1 – Role 1 (e.g. Junior)
    3. Test 2 – Role 2 (e.g. Senior)
3. Hindi
    1. सारांश नोट
    2. टेस्ट 1 - भूमिका 1 (e.g. जूनियर)
    3. टेस्ट 2 - भूमिका 2 (e.g. वरिष्ठ)
4. Marathi
    1. सारांश टीप
    2. चाचणी १ - भूमिका १ (e.g. कनिष्ठ)
    3. चाचणी २ - भूमिका २ (e.g. वरिष्ठ)
5. Gujarati
    1. .
    2. .
    3. .
6. Telugu
7. Kannada
8. Tamil

Skill Tests – Powerful Test Banks

Decide on the Grading and The Timing

Questions Distribution for Tests

Question Parameters			Junior		
Type	Marks Per	Time Per	Questions	Time (secs)	Marks
Simple	1	30	12	360	12
Moderate	3	60	6	360	18
Complex	5	120	4	480	20
Totals			22	20 minutes	50

Questions Distribution for Tests

Question Parameters			Senior		
Type	Marks Per	Time Per	Questions	Time (secs)	Marks
Simple	1	30	2	60	2
Moderate	3	60	6	360	18
Complex	5	120	6	720	30
Totals			14	19 minutes	50

Skill Tests – Application Year-Round

Skill Test Administering Scenarios

1. Data-based Training Needs Analysis (TNA)

2. Annual Baseline and Endline to evaluate Skill Development

3. Recruitment Training – Both Entry and Lateral

4. Intermittent, Periodic Tests to Build a Talent-powered Workforce

5. Specific Topic/Product level dipstick on Knowledge Levels

6. Product Roll-out Strengthener

7. Complement as a pre- and post- assessment to other trainings

8. Updates on Regulatory changes, market dynamics, technology introductions.

CRLP – Courses For All Needs

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

1. TC Skill Tests

2. 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

Course Catalogue – Compliance

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

1. TC Skill Tests

2. TC and Marketplace Courses

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)	

Course Catalogue - BFSI

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

1. TC Skill Tests

2. TC and Marketplace Courses

Finance E-learning Courses		Status
1	Bank Treasury	Under upgrade
2	Financial Ratios & Credit Risk (FRCR)	V2.0
3	Fundments 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

Course Catalogue - Productivity

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

1. TC Skill Tests

2. TC and Marketplace Courses

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

Course Catalogue – Behavioural

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

1. TC Skill Tests

2. TC and Marketplace Courses

Compliance Courses	Format
Prevention of Sexual Harassment Regulation (PO$	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

Behavoural 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

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# CRLP – Network of Domain Experts

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

1. TC Skill Tests

2. TC and Marketplace Courses

3. Finance Expertise at your Fingertips

   - **India's Largest Industry**-focused network of Established Domain Expert

   - 650+ (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.

   - Already delivered on key assignments in India and Overseas

Network of DEs - Segments

Distribution – Indian States and Overseas (as in Nov, 2025)
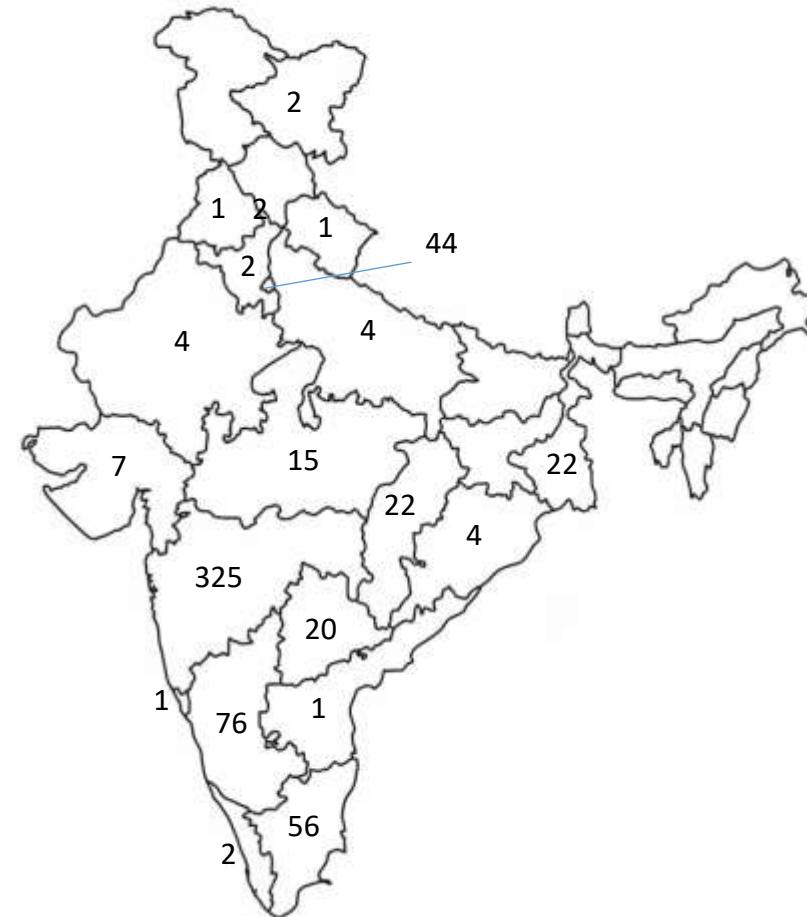
No.	State	Count
1	Andhra Pradesh	1
2	Chandigarh	2
3	Goa	1
4	Gujarat	7
5	Haryana	2
6	Karnataka	76
7	Kerala	2
8	Leh	2
9	Maharashtra	325
10	Madhya Pradesh	15
11	NCR	44
12	Odisha	4
13	Punjab	1
14	Rajasthan	4
15	Telangana	20
16	Tamil Nadu	56
17	Uttar Pradesh	4
18	Uttrakhand	1
19	West Bengal	22
20	**Not India**	**30**
		619

Network of DEs - Segments

Segment Representation

No.	State	Count
1	General Banking	279
2	Retail Banking	26
3	Commercial Banking	77
4	Banking & Finance Infrastructure	0
5	Non-Banking Finance	19
6	Ratings	11
7	Risk Management	42
8	Treasury	20
9	Capital Markets	21
10	Consulting	14
11	Investment Banking	93
12	Project Finance	9

No.	State	Count
13	Financial Inclusion	28
14	Insurance	7
15	Life Insurance	20
16	General Insurance	3
17	Health Insurance	1
18	Corporate Finance	43
19	Technology Solutions	48
20	Services	0
21	Ancillary Services	17
22	Compliance	25
23	Behavioural	30
24	Productivity	0
25	Other	6
	Total*	**839**

* - Some Domain Experts specialise in more than one Segment
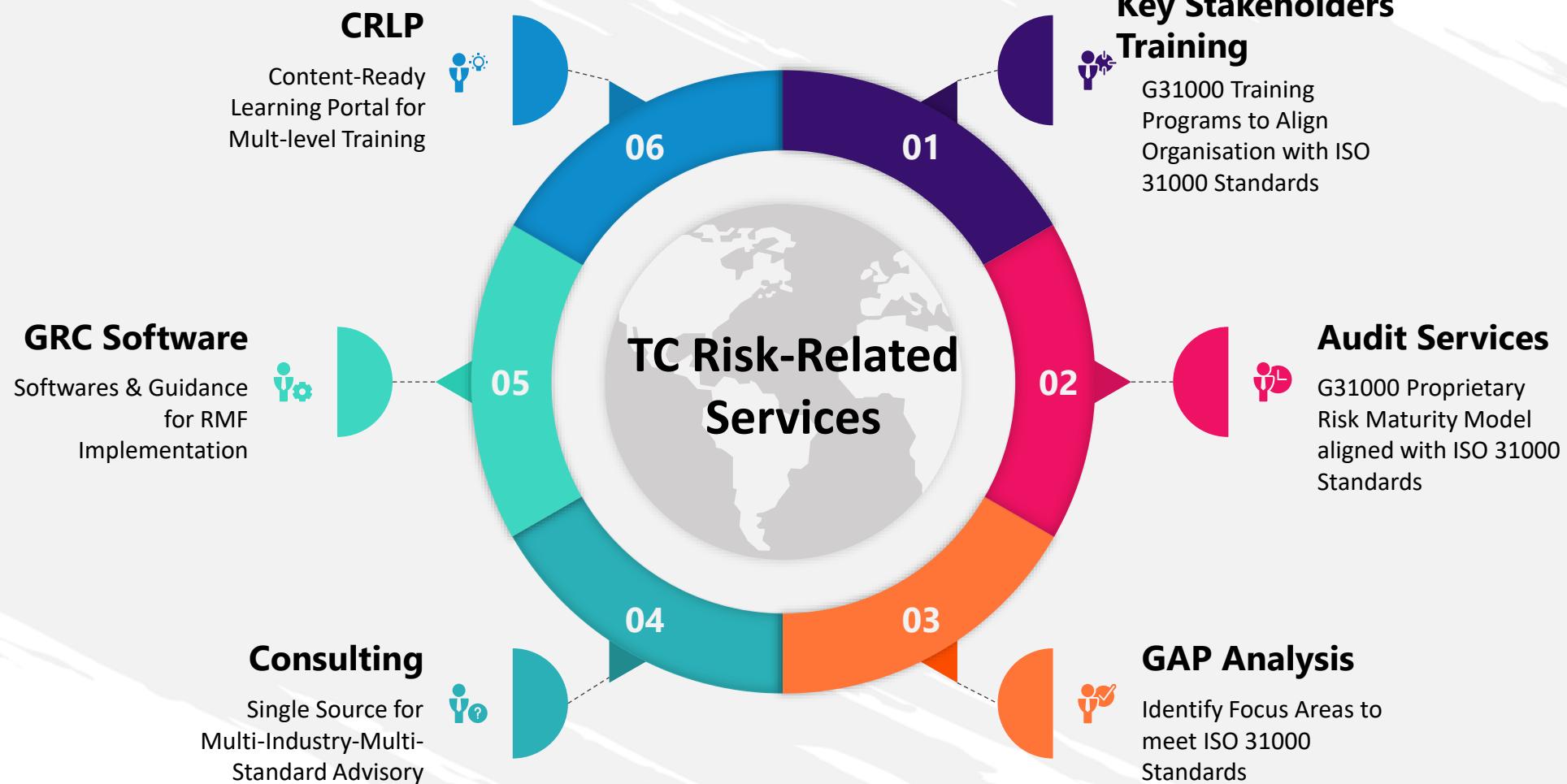
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Network of DEs - Risk-related Services

CRLP

Content-Ready Learning Portal for Mult-level Training

Key Stakeholders Training

G31000 Training Programs to Align Organisation with ISO 31000 Standards

GRC Software

Softwares & Guidance for RMF Implementation

Audit Services

G31000 Proprietary Risk Maturity Model aligned with ISO 31000 Standards

Consulting

Single Source for Multi-Industry-Multi-Standard Advisory

GAP Analysis

Identify Focus Areas to meet ISO 31000 Standards

06 01 02 03 04 05

TC Risk-Related Services

Network of DEs - Risk-related Services

In Association with G31000, Geneva Switzerland-based Risk Institute

1. ### Key Stakeholders Training

   - Risk Managers - ISO 31000 Certification Training from G31000

   - Board-level Awareness Session

   - Auditors - Advance Certification for Auditors from G31000

   - Senior Stakeholders - Risk training for internal Risk Champions across departments

2. ### Audit Services

   - Review of Current Risk Management practices

   - Industry-experienced Auditors with context-specific experience.

3. ### GAP Analysis

   - Study of Gaps as per the ISO 31000 Framework

4. ### Consulting support

5. ### GRC Software

6. ### Learning Portal

Network of DEs - Risk-related Services

In Association with G31000, Geneva Switzerland-based Risk Institute

1. Key Stakeholders Training

2. Audit Services

3. GAP Analysis

4. Consulting support

   - Industry-specific Advisory services from Established Professionals

   - Risk Management expertise for Multiple Standards

   - Established Professionals with related Expertise e.g. Project Management, Industry Exposure, etc.

5. GRC Software

   - Globally-proven GRC Softwares associated with TC

   - Implementation Services Under Guidance of Experienced Professionals

6. Learning Portal

   - Content-Ready Learning Portal (CRLP) Implementation

   - Ready Courseware and Content Deployment for Multi-Level, Multi- Lingual Risk training

   - AI-ready tools for day-to-day Risk Guidance and Decision-making

Network of DEs- Risk-related Professionals

1. The high-level Program Structure from G31000 for the RM Certification

2. An analysis of the Risk Professionals in our Network

3. The Learning Portal details from TC

4. The Course catalogue in Compliance and Governance which are part of the TC Catalogue

5. GRC Software-vendors associated with TC.Let me know your thoughts.

CRLP – TrainingCentral Certifications

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

1. TC Skill Tests

2. TC and Marketplace Courses

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

TrainingCentral Certifications

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

1. TC Skill Tests

2. TC and Marketplace Courses

3. Finance Expertise at your Fingertips

4. Open Certifications

Programs/Certifications	Duration	Classroom	Gamification	Status
Branch Executive	50 hours	15 hours	Yes	Under Dev
First Time Managers	50 hours	24 hours	Yes	Under Dev
Certification for the Mortgage Professional	50 hours	24 hours	Yes	Live
Sales Effectiveness for Small Business Loans	50 hours	37 hours	Yes	Live
Apprenticeship Program (expected, Apr, 2025)	80 hours	40 hours	Yes	Live
GoSell - Mortgage	3 hours	No	No	Live
Transaction Banking Relationship Management	40 hours	16-24 hours	Yes	Live
Personal Discussions in Credit Assessment	25 hours	16 hours	Yes	Live
ISO 31000 Certification	30 hours	30 hours	No	Live

CRLP – Recruit the Brightest Stars

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

1. TC Skill Tests

2. TC and Marketplace Courses

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 – Energise Learning

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

1. TC Skill Tests

2. TC and Marketplace Courses

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.

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Gamification Central – Rich Functionality

Gamification Framework for Impactful Business Outcomes
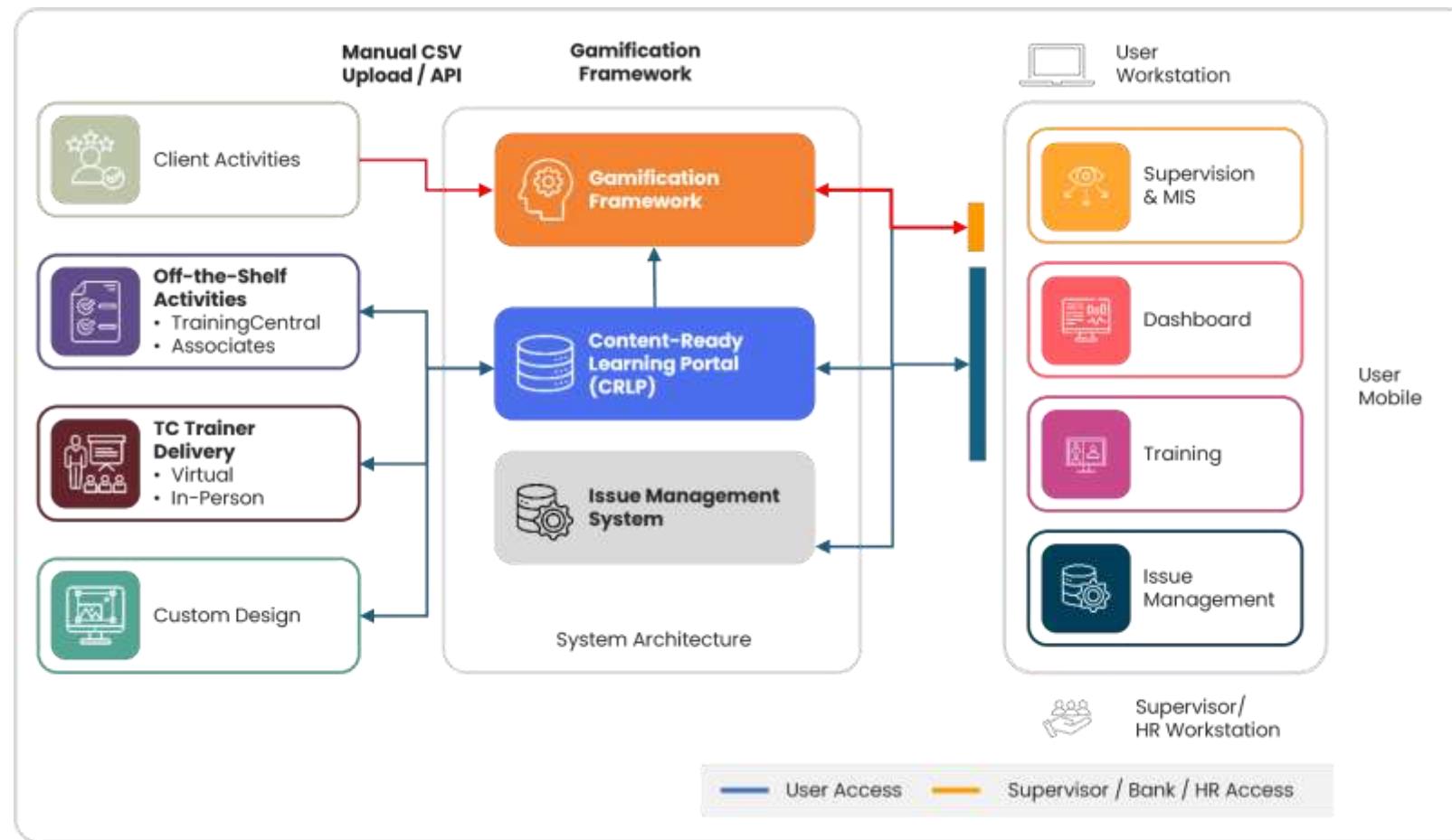
Gamification Central - Features

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	

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CRLP – Learning Pathways

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

1. TC Skill Tests

2. TC and Marketplace Courses

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

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Learning Pathways –Year-Round Plan

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 Offfice				
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 – Integrate Your Systems

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

1. TC Skill Tests

2. TC and Marketplace Courses

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.

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

Valuable Key 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

Transformative Projects

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

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."

TrainingCentra

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."

TrainingCentral

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…