



Product Solutions Marketplace

TrainingCentral Solutions Pvt. Ltd.

Training beyond boundaries

FinNet Resources LLP

Global Financial Expertise

Presentation on

FinNet^{Risk}

Risk Management Services

Established Risk Management Professionals for
your End-to-End Needs



Presentation Flow

1. The Network of BFSI Domain Experts
2. FinNet^{Risk} Risk Management Services from FinNet
 1. Community Strength
 2. RMS Value Chain
 3. 5 Pillars in Design Consideration
3. FinNet^{Risk} Go-to-Market Structure
 1. Go-to-Market Structure
 2. Life-cycle Focus & Structure
 3. Target Markets
 4. Ancillary Services
 5. Parties to the Contract
 6. The Next 100 Days





The Network of BFSI Domain Experts

India's Largest Single Industry Network of Established Professionals



Delivering Organisations

TrainingCentral Solutions Private Limited (TC) <https://www.trainingcentral.co.in> [2009]

Training Beyond Boundaries

- Established Brand in BFSI training Products, Solutions, Marketplace
- CRLP (Content Ready Learning Portal) – SAAS-based LMS Services with Pre-loaded Content.
- Compliance courses catalogue – Key Governance and Compliance Titles
 - ISA, POSH, PITR, CoC, Whistleblower Policy, etc.
- Latest Tech-based delivery - Gamification, Proctoring, Secure Browser, and others
- Established Portal deployed with BFSI Clients

FinNet LLP (FN) <https://www.finnet.co.in> [2021]

Global Financial Expertise

- Network of Established Professionals in BFSI (experience over 20 years)
- Programs and Consulting in 24 BFSI Segments
- Unique model of Collaborative Go-To-Market



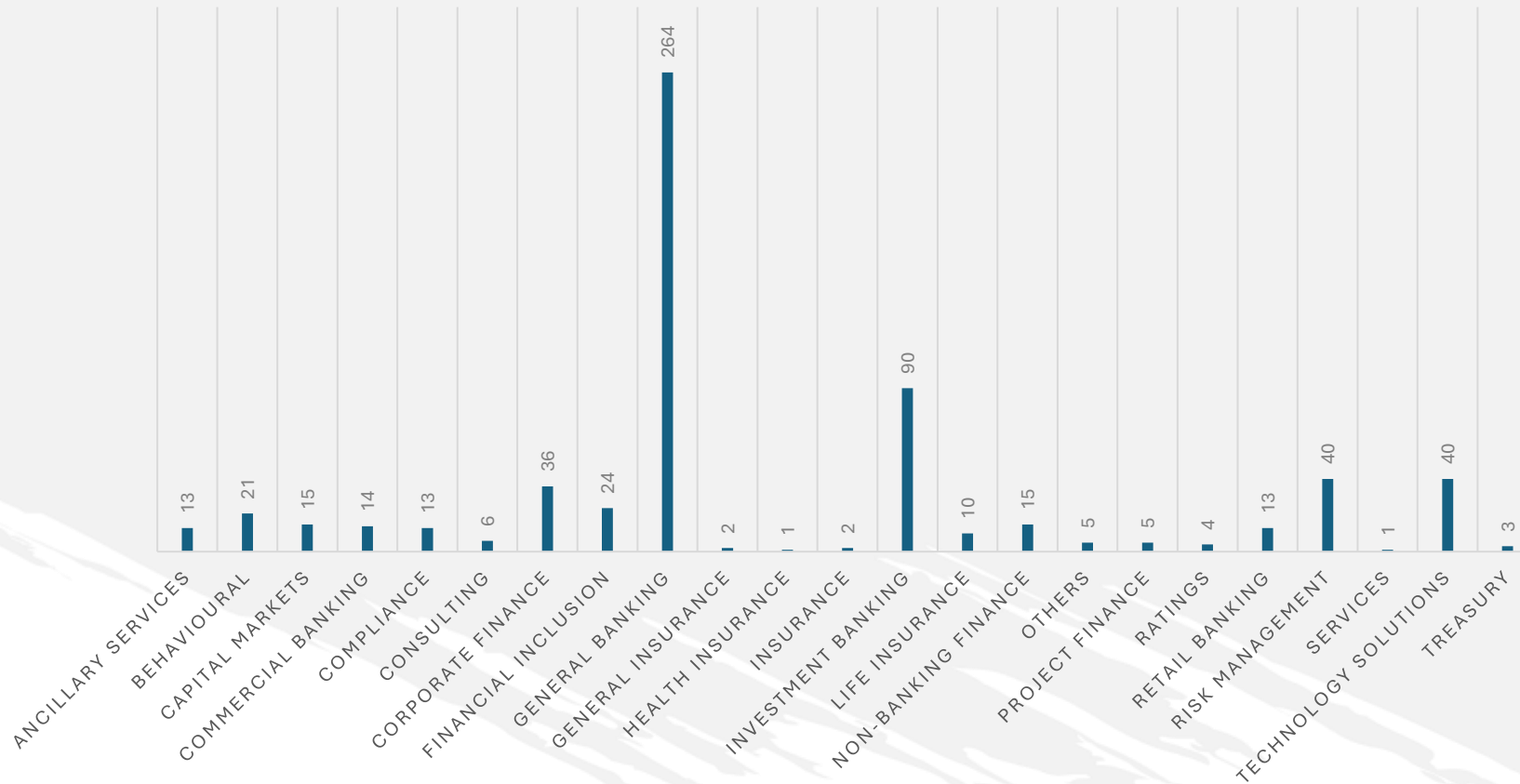


Network of BFSI Domain Experts

India's Largest Network of Established Professionals in an Industry

- 637 experts across 24 Segments of BFSI

PRIMARY SEGMENT



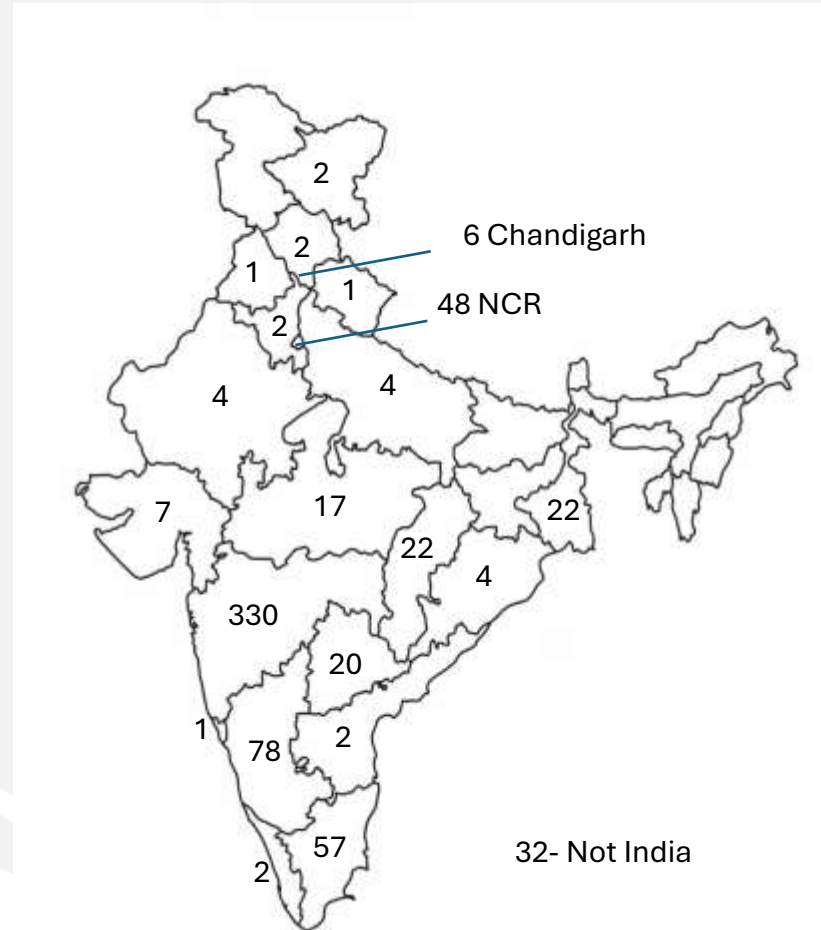
Segment	Prime Seg
Ancillary Services	13
Behavioural	21
Capital Markets	15
Commercial Banking	14
Compliance	13
Consulting	6
Corporate Finance	36
Financial Inclusion	24
General Banking	264
General Insurance	2
Health Insurance	1
Insurance	2
Investment Banking	90
Life Insurance	10
Non-Banking Finance	15
Others	5
Project Finance	5
Ratings	4
Retail Banking	13
Risk Management	40
Services	1
Technology Solutions	40
Treasury	3
Grand Total	637



Network of BFSI Domain Experts

India's Largest Network of Established Professionals in an Industry

Distribution – Indian States and Overseas (*April 2026*)



State	No. of DEs
AP	2
CH	6
GA	1
GJ	7
KN	78
KR	2
LD	2
MH	330
MP	17
NCR	48
NI	32
OR	4
PJ	1
RJ	4
TG	20
TN	57
UP	4
UT	1
WB	22
Grand Total	637



Network Features

Addition to the Network; Semi-Exclusive, After Review

1. On Review of Profile
2. Minimum 15-20 years of experience in Primary Segment.
3. Listed on the FinNet Portal on a no-name basis (new portal under development)
4. Separate Section for FinNet^{Risk}





FinNet^{Risk}

The Risk Management Services

Hands-on Risk

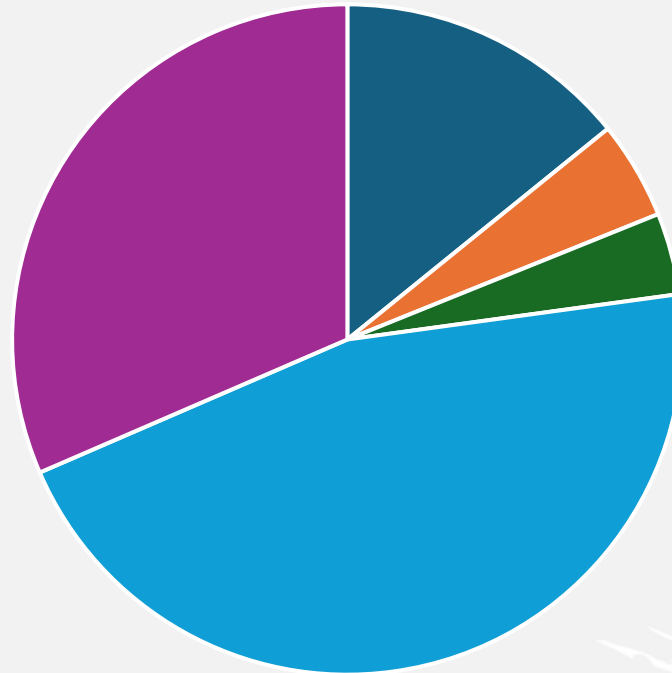


Segments in Focus

Risk Management, Compliance, Consulting, Project Finance, Tech Solutions

- 60% of Risk Management members are BFSI Industry

Segment Distribution



■ Compliance ■ Consulting ■ Project Finance ■ Risk Management ■ Technology Solutions

Primary Segment	Members
Compliance	18
Consulting	6
Project Finance	5
Risk Management	58
Technology Solutions	40
Grand Total	127



Risk Management Professionals

Expertise Spanning Multiple Dimensions

Industries

- BFSI
- Chemical
- Information Technology
- Information Security
- Manufacturing

Services

- Enterprise Risk Strategy
- Cyber Security Consulting
- Operations Risk
- Project Management
- ESG Advisory
- Audit Services
- Consulting
- Training

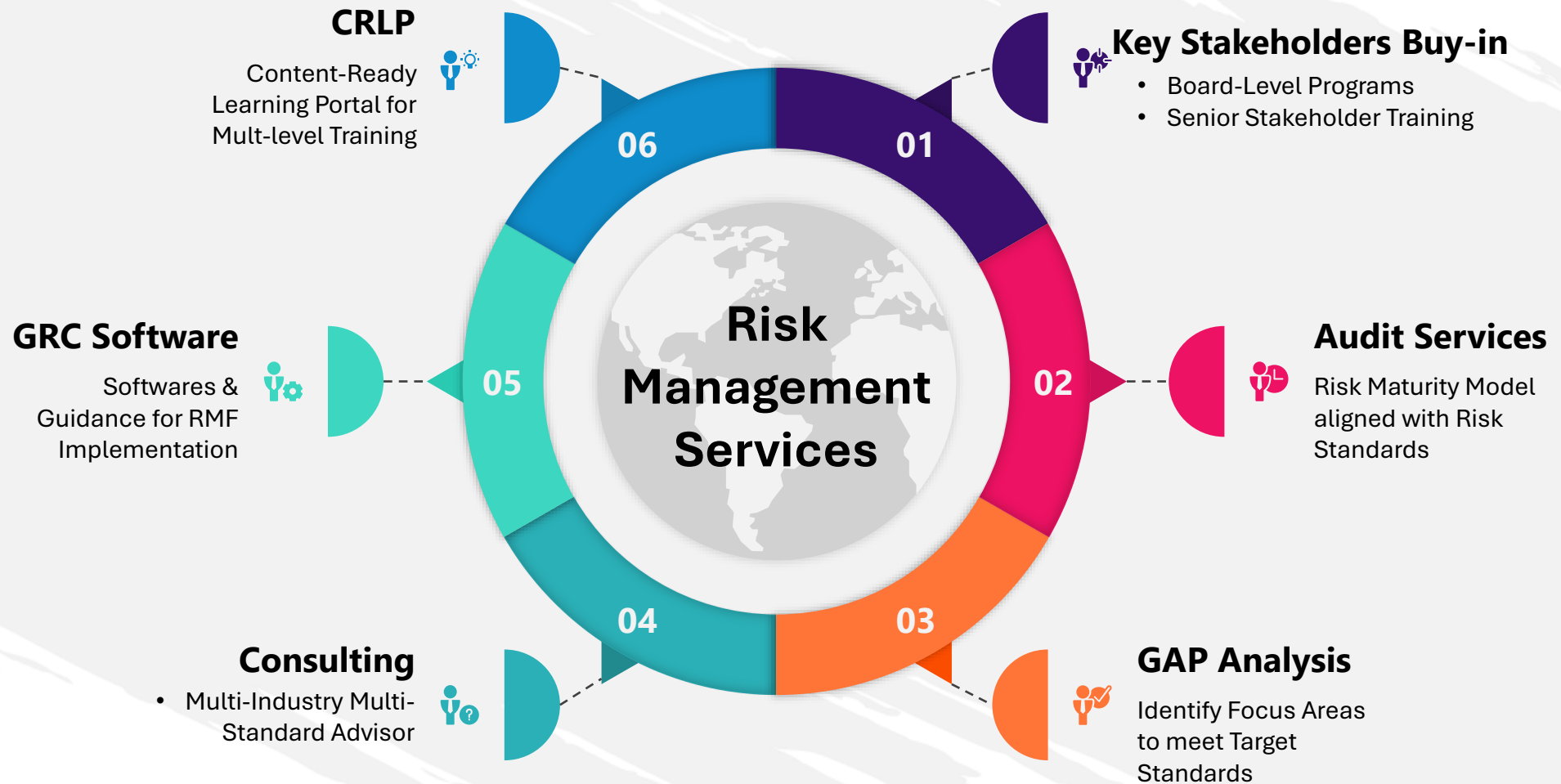
Standards

- ISO 31000 – Enterprise Risk
- ISO 14001 – Environment Management
- ISO 45001 – OH&S
- ISO 27001 – Information Security Awareness





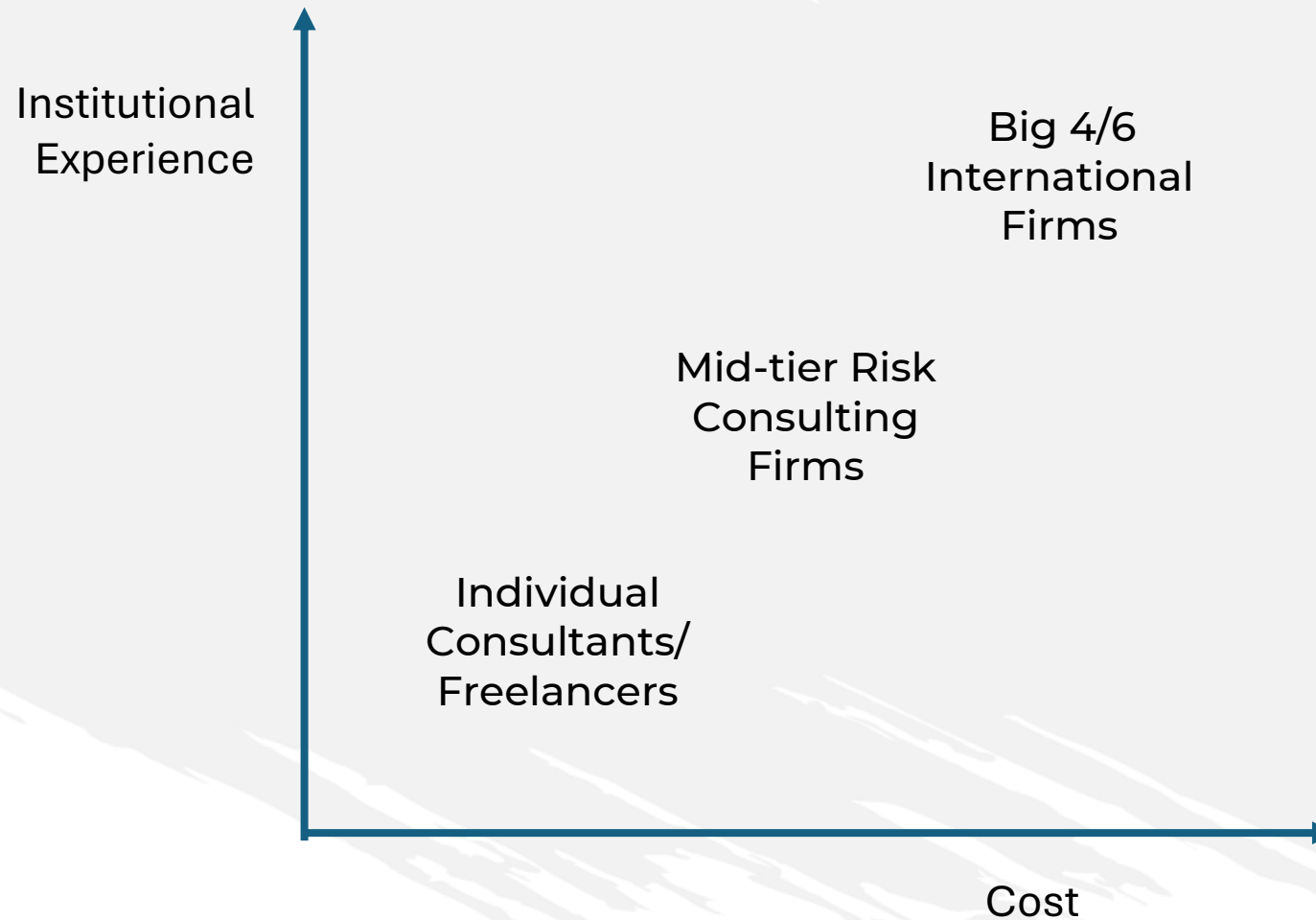
Risk Management Services Value Chain





Current Players

- The Premium Segment RMS Players offer services which rely heavily on the Institutional Knowledge Repository





Current Players – Life Cycle Delivery



Who Offers What?



	Buy-in	Audit	GAP	Consult	GRC	Training
Big 4/6 International Firms	✓	✓*	✓	✓	✓*	
Mid-tier Risk Consulting Firms	✓	✓	✓	✓		
Individual Consultants/ Freelancers	✓	✓	✓	✓		

Request Your
Inputs

* - through empanelled Vendor or Associates



5 Pillars of RMS Services

1. Community Power
2. End-to-End Offerings
3. Layered Expertise
4. Technology Solution Basis
5. Sustained Services





FinNet^{Risk} Go-To-Market

End-to-End Services from an Elite Risk Expertise



FinNet^{Risk} – Go-to-Market Structure



FinNet and TrainingCentral



Advisory Panel (6-10 Senior Consultants)

Practice
Leads
(2-3)

Practice
Leads
(2-3)

Practice
Leads
(2-3)

Practice
Leads
(2-3)

Network of Risk, Compliance, Consulting and Project Finance
Professionals

Project
Managers



Training Centre



Go-to-Market Structure (contd.)

FinNet & TC

Anchor Organisation, with Portal, Directory Search Services, Marketplace

Define Processes, Norms, Guidelines for Assignment Delivery

Explore Institutional and Strategic Tie-ups, New Markets, New Practices and New Geographies

Anchor RFP Responses and Project/Program Management

Provide Project Management

Advisory Panel

(6-10)

Acknowledged Industry Experts; Published on FinNet Portal

Publishes respected opinions in Media

Will Assist in Sourcing Business

Offer Additional Service as Project Oversight

Earns through Project Oversight, Consulting, Resource Identification

Practice Leads

(3-4 Each)

Pre-Sales and Sales Leads for Vertical Leads; Named on Portal

Define Scope for Project and Align Resources

Build Best Practices for Practice Line

Design Products based on Services from Network

Earns from Getting Business, Participating in Projects, Project Oversight

The RM Network

(100 by 2027)

Profiles Published on No-Name basis

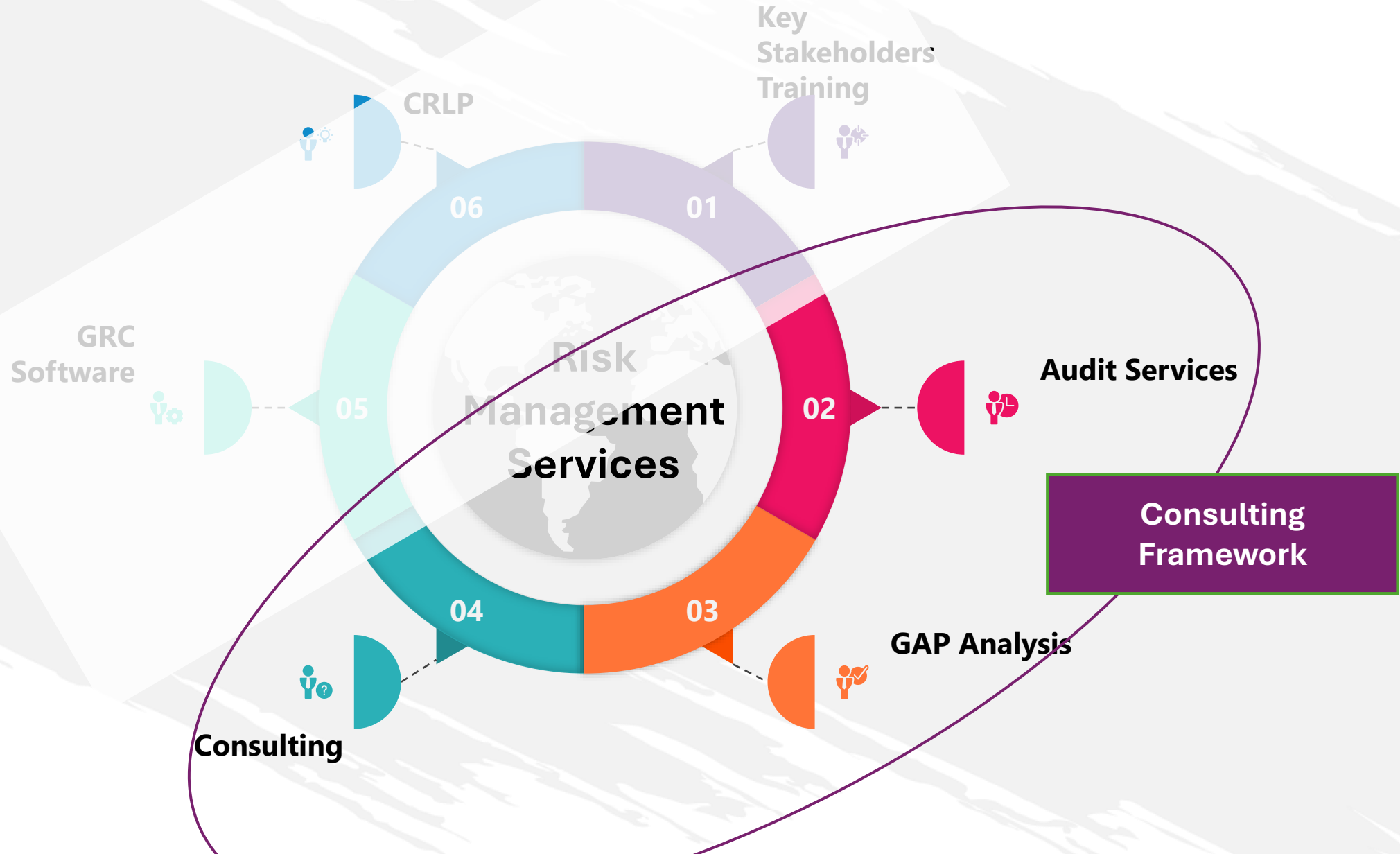
Ideate and Explore Collaborative Engagements

Power Teams for RFP Requirements

Peer Review Offers on Project (in case Advisory Panel is not available)



Life-cycle Focus & Structure

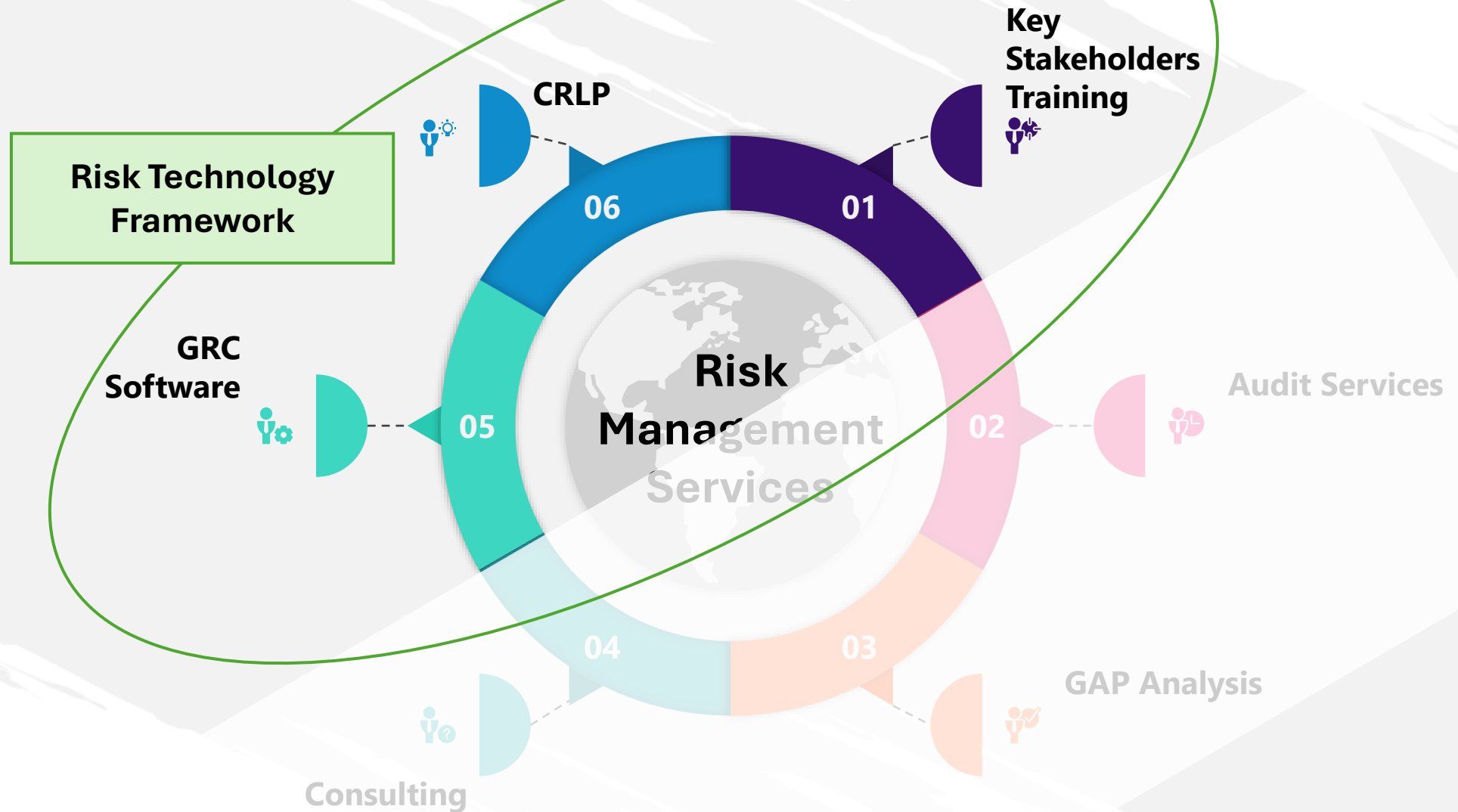




Training Centre



Life-cycle Focus & Structure (contd.)





Life-cycle Focus & Structure (contd.)



	Buy-in	Audit	GAP	Consult	GRC	Training
Big 4/6	✓		✓	✓	✓*	
Mid-tier Risk Consulting Firms	✓	✓	✓	✓		
Individual Consultants/ Freelancers	✓	✓	✓	✓		
FinNet ^{Risk}	✓	✓	✓	✓	✓	✓

* - in tie-up with a vendor



FinNet^{Risk} Offerings

Risk Technology & Training Framework

(with ready content, data sets and Practice Stream Experience)

- Evaluated and pre-configured GRC Software + LMS Framework
 - Open Architecture to Integrate with Data and AI Plugins
- Certifications in Risk Management for Risk Team
- Awareness Training Programs for Sponsors (Board, Management, Risk Leadership)

Consulting Framework

- Seasoned, Hands-on-experienced Risk Professionals
- Smooth Transition from Consulting to Risk Tech and Training Framework





Target Markets

Leveraging Strengths

- BFSI Risk Solution
- SME Sector Solution (T/O < Rs. 2000 crore)

Other Promising Areas

- Start-up Risk Process & Advisory
- GCC Risk Framework Support

Custom Practice Streams

- Specialised Practice Streams as per Focused Groups (e.g. AI, InfoSec, ESG, etc.)





FinNet^{Risk} - Ancillary Services

- e-CRO/CRO-on-demand/Virtual CRO
- Consultancy-on-demand (Expertise Calls)
- Project Management and Resource Planning
- Facilitating Consultant Selection and Scope Closure.
- Profile With Contact Details - Fee-based Service





FinNet^{Risk} - Contract Stakeholders

Flexibility in Implementation

- Contract may have the following parties
 - Client - Sponsor
 - FinNet – (as Primary Contractor or Project Manager or Resource Facilitator)
 - Practice Lead/s – For Scope Finalisation
 - Network Member– Delivery-in-charge, Participation in Scope
 - **Advisory Panel (Optional, at Client's request for Project Oversight)**
- Invoice
 - Raised by the party the key delivery function OR
 - As per the requirement from the Client





100-Day Roadmap



Days 1–30 Define & Align

Resources

- Set up Survey for Your Inputs and Update Profiles
- Invite Advisory DEs
- Invite Practice Leads

GTM

- Define Practice Areas
- Plan short-list of GRC Products

Positioning

- Define 'Why Us?'

Technology

- Beta Launch FinNet Portal 2.0

Days 31–50 Build & Create

Resources

- Build expert availability register

Marketing

- Create marketing assets
- Launch Social Media strategy
- Publish marketing calendar
- Initiate Marketing to Create Buzz
- Explore Alliances and Tie-ups for generating Leads

Days 51–75 Integrate & Test

Marketing

- Lead Generation

Technology

- Align TC and FinNet platforms
- Set up CRM for pipeline tracking
- Run first client pilot
- Internal governance dry run
- Refine GTM based on feedback
- Explore B2B Linkages
- Aligning with Certification Accreditor Organisations

Days 76–100 Launch & Scale

- Official go-live
 - Activate first client engagements
 - Track KPIs weekly
 - Expand expert outreach
 - Review and iterate
- ### Technology
- Launch FinNet Portal 2.0 to Public



Next Steps– From You

1. Respond to the Survey and Profile Update Request you receive from us
 1. Identify the Practice Areas you are best aligned to (may be multiple)
 2. Highlight any area in the Practice Area you can support – Marketing, Content, Consulting
2. Identify the Training Programs, Offerings to publish on TC Marketplace and FinNet Listings
3. Share Blogs, Articles, Viewpoints publishing on the TC Blog
4. Keeping your profile updated on the FinNet portal with Achievements, Use Cases, etc.
5. Share what Events you would like to anchor/deliver – Podcasts, Fireside Chats, Webinars,
6. Share Connects, Leads, RFP requirements and any other Inquiry you do not plan to respond to, to FinNet
7. Add the number +91-8433994860 and send a 'Hi' to the number over WA.
8. Stay in Touch with Us at TC and FinNet



Queries, Immediate Requirements

1. Publish a Program for ISO 31000 training for Corporates
2. Assessing for Funding Requirement





Special Thanx

1. Shankar Subramanian
2. Gladstone Samuel
3. Reviewers of the Strategy and Input providers

Thank you



Training Central Solutions Pvt. Ltd.
Training beyond boundaries...

Reach out to:

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