Value to Commercial Training Providers

make your clients an offer they cannot refuse, before someone else does

establish what content needs to be taught and what level of performance each student needs to achieve and the client only pays when the student achieves the agreed level of performance. The client would be able to monitor everything using dti**Metrics** and the system would provide a consistent user interface that can be used across a wide range of training needs from company policies and procedures, continuing professional development programmes, new IT systems, equipment maintenance etc. If you find this scary, how scary would it be if a competitor was talking to your client about dti**Metrics**?

maximise trainer effectiveness through sharing of best practice

you can see how trainers are performing across students, classes and objectives. If one trainer is doing particularly well find out what they are doing differently and share with the rest of the group. In addition the assessments allow you focus expensive trainer time on those students who need extra support rather than adopting a sheep-dip approach to training.

increase your margins by making sure your content is necessary and sufficient

dti**Metrics** can analyse performance across students and lessons which makes it an extremely useful tool when evaluating the effectiveness of courseware. If everyone scores high on the pre-training assessment for lesson 1 then perhaps we can drop this from the course or if we find that all students are having difficulty with lesson 2 then we can go back to the courseware developers with hard information. Training is not a luxury, it only has to be necessary and sufficient.

generate more business by getting students through certification exams

there are two issues to certification, having the knowledge and passing the exam. If students need to pass computer delivered certification exams then dti**Metrics** will increase their confidence and ability to use this medium eg A+ the post-training assessments simulate the actual exam. It's a bit like doing crossword puzzles, the more you do the easier it gets as you get comfortable with the game.

develop new business opportunities

compliance and certification training is expanding rapidly with client organisations wanting a documented audit trail showing not only that they have provided the necessary training but more importantly that employees have learnt the necessary skills. In addition organisations are keen to recruit people who have passed certification exams eg Microsoft Certified Application Specialist for Office 2007 applications, CompTIA Security + etc We can build test items for any industry eg we have built assessment systems for automobile technicians and medical support staff.

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