

THE THINQTANK LEARNING VALUE PROPOSITION

Our Learning Exclusive

- All courses include custom exam prep software and materials
- Course specific publications to promote fun exciting learning
- Extended hours of training including immersive hands-on exercises
- Receive all reading material and study guides when you register
- All courses taught by expert certified instructors actively working in the field

Two Decades of Performance

thinQtank® Learning has provided training services for nearly twenty years. Throughout that time, we have maintained over a 97% success rate for students who participate in assessments and exams in the classroom. Unique collaboration between our instructors and staff ensures our courses and exams reflect rigorous preparation and work.

Hard work and a constant drive to improve our processes are the key factors for achieving a high success rate. Every quarter we track results and our staff performs an analysis and review of our performance to identify areas we can improve.

The investment protection does not only extend to the student. It also extends to the employer. If an employer sponsors training for an employee and for any reason that employee leaves the company within six months of completion of the training course, thinQtank® Learning will provide the same course for another employee free of charge.

Assessments and Certifications in the Classroom

One of the key benefits of training with thinQtank® Learning is nearly all of our career certification training programs include the assessments and certification exams in the classroom. Employers and training investors want a tangible result from employee training. In addition, students want a milestone for career progression – industry recognized and respected certifications provides that.

While it is not a requirement, we greatly encourage students to set a goal not only of learning valuable skills but to leave the training experience certified. We have found that even with the best intentions, students who wait to take their exams after the completion of the course rarely do so. thinQtank® Learning is an authorized Pearson VUE mobile testing center.

Lasting and Long-Term Relationships

Unlike many of our competitors, thinQtank® Learning is not interested in the short-term sale. We strive to understand mutual interests which ultimately results in mutual success. We share the responsibility and ownership of our students' expectations, goals and objectives. Our instructors and support staff genuinely care about the success of the students. We understand the value we bring to this partnership and our students quickly learn that value as well. This provides motivation and incentive for our students and their employers to maintain a long-term relationship with thinQtank® Learning.

Additionally, our team understands these relationships are dynamic in nature and the needs of the relationship change over time. thinQtank® Learning has earned a reputation as a useful and trusted source of mentoring and education. As such, a large part of our business comprises referrals and students who return for additional training.

Investment Protection for Employers and Students

Any student who takes our courses can retake the same courses in part or in full, either in person or live online an unlimited number of times for up to 24 months after the initial course completion.

Often times in the initial participation of a course, students are focused (and stressed) about taking and passing the related certification exams. Because of that, we allow students to retake the course, often times without the added stress of passing exams. In some cases, students grasp most of the concepts but feel they need additional training on other topics or weak areas and those students choose to retake only that portion of the course.

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Intense Custom Exam Preparation WE DO NOT TEACH THE TEST

Our training days consist of intensely focused lectures and hands-on lab exercises to instill practical application. We make it a point to not allocate valuable time during the training day reviewing exam questions and preparing specifically for the exam. Instead, each evening, students are assigned homework relevant to the day's lessons that directly prepare them for the exams.

The custom thinQtank® Learning authored homework materials are unique in the industry and directly correlate to what the students will experience during their assessments and exams. In addition, we incorporate the use of testing tools which provide realistic exam simulations with customizable exam taking modes, timed exam options, categorized exam topics and extensive question review options.

Practical Application and Hands-On Participation

The incorporation of hands-on experiences leads to higher levels of engagement and learning. We believe when students are able to physically manipulate subject matter through practical application, those concepts become more clear and concrete. This type of engagement is also visible and the instructor can observe the students' involvement and understanding of the material and concepts.

We also encourage students to work with partners, in teams or in small groups to promote collaboration and communication. Many times there is no better way to solidify a concept than to explain that concept to a team member. A practice that extends to the workplace as well. When applicable to the course, we strive to maintain a mix of 40% lecture and lessons to 60% hands-on practical application through demonstration exercises and hands-on exercises.

Multiple Participation Options

All of our instructor led courses are streamed live online. Students have the option of participating in the classroom or joining the lessons on-line with live streams to a multitude of platforms.

Mentorship and Preparation before class

Our students receive all materials for the course at the time of registration regardless of how early they register. This includes electronic copies of the courseware, read ahead materials, preparation videos and our customized exam preparation aides.

In addition, our instructors and course coordinators reach out individually to each student to conduct initial assessments of the professional experience of the student and define the students' expectations, goals and objectives for the course. Our team then directs the student with recommendations; providing the support necessary for students to implement strategies for preparation to ensure the highest level of success.

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Tailored Learning Discovery

- *Context* - What is driving this re-skilling effort?
- *Impact* - What businesses and/or projects are affected as a result of the rollout?
- *Audience* - What audiences are impacted by the change?
- *Content* - What are the desired learning objectives?
- *Logistics* - What is the geographical distribution of the intended learners?
- *Culture* - What learning format is appropriate for content and audience?

thinQtank® Learning offers all training programs in an on-site format as well. On-site Training courses can be delivered “off-the-shelf,” slightly modified or completely tailored.

Tailored, One-Off and On-Site Course Offerings

Many times our clients will contact us requesting customized training when commercially available training courses do not fit their unique learning objectives. Undoubtedly, companies experience this need. In such an event, we will work with your staff to develop training curriculum and a competitive pricing model that meets those requirements.

Our instructional designers ensure organization-specific information is seamlessly incorporated into program content and custom course materials, workbooks, and special job aids. We also employ the most current e-Learning technologies to enhance and expand curriculum into virtual environments. Through consultation with your organization we help determine how best to implement a customized curriculum to align workforce capabilities and organizational performance expectations.

To customize the IT learning solution per your organizations specific needs, we begin our process by conducting a thorough needs assessment and gap analysis of your business or business function. Our experts then develop a curriculum and supporting content, including instructor and student manuals, classroom presentations, e-learning modules, assessment questions and/or job aids. Once developed, content is delivered through instructor-led training (ILT), virtual instructor-led training (v-ILT), e-learning, train-the-trainer, mentoring, on-the-job and executive overviews.

Multi-Student and Group Discounts

With thinQtank® Learning’s multi-student discounts, you can maximize savings of your team's overall training budget. Just enroll a group of students for our courses from the same company and for the savings.

To qualify for multi-student discounts:

- All students must register on the same day for the same class, location, and date
- The same company must appear in each of the student's registration forms
- Offer code must be requested at the time of enrollment
- Only our normal calendar courses are eligible for the discount (exams do not qualify)
- This offer cannot be combined with other promotions or offers

Multi-Student and Group Discounts

2 to 4 Students

10% discount per student
Offer Code TTL24

5 to 7 Students

12% discount per student
Offer code TTL57

8 Plus Students

15% discount per student
Offer code TTL8P

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The Virtual Classroom (Live Online Classroom)

Our collaborative online learning solution provides stimulating, interactive training sessions using high-definition video, audio, multimedia sharing, and instant feedback tools. Our effective online training in a rich collaborative learning environment provides live breakout sessions and hands-on labs and students can participate with Android and iOS devices.

We believe that online classes are a valuable way to augment in-person classes and make continuing education more convenient and less costly for our students. We employ the latest technology and tools to help overcome the online instructional challenges of keeping our students engaged during class and ensuring information retention afterward. Our instructors teach online more naturally by using high-definition video for face-to-face interaction. Our students enjoy clear audio, video, and data sharing, and use breakout sessions to create collaborative and individualized learning experiences that improve material comprehension. Students can learn at their convenience through on-demand classes.

Our live virtual training offers a highly adaptive, effective and continuous learning model that focuses on application, reflection and reinforcement of new knowledge and skills. Our Virtual Classroom also includes a variety of complementary online tools for disseminating training content and materials in formats that meet a diverse range of learning styles.

All of our learners stay focused and interested with high-definition video of the instructor. The video experience includes Active Speaker, which switches the video automatically to focus on the current speaker, whether it be the instructor or a participating student. All participants also get clear reliable audio through a telephone bridge or voice over IP (VoIP).

Our instructors share presentations, documents, streaming videos, demonstration software, white boards, and Flash animations, and can pass sharing and annotation privileges to students. Attendees can engage in private or public chat conversations with the instructor, another attendee, or the entire class.

The unique Hands-On Lab Assistance feature provides instructors and participants with secure access to remote PCs for hands-on application learning and practice as well as lab assistance. Lab sessions may be conducted during live training sessions or on demand. In most of our training camps, we employ the use of live on-line labs, network simulation and emulation programs and other tools to deliver valuable hands-on lab experiences. These tools are an integral part of both instructor lead and virtual classroom learning and provide participants in both environments with a comprehensive learning experience. In the event that physical components are required for lab participation, arrangements will be made in advance to have the appropriate hardware available to our remote students at their location.

We offer all participants the option to receive hard copies of training books, lab guides and other materials that will be used in the classroom. The Accelerated Exam Study Guides are delivered in advance of the training electronically along with all the necessary software required to ensure the highest success rate.



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Voucher Discounts and Pricing

TTL-TRN-VCH-1

Voucher Cost \$3,500
12% Discount off retail cost
Voucher Value \$3,920

TTL-TRN-VCH-2

Voucher Cost \$7,000
18% Discount off retail cost
Voucher Value \$8,260

TTL-TRN-VCH-3

Voucher Cost \$15,000
24% Discount off retail cost
Voucher Value \$18,600

TTL-TRN-VCH-4

Voucher Cost \$25,000
30% Discount off retail cost
Voucher Value \$32,500

Voucher Program

We understand that the successes of your organization is largely determined by your choice of a training partner.

Vouchers may be purchased at any time, and can be used by anyone within an organization. This provides flexibility for managers who are in the budget planning stage but are adding headcount and may not be able to specifically identify personnel who need training. We are offering additional savings so you can get the training you need to meet your mission-critical objectives. You get to choose how and when you train through our flexible delivery methods. Not only can you choose from our expert instructor-led public and virtual classroom training, you may now also choose to have your training delivered via our private group training (for 8 or more students) through the thinQtank® Learning Voucher Program.

The thinQtank® Learning Voucher Program enables you to lock in your savings today and easily manage your budget and team's training throughout the next 12 months. This program is ideal for both large and small organizations.

- Advanced volume purchasing means discounted pricing
- Ease of budgeting and purchasing - Purchase vouchers up-front and use throughout the year
- Usage Flexibility - Use vouchers for multiple projects, departments, and products
- Simple Management - We will manage your voucher bank and provide quarterly reports
- Pricing applies to new registrations only for Public Classroom, Virtual Classroom, or On-Site (Private Group) training with a minimum of 8 students
- Any combination of registrants may attend the courses purchased
- Courses must be completed within one year of purchasing under the Voucher Program
- This offer is valid only for courses located in the United States
- On-Site (Private Group) sessions require a minimum of 8 students
- Does not include tailored or customized courses
- This offer is non-refundable
- Vendor Certification Exams are not included in the voucher pricing (Exams must be purchased separately)

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