

Training

OVERVIEW:

The key to training success is moving knowledge from the people who have it to the people who need it, while ensuring those who receive it also understand it. The NehaNet Training System gives you the power to do exactly that in a very cost effective manner. Designed to specifically meet the development and training needs of the electronic components and semiconductor market, our software and implementation methodology can have your sales, field engineer as well as rep firm and distributor training programs up and running in a short amount of time. In fact, the system is so flexible it can be used for the training and testing needs of any department including marketing and human resources.

BUSINESS BENEFITS:

Cost Effective

24X7 world-wide access means cutting down on travel time and expenses. That allows you to put training dollars into knowledge transfer while saving up to forty to sixty percent of traditional training expenses.

On Time Training

Deliver knowledge on-demand with up-to-the-minute information. Your team members can access training instantly - at the office, at home, or on the road, twenty-four hours a day, seven days a week. At the same time, your marketing and engineering teams can ensure the latest information and files, such as datasheets and schematics, are available as soon they are approved.

“No Rep Left Behind”

Ensure that every member of your extended sales force is trained and tested on the products you want them to sell.

Motivate Your Sales Channel

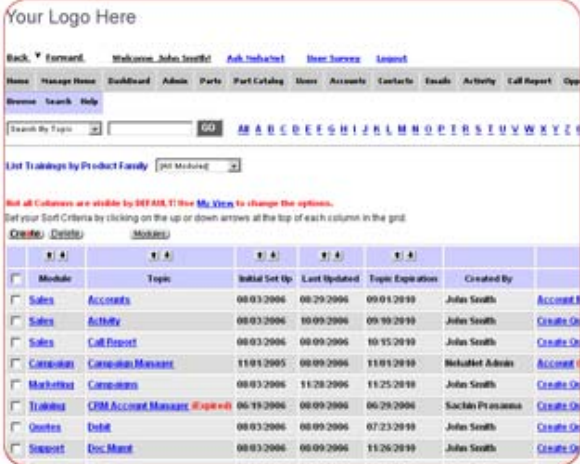
Tie the commission structure of your extended sales team to their knowledge of your products. For example, you can give Rep firms a higher commission structure if they can prove they know your product intimately by scoring high on their training certification tests. Your extended sales team will also benefit from having easy

access to the information they need 24x7 around the globe.

Easy to Manage

Marketing and Training teams can manage training modules, create test questions and set-up rules for training individuals or groups. The system is highly configurable and can support multiple levels of training, training designed for groups, training deadlines and customized certification programs.

“We reduced the time spent training field personnel by 20%”



The screenshot shows a web application interface with a navigation menu at the top and a main content area. The main content area displays a table of training modules. The table has columns for Module, Topic, Initial Set Up, Last Updated, Topic Expiration, and Created By. The table is sorted by Topic.

Module	Topic	Initial Set Up	Last Updated	Topic Expiration	Created By
<input type="checkbox"/>	Sales Accounts	08/03/2006	08/29/2006	09/01/2010	Julian Smith
<input type="checkbox"/>	Sales Activity	08/03/2006	10/09/2006	09/30/2010	Julian Smith
<input type="checkbox"/>	Sales Call Report	08/03/2006	08/09/2006	10/31/2010	Julian Smith
<input type="checkbox"/>	Consultation Consultation Manual	11/01/2005	08/09/2006	11/01/2010	Richard Admin
<input type="checkbox"/>	Marketing Consultation	08/03/2006	11/28/2006	11/25/2010	Julian Smith
<input type="checkbox"/>	Training CRM Account Manager (Open+)	06/19/2006	08/09/2006	06/29/2006	Sachin Pranshu
<input type="checkbox"/>	Quotes Detail	08/03/2006	08/09/2006	07/23/2010	Julian Smith
<input type="checkbox"/>	Support Doc Maint	08/03/2006	08/09/2006	11/26/2010	Julian Smith

“This tool lets us train, certify and create incentives for field sales.”

Management Visibility and Reports

Sales management and training departments have full visibility into the training and performance status of individuals, groups and regions. That way you know when new materials and tests have been issued, how much time people have spent reviewing course content and who passed which tests.



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Editing Topic Part Creation

Topic Name	Part Creation		
Topic Description	This flash presentation show you how to create a part in NehaNet System.		
Product Category	Parts		
Key Contact	Key Contact <input type="checkbox"/>		
Product Interest	Sales <input type="checkbox"/>	Support <input type="checkbox"/>	Marketing <input type="checkbox"/>
	Training <input type="checkbox"/>		
User Level	Executive <input type="checkbox"/>	User <input type="checkbox"/>	Technical <input type="checkbox"/>
	Other <input type="checkbox"/>		
Expiration Date	09/26/2010		
Status	Draft		
Region	North India		
Role	<input type="checkbox"/> Admin <input type="checkbox"/> Build & Ticket/Regression QA (Engineering) <input type="checkbox"/> CEO <input type="checkbox"/> Client Services (CAE) <input type="checkbox"/> Customer Support (FAG) <input type="checkbox"/> Customer <input type="checkbox"/> DEL, Ext. Engr <input type="checkbox"/> Design Engineer		

FEATURES:

- ❖ AICC, SCORM & IMS compliant
- ❖ Certification Scoring
- ❖ Catalog your training materials
- ❖ Personalized portal pages
- ❖ NehaNet System integration
- ❖ Email Alerts
- ❖ Trainee Feedback
- ❖ Workflow Engine
- ❖ Attachments
- ❖ Access Control
- ❖ Two-click Smart Jump
- ❖ Microsoft Excel integration
- ❖ Microsoft Outlook integration
- ❖ HTML Editor
- ❖ Audit Trail

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Content

Content Name	<input type="text"/>
Content Description	<input type="text"/>
Language	-SELECT-
Content Type	-SELECT-
Content Duration	<input type="text"/>
Size (in Bytes)	<input type="text"/>
Content File	<input type="text"/> Browse

Cancel Import

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NehaNet Corporation is the premier provider of sales, support and marketing automation solutions and services to the electronic components and related industries. Let NehaNet bring its in-depth domain knowledge and years of experience with industry best practices to your business today.