



## Value Proposition for ISD Partners

J. (Jay) Bahlis, Ph.D., P. Eng., 1 514 745-4010 x 1021, [bahlis@bnhexpertsoft.com](mailto:bahlis@bnhexpertsoft.com)

BNH Training Management System ADVISOR Enterprise produces well designed training plans, and highly effective training strategies that are efficient, and always up to date. Moreover, ADVISOR generates an audit trail to support analysis/ recommendations, and complies with multiple standards including CFITES, JSP 822, MIL-HDBK-29612-2A, AETC Handbook 36-2203, TRADOC Pamphlet 350-70-6, Australian Defence Model, AIA, S6000T, and EASA. ADVISOR has a proven track record and has been successfully implemented in the US, UK, Canada, Australia, Netherlands, Singapore, and Brazil <https://www.bnhexpertsoft.com/our-clients/>. In business since 1987.

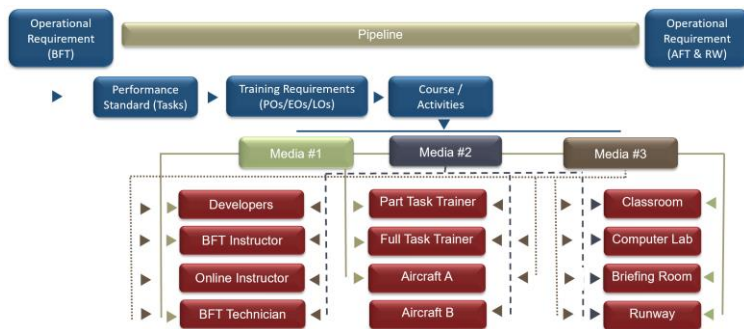
### How Can We Help:

- Provide a differentiator. Digital turn-key solution that simplifies the maintenance of training programs over life.
- Increase business opportunities. Build loyalty program with incentives for clients to keep training programs up to date.
- Increase profit margins. Reduce time needed to conduct and update the analysis.
- Get foot in the door. Offer ADVISOR Enterprise to potential clients, and supplement with training and ISD services.
- Address specific clients needs. ADVISOR Enterprise can be configured and customized in line with client requirements.

### BNH Training Management System ADVISOR Enterprise

#### Simplify & Speed Training Needs Analysis (TNA), Training Media Analysis (TMA) & Control Documents Generation

– i.e., Mission, System Competency & Job Task Analysis, Media/Option Analysis, and the generation of Training Plans.

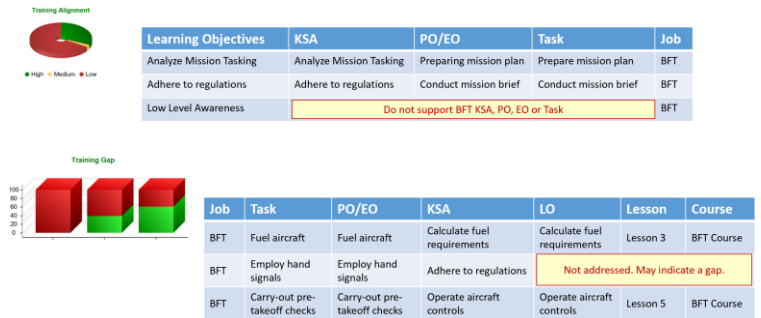


TNA/TMA identifies the most cost-effective training solution needed by each job to perform tasks to the desired standard. Moreover, TNA/TMA provides the foundation for strategic training decisions. For example, who should be trained on what, how, and why; how many developers, instructors, support staff, equipment, simulators, classrooms, briefing rooms, funds etc., are needed for each time-period in each location; and so forth.

ADVISOR Enterprise reduces time needed to conduct TNA/TMA & generate Control Document by up to 50% as follows:

- Streamlines data collection from Subject Matter Experts through custom-built Excel spreadsheets.
- Automates Difficulty, Importance and Frequency (DIF) analysis to identify and prioritize tasks that require training.
- Provides systematic process for identifying training gaps.
- Quickly identifies and rates viable delivery options by mapping instructional design requirements for each objective to the capability of each media.
- Stores common measures such as hourly rates of developers, instructors. and support staff; equipment, simulators, and facilities cost in templates to quickly forecast and compare costs, personnel, and resource requirements of viable delivery options over training program life cycle.
- Generates compliant reports with a single click.

**Keep Training Up to Date.** Although the TNA should perfectly align training with operational requirements, environments are not static. As missions, equipment, systems, policies & regulations change, the alignment of training courses/activities with operational requirements gradually deteriorates.

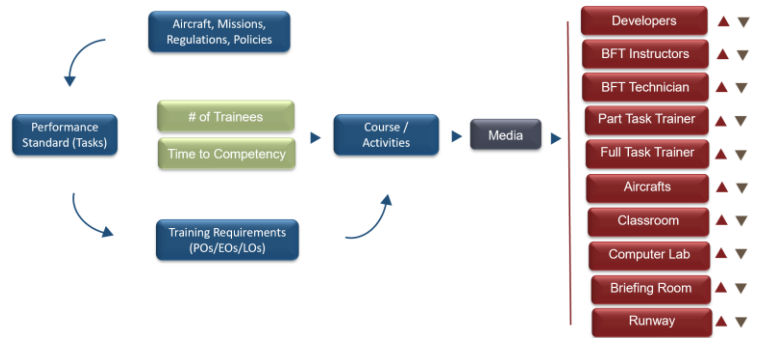


ADVISOR Enterprise quickly uncovers the potential impact of changes to missions, equipment, systems, policies, and regulations on training courses, lessons, activities, and teaching points. By quickly realigning training with requirements, training effectiveness and efficiency can be preserved; and high performance maintained.

ADVISOR Enterprise maintains training alignment as follows:

- Maps training activities to operational requirements to uncover training that is no longer relevant.
- Identifies training requirements that are not being addressed and their potential impact on missions/ goals.
- Quickly assesses how changes to missions, goals, jobs, equipment, policies, and tasks impact courses, activities, lessons, and teaching points.
- Maintains compliance with various regulations by generating an audit trail that tracks where all requirements have been addressed.
- Generates daily health snapshots of the training organization by continually realigning training courses/activities with operational requirements. Thus, identifying gaps, unnecessary training, cost drivers, bottlenecks, and opportunities for leveraging technology.

**Continually Drive Training Efficiency.** As requirements evolve, so do the knowledge, skills and attitudes required to support changes in missions, jobs, equipment, policies, and tasks. In other words, existing training courses and activities may no longer address all gaps. Identifying changes to existing training programs/activities will improve training effectiveness; and in-turn job performance.



ADVISOR achieves these objectives by continually realigning training courses/activities with operational requirements to identify gaps, duplications, and training with minimal value; uncovering cost drivers; forecasting and comparing the costs of viable delivery options; improving resource allocation; and identifying/mitigating bottlenecks.

ADVISOR Enterprise drives training efficiency as follows:

- Identifies courses, activities, budget, personnel, and resource requirements for any time-period.
- Uncovers and mitigates bottlenecks by comparing personnel/resource requirements to available personnel/resources.
- Quickly forecasts and compares the costs of viable delivery options to identify the optimal solution. Conducts what-if scenarios in minutes to assess the impact of blended delivery, build-versus-buy, use of internal versus external personnel, etc.
- Quickly assesses how changes to missions, goals, jobs, equipment, policies, and tasks impact courses, activities, lessons, and teaching points.
- Generates daily health snapshots of the training organization by continually realigning courses and activities with operational requirements. Thus, identifying gaps, unnecessary training, cost drivers, bottlenecks, and opportunities for leveraging technology.