



Value Proposition for Proposal Managers

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

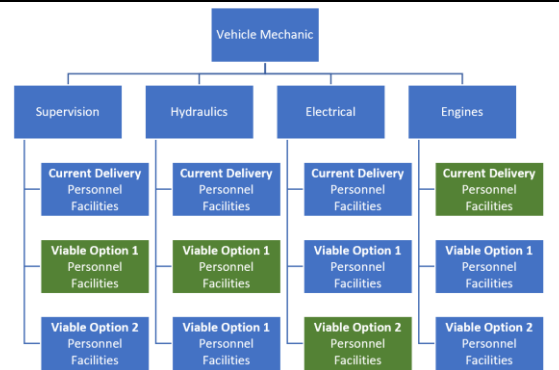
BNH Training Management System ADVISOR Enterprise produces well designed training plans, and highly effective training strategies that are efficient, and always up to date. Moreover, ADVISOR generates an audit trail to support analysis/ recommendations, and complies with multiple standards including 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:

- Identify the most efficient training solution & demo its value.
- Improve training efficiency & ensure all requirements have been addressed.
- Optimize plans and schedules.
- Forecast training solution costs as well as personnel and resource requirements.

BNH Training Management System ADVISOR Enterprise

Establish Benchmarks to identify the most efficient training solution and demo its' value. ADVISOR transforms clients' information into Key Performance Indicators (KPI). Achieved through a digital model that captures courses/ activities length, throughput, number & type of personnel/resources needed for each lesson/exercise, Rough Order Magnitude (ROM) costs, and so forth. With vital data in hand, the effectiveness and efficiency of current training programs can be revealed. This includes gaps, duplication, & unnecessary training; cost per course/job; time to competency; total number of personnel/ resources needed; etc. More importantly, venues to improve training efficiency are uncovered, & the value of proposed solutions demonstrated.



Improve Training Efficiency.

- ADVISOR leverages digital model to quickly:
- Identify viable delivery options for each lesson/activity within each course based on instructional requirements, content, audience & constraints.
 - Forecast & compare the costs, personnel/resource requirements of viable delivery media to current, to identify the most cost-effective options.
 - Uncover & minimize training duplication – i.e., similar knowledge, and skills covered within multiple courses.
 - Conduct what-if scenarios to assess the impact of using a training device, increasing annual throughput, reducing time to competency, and so forth.
 - Assess the potential impact of recommended solutions on KPIs, namely training effectiveness, training costs, & training time.



Try Before you Buy

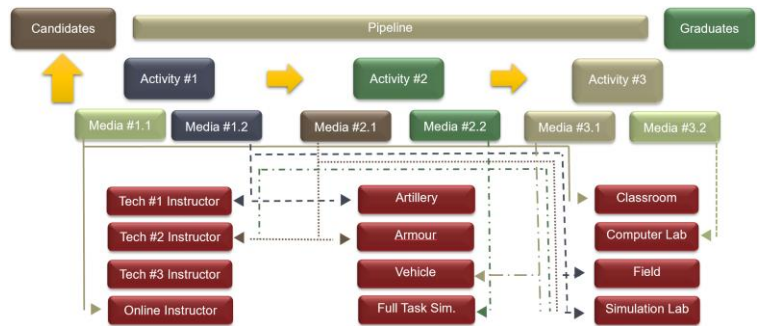
Ensure all Requirements have been addressed.

ADVISOR generates digital threads that link missions, systems, jobs, tasks, knowledge, skills and attitudes to objectives, courses, lessons, activities, and teaching points. Generate top-down audit report to reveal where and how each requirement has been addressed.



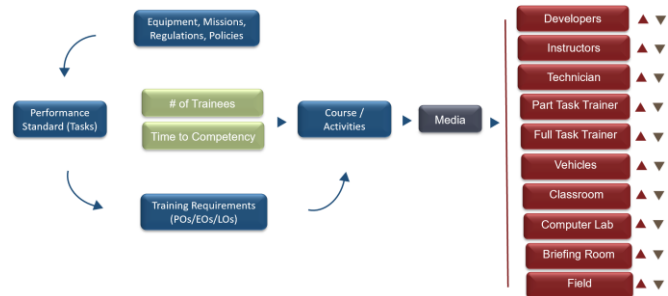
Optimize Plans & Schedules.

ADVISOR generates viable project plans and schedules based on constraints; availability of personnel/resources, etc. Plans & schedules can be rapidly updated as equipment availability, number of trainees, and so forth change. Moreover, ADVISOR identifies potential bottlenecks that may result from personnel/resource shortages and venues for minimizing delays with alternate delivery options.



Forecast Training Solution Costs & Personnel/Resource Requirements.

This includes the number and type of developers, instructors, administrators, managers and support staff, equipment, simulators, extended reality, facilities, etc., needed for each location and any time-period. ADVISOR forecasts costs, personnel and resources based on throughput, courses/activities length, number of trainees per lesson, personnel/resources needed for each activity, and so forth.

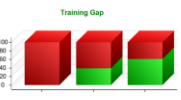


Maintain Training Effectiveness over Program Life.

As missions, jobs, equipment, policies & regulations change, the alignment of training with operational requirements gradually deteriorates. ADVISOR quickly uncovers the potential impact of changes to missions, jobs, equipment, systems, policies, and regulations on training courses/activities. By quickly realigning training with requirements, training effectiveness & efficiency can be preserved; & high performance maintained.



Learning Objectives	KSA	PO/EO	Task	Job
Analyze Mission Tasking	Analyze Mission Tasking	Preparing mission plan	Prepare mission plan	BFT
Adhere to regulations	Adhere to regulations	Conduct mission brief	Conduct mission brief	BFT
Low Level Awareness	Do not support BFT KSA, PO, EO or Task			BFT



Job	Task	PO/EO	KSA	LO	Lesson	Course
BFT	Fuel aircraft	Fuel aircraft	Calculate fuel requirements	Calculate fuel requirements	Lesson 3	BFT Course
BFT	Employ hand signals	Employ hand signals	Adhere to regulations	Not addressed. May indicate a gap.		
BFT	Carry-out pre-takeoff checks	Carry-out pre-takeoff checks	Operate aircraft controls	Operate aircraft controls	Lesson 5	BFT Course

ADVISOR uncovers gaps and training that is no longer relevant