

FLINT Learning Services

Supporting and Accelerating Your Growth

Take Full Advantage of New Technologies

The ICT industry is constantly changing with new technologies emerging and improved solutions being introduced frequently. With more than **20 years of experience** in the industry, Flint has been closely following this evolution, **supporting its clients through this shifting landscape**.

Training and enablement are an integral part of Flint's services, helping you and your staff to **take full advantage of emerging technologies**. Our company's close partnership with several vendors allows Flint to gain critical insights right from new products' inception.

Driving Awareness and Adoption

Flint supports its clients throughout the **adoption of new technologies**. We educate your staff on implementation and functionalities (including lab set up and demos) and deliver pre-sales and sales training to **boost your sales**.

Our training and enablement services include remote and on-site deliveries of: test drives, product training, proof of concept (POC) customer workshops, proof of value (POV) engagements, joint development, and independent advisor services.

Empowering Through Experience

Knowledge is transferred best by instructors who are **actively engaged** with the technologies they teach. All our training is delivered by experienced architects, senior engineers, or other technical experts with

recent **hands-on experience**. Flint is the training solutions partner of choice for some of the largest global vendors, proving the **exceptional quality of trainings** developed and delivered by Flint.

Content Development Services

Our experience shows that most of our satisfied customers are looking for an ongoing relationship rather than a single training delivery. Therefore, Flint provides **consulting services** to support the introduction of new products and shares advice on the best way to introduce an e-first training approach. Content developers, instructional designers, technical experts, and project managers are all available to provide support and guidance.

Services include: high level design, detailed design, conceptual content development, hands-on or virtual lab exercise development, template and style guide creation followed by multi-media production (simulations, animations, audio narration and editing, videos, interactive videos, and interactive assessments).

Hands-on Training

Flint also offers **Mentored Install Services** designed to handhold a partner through early customer engagements and drive early adopter revenue and margin. This has been proven to **accelerate sales campaigns and remove barriers to entry** for the new technology. As these engagements are completed the partner becomes more self-sufficient and able to lead future engagements and recognised increased margin levels.



Want to know more? Visit www.flint-international.com/our-services