

# Be Local Work Global



## **Train, Meet or Sell Anytime, Anywhere**

Sandy Corporation's Online Advantage helps you:

- Communicate important information
- Conduct sales presentations
- Train staff on new systems or processes

24/7 from anywhere you choose. We're ready when you are.

# Not Just Another PowerPoint Presentation

LET YOUR ONLINE TRAINING COME ALIVE by interactively sharing documents, websites, whiteboards and applications. Unlike passive presentations (such as PowerPoint), Sandy's online training services allow attendees to actively participate through chat, polling, sharing and web cameras.

## Key Benefits of Online Training Services

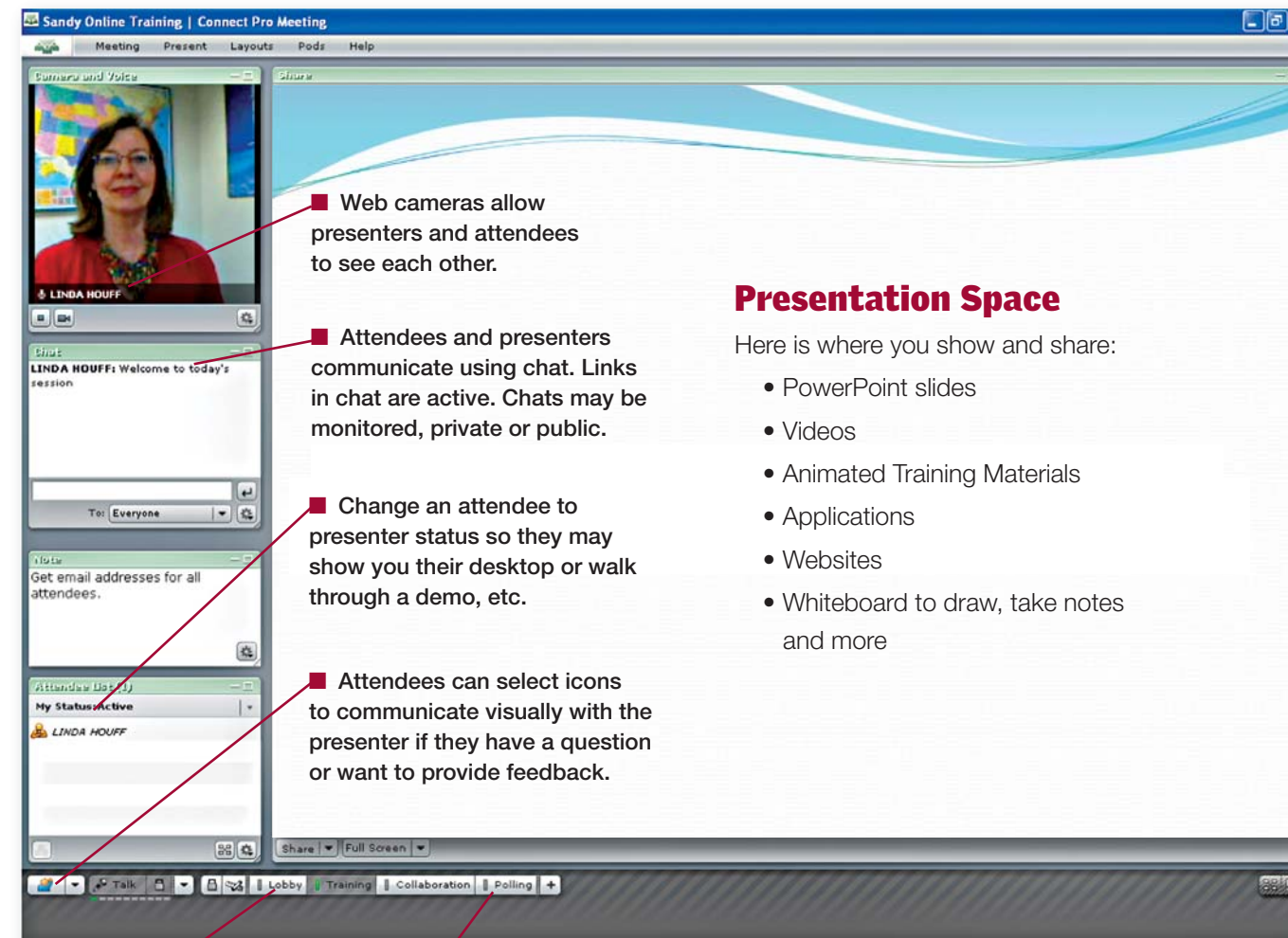
- Convenient
- Cost-effective
- Saves time and expense
- Attendees can participate from their desk
- Webcam allows presenters and attendees to see each other
- Shows video
- Records sessions for 24/7 viewing
- Urgent meetings/presentations can be initiated in minutes
- Flash-based tools make it more universally available

## The Full-Service Sandy Approach

Whether live or recorded, Sandy Corporation — a Tier-I training company — can custom-design an online training or communication program to meet your needs. We can:

- Develop your training content
- Train and rehearse subject matter experts (SMEs) to deliver your message, or provide trained facilitators to present the information
- Recommend the best approaches for maximizing content delivery
- Support global training
- Manage multiple presenters from multiple locations

## Sample Online Tool Layout



■ Web cameras allow presenters and attendees to see each other.

■ Attendees and presenters communicate using chat. Links in chat are active. Chats may be monitored, private or public.

■ Change an attendee to presenter status so they may show you their desktop or walk through a demo, etc.

■ Attendees can select icons to communicate visually with the presenter if they have a question or want to provide feedback.

■ Play slides to inform attendees of application features or agenda.

■ Ask questions to check for knowledge and opinion.

## Presentation Space

Here is where you show and share:

- PowerPoint slides
- Videos
- Animated Training Materials
- Applications
- Websites
- Whiteboard to draw, take notes and more

## Available Applications

WebEx, Live Meeting and Adobe ConnectPro are used for online training, meetings and communications. Sandy also uses Adobe Presenter and Captivate software for creating animated training modules and simulations.

## Online Delivery Options

### Live Training (synchronous)

Use an engaging, interactive approach, with live training:

- Attendees can ask questions and share documents (or other online materials).
- Instructors can immediately respond to participants' questions or feedback.
- Instructors can engage attendees through chat, questions, webcams and use of feedback icons.

### Recorded Training (asynchronous)

Recorded sessions offer participants the convenience of **24/7 training** without live interaction. With **Adobe ConnectPro** applications, attendees participate in all the training activities of the live format, except chat and conversations. Adobe ConnectPro relies on Flash software (installed on most Internet-connected desktops) for ease of access and viewing. ConnectPro converts webcam images, video and other animated media to Flash, making the meeting more dynamic. Plus, with ConnectPro, **downloads or wait times are minimized.**

## Which option is best for you?

A Sandy online learning specialist can consult with you and recommend the best delivery format, based on your needs. But Sandy doesn't stop there; we support you through the entire process.

# Getting Started

*“I was trying to do all our training myself, but reached a point where attendance was low and I was not making the desired impact. I asked Sandy Corporation for help. Now, attendance has increased and attendees feel the sessions are well worth their time. Our executive leadership feels much better now that the training is being attended and we are seeing an increase in sales.”*

NATIONAL SALES AND MARKETING MANAGER,  
MAJOR MARINE MANUFACTURER

*“We conducted a Live Meeting to introduce our customers to our new web application. We recorded the session and then posted it on the website for anyone to reference. Everyone thought this was a very quick, efficient and cost-effective way to introduce the new application. We were very happy.”*

DIRECT MARKETING MANAGER,  
MAJOR PUBLICATION FIRM

**MICHIGAN OFFICE**  
300 E. BIG BEAVER RD., SUITE 500  
TROY, MI 48083  
PHONE: 800.733.4739  
E-MAIL: INFO@SANDYCORP.COM

**CALIFORNIA OFFICE**  
1149 W. 190TH ST., SUITE 2100  
GARDENA, CA 90248  
PHONE: 800.733.3340  
E-MAIL: INFOWCO@SANDYCORP.COM

## Frequently Asked Questions

**Do attendees have to go to a special location to participate in the training?**

No. They can participate from their desks, using either a speaker phone or a headset to listen.

**How long will it take to develop my training program?**

While each situation is unique, online training can usually begin in as quickly as a few days, or it may take up to six weeks.

**How many people can participate at one time?**

It depends on various factors, such as the selected application, content size, bandwidth, and the desired level of interactivity.

**Compared with conventional classroom settings, how cost-effective is online training?**

Cost savings are realized through the elimination of travel-related expenses as well as facility and food fees. Additionally, with tightly focused content, training and development time cycles may be reduced. Online training also allows attendees to remain in their workplace, which enhances productivity.

## Find Out More

Want to see how Sandy Corporation's Online Training and Communication Services can meet your training needs? Contact Ernie Graham at **248.729.4628**, or via e-mail at: [egraham@gpworldwide.com](mailto:egraham@gpworldwide.com).

A TRAINING LEADER for decades, Sandy Corporation partners with its parent company — General Physics — to provide world-class training for some of the world's largest corporations.