

# Learning Services

Accelerating New Product Introduction



## Training & Enablement

Drive **new product introduction, enablement & scaling** with our content creation and technical training services.

## Content Creation

Our highly skilled and experienced team creates and delivers content to vendors, partners and end customers. The Flint team blends years of experience and best practice, a significant investment in tools with a young, dynamic and innovative team.

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:



## Lifecycle Services

As our customers are looking for an ongoing relationship rather than a single training delivery, Flint provides consulting services to support the introduction of new product and certification training or 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.

## Training

The Flint team can provide **Awareness & Adoption services** to drive training enablement: Delivery of **Training** to Sales, Pre-Sales & Post-Sales Teams; **Lab set up & Demos**; **Partner Enablement**. **Customer Facing services** include the provision of: **Test Drives, Product Training (ILT, ELT), Proof of Concept customer workshops, Proof of Value engagements, Joint Development and Independent Advisor Services.**

**Mentored Installation Services** designed to hand hold 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?

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