

Public EVC Training & Certification

April 2011 Sessions*

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Notes:

- Attendance for public sessions can be on-site at Glomark-Governan offices in Dublin, Ohio, or remotely via Internet.
- Class sizes are limited; we encourage you to contact us at m.cely@governan.com to register as soon as possible.
- A discount is provided when two or more people register at the same time.
- See additional and important notes at the end of this document.

EVC Foundation

*EVC in Decision Making - Core EVC Principles - Introduction to EVC Process, TCO, TBO, and TRO Models**

Cost: \$340 per participant (2 sessions)

Session 101: April 5, 2011 - 10 am to 12 pm EDT

Session 102: April 5, 2011 - 1 pm to 3 pm EDT

EVC Practitionerⁱ

Strategic Alignment- Benefits Identification – Operational Assessment- Benefits Quantification – Scenario Risk Analysis – TCO – Cash and P&L Impact – Financial Indicators

Cost: \$720 per participant (including 3 sessions)

Session 201: April 6, 2011 - 10 am to 12 pm EDT

Session 202: April 6, 2011 - 1 pm to 3 pm EDT

Session 203: April 7, 2011 - 10 am to 12 pm EDT

Session 204: April 7, 2011 - 10 am to 12 pm EDT

Optional Genius Plus Training:

Cost: \$230 per participant (1 session)ⁱⁱ

Session 205: April 8, 2011 - 10 am to 12 pm EDT

Optional EVC Practitioner Certification:

Cost: \$300 per participant (1 session)

Certification Session 205: Scheduled on a one-on-one basis.

EVC Advancedⁱⁱⁱ

Value Creation Causes & Effects –Quantifying Intangible Benefits – Advance Benefits Quantification – Risk Dependencies Analysis – Forecasting Uncertainty – Impact on Balance Sheet – Strategic and Transformation Realization

Cost: \$1,020 per participant (including 4 sessions)

Session 301: April 12, 2011 – 10 am to 12 pm EDT

Session 302: April 12, 2011 - 1 pm to 3 pm EDT

Session 303: April 13, 2011 - 10 am to 12 pm EDT

Session 304: April 13 - 1 pm to 3 pm EDT

Optional Genius Pro Training

Cost: \$610 per participant (including 3 sessions) ⁱⁱ

Session 305 (TBO): April 14, 2011 - 10 am to 12 pm EDT

Session 306 (TCO & Reports Configuration): April 14, 2011 - 1 pm to 3 pm EDT

Session 307 (Word and PPT Templates): April 15, 2011 - 10 am to 12 pm EDT

Optional EVC Advanced Certification:

Cost: \$300 per participant (1 session)^{iv}

Certification Session 308: Scheduled on a one-on-one basis.

ValuingIT™

Assessing and Quantifying Improvements in IT Infrastructure, IT Security, IT Services and IT Operations

Cost: \$510 per participant (including 2 sessions)

Session 811: April 19, 2011 - 10 am to 12 pm EDT

Session 812: April 19, 2011 - 1 pm to 3 pm EDT

www.glomark-governan.com

* TBO™ = Total Benefit of Opportunity. TCO = Total Cost of Opportunity. TRO™ = Total Risk of Opportunity

Contact us for a description of the different Genius software tools for forecasting, comparing and measuring EVC that complement and facilitate the skills learned in the EVC Training sessions.

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Process-Based Value Selling™

Using the EVC Business Case in the sales process to communicate the value of B2B solutions and services to external customers

Cost: \$510 per participant (including 2 sessions)

Session 821: April 20, 2011 - 10 am to 12 pm EDT

Session 822: April 20, 2011 – 1 pm to 3 pm EDT

Services ROI™

Assessing and communicating the economic value of support, maintenance, and value-added services

Cost: \$510 per participant (2 sessions)

Session 881: April 21, 2011 - 10 am to 12 pm EDT

Session 882: April 21, 2011 - 1 pm to 3 pm EDT

Notes:

ⁱ EVC Foundation is a prerequisite

ⁱⁱ All Optional Sessions are accessible only to people that have purchased a Genius license

ⁱⁱⁱ EVC Foundation and EVC Practitioner are prerequisites

^{iv} EVC Practitioner Certification is a prerequisite

- *All Public sessions are conducted virtually as well as on-site at Glomark-Governan offices in Dublin, Ohio.*
- *A discount is provided when two or more people register at the same time.*
- *In addition to the Public sessions listed above there are other sessions available for Private classes.*
- *For virtual sessions, participants from outside the USA require an additional \$50 charge per session for an international call bridge number; or use Skype at no additional charge.*

For additional information visit: www.glomark-governan.com

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