RedVector.com e-Learning Services

Learn Anywhere, Anytime…

RedVector
Where Smart People Learn™

Where will your next project take you?
Are you ready for it?

Structures
NEC
OSHA Roads
Hurricane
Toll Systems
Design Build
Bridges LAW
ETHICS
License renewal

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Enterprise

e-Learning

Services

About RedVector.com, Inc.

- Headquarters: Tampa, Florida
- Founded: 1999
- 50 employees
- #1 E-learning Resource for the A/E/C Industry
- Online Courses for
  - **Continuing Education Compliance**
  - **Licensing Exam Prep**
  - **Certification**
  - **Training & Development Programs**
  - **Curriculum Support**
- Active contact with over 140 State Boards and Organizations
- Profitable

Enterprise e-Learning Services Summary

- **Education Services**
  - E-learning Content that meets licensing and professional development requirements
  - Simple Delivery Platform
 - Content Specific to the A/E/C Industry
- **Content Development Services**
  - E-learning Course & Assessment Development
  - Continuing Education Approval Services
  - Custom Seminar/Webinar Development and Logistics Services
- **Management Services**
  - Extensive Education Management Reporting
  - Learning Management Portals
  - Professional License Management
  - Database Management
  - Education/Certification Program Management

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Education Services
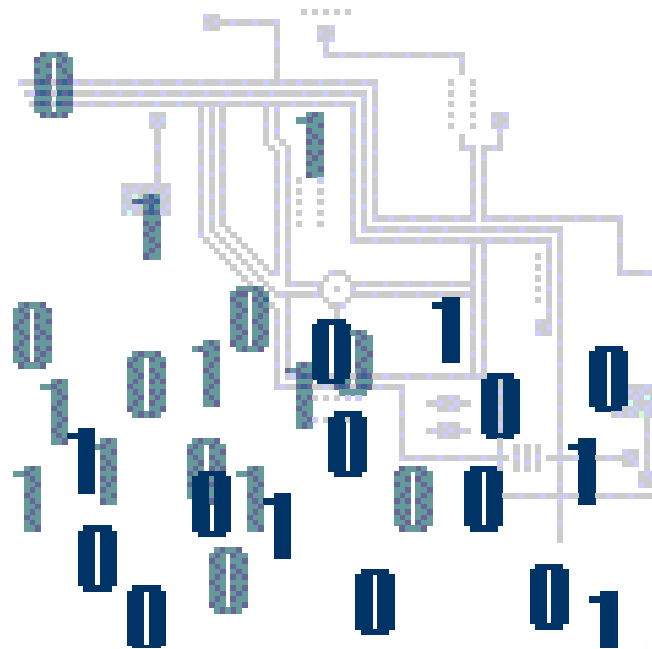
RedVector CEU/PDH Library

- ➤ 850+ Technical and Soft Skills Courses for All Experience Levels
- ➤ Self-Paced Interactive and Text Based Delivery
- ➤ Meets e-learning Industry Protocols: SCORM, AICC, HTML, etc.
- ➤ Content Developed for:

➤ **Engineers**	➤ **Contractors/Trades**
➤ **Architects**	➤ **Building Inspectors**
➤ **Landscape Architects**	➤ **Interior Designers**
➤ **Land Surveyors**	➤ **Constructors**

- ➤ Courses Designed to Meet US State Licensing Board and Professional Organization Requirements
- ➤ Instructional Designers & e-learning Developers on Staff
- ➤ Authored by 100+ Subject Matter Experts
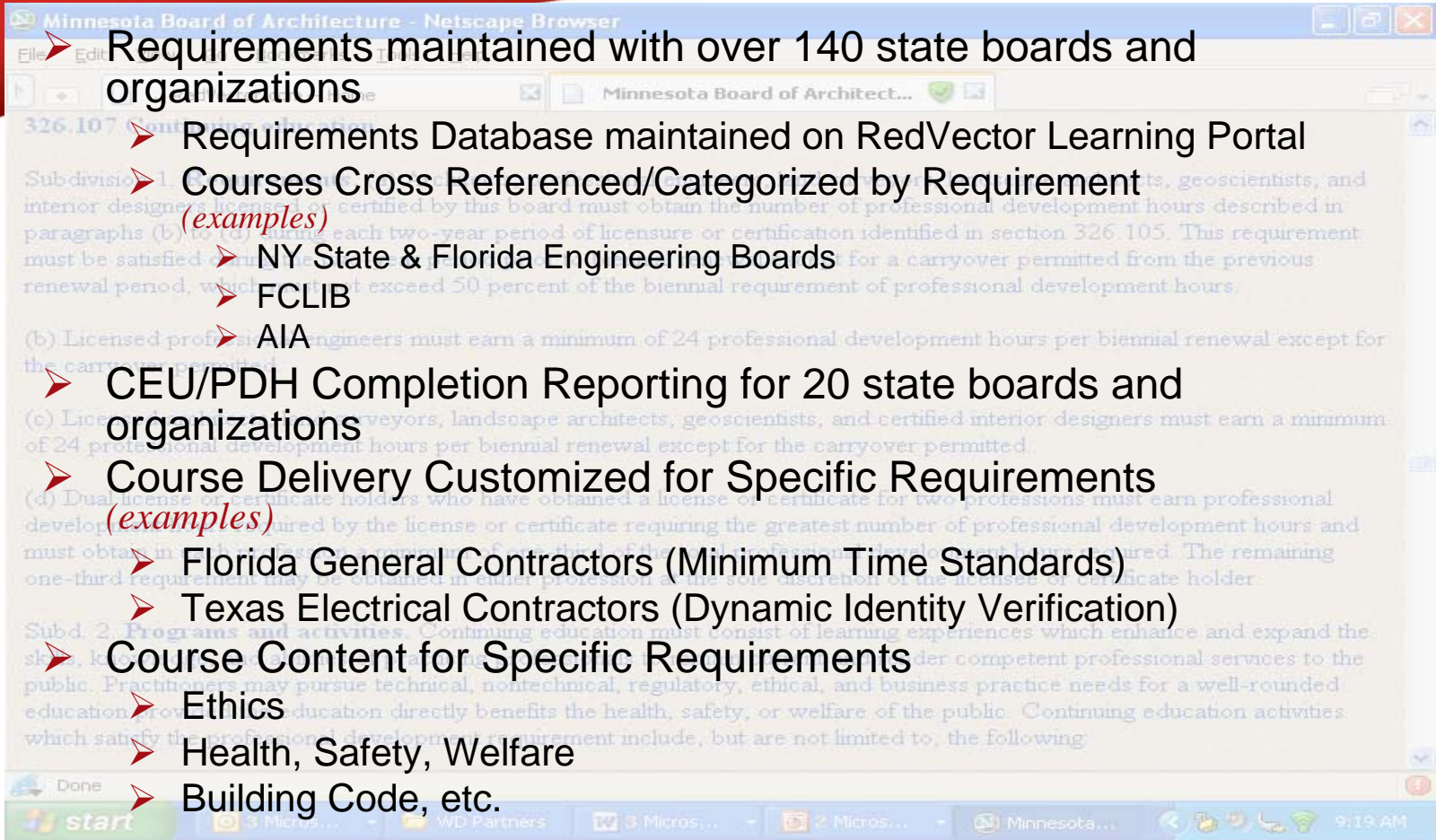
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RedVector Library Maintenance and Evolution

- 14% 2005 Revenues invested in R&D
- 33-46 hours of content created monthly
- Content Reviewed/Updated Annually
- Subject Matter Expert Network 100+
- Publishing Resources
- Rapid Content Creation Services
- Instructional Designers on Staff to Guide SMEs
- Entire Library Migrating to Interactive/SCORM Compliant Format

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State and Organizational Compliance

- ➤ Requirements maintained with over 140 state boards and organizations
  - ➤ Requirements Database maintained on RedVector Learning Portal
  - ➤ Courses Cross Referenced/Categorized by Requirement *(examples)*
    - ➤ NY State & Florida Engineering Boards
    - ➤ FCLIB
    - ➤ AIA
- ➤ CEU/PDH Completion Reporting for 20 state boards and organizations
- ➤ Course Delivery Customized for Specific Requirements *(examples)*
  - ➤ Florida General Contractors (Minimum Time Standards)
  - ➤ Texas Electrical Contractors (Dynamic Identity Verification)
- ➤ Course Content for Specific Requirements
  - ➤ Ethics
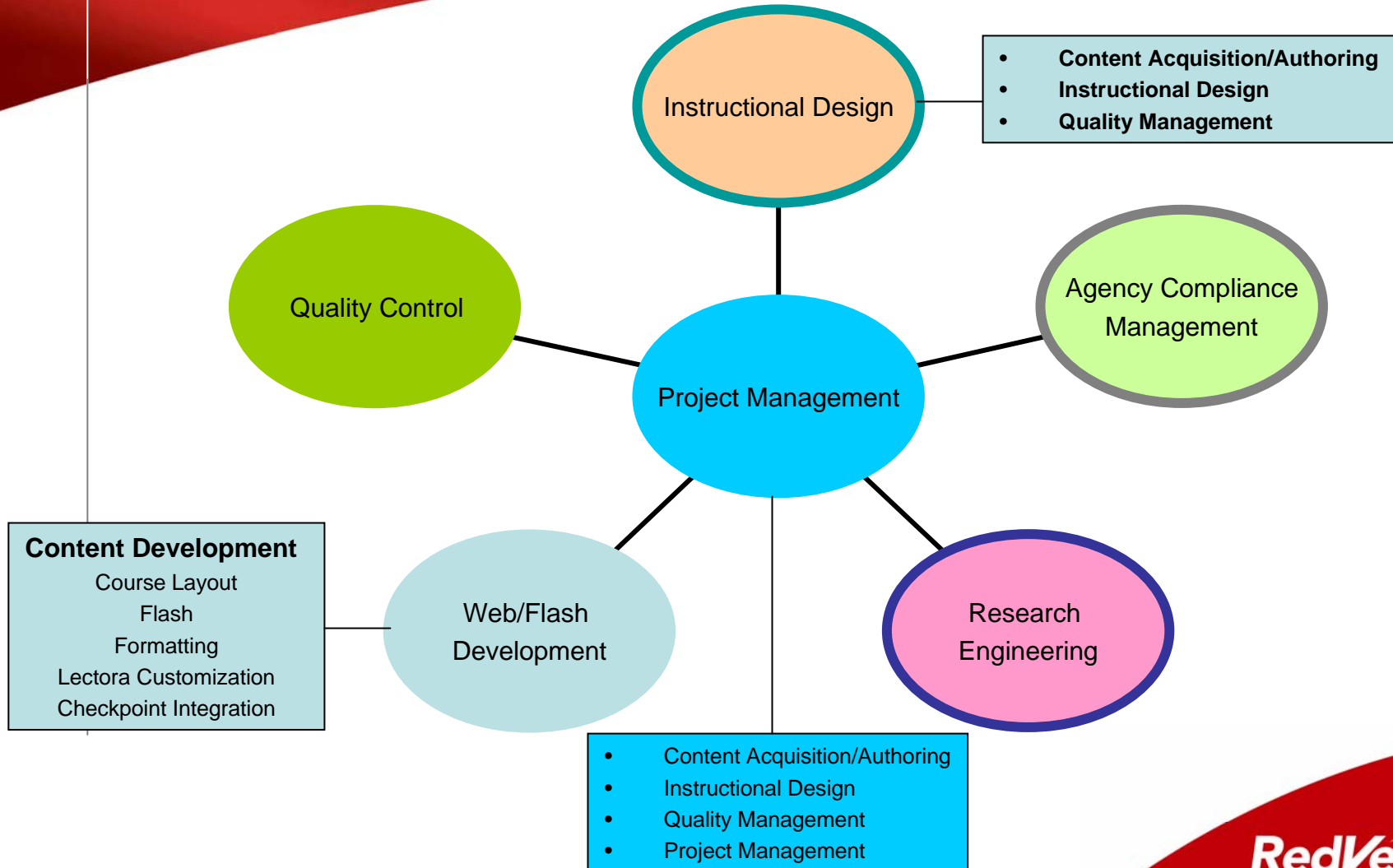 - ➤ Health, Safety, Welfare
  - ➤ Building Code, etc.

Client Support

- Dedicated Client Support Staff
- Technical Support
- Course & Site Navigation Help
- Course Recommendations
- Single Point of Contact Options
- Print, Ship & Grade Home Study Exams
- Live Support 7 am- 7pm EST, M-F
- 24 x7 Online Support
- Online Feedback
- Requirements/Reporting Resolution

Content Development

Content Development Framework

Instructional Design

- **Content Acquisition/Authoring**
- **Instructional Design**
- **Quality Management**

Quality Control

Agency Compliance Management

Project Management

Content Development
- Course Layout
- Flash
- Formatting
- Lectora Customization
- Checkpoint Integration

Web/Flash Development

Research Engineering

- Content Acquisition/Authoring
- Instructional Design
- Quality Management
- Project Management

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Content Development Life-Cycle

PARTNER ACTIVITIES

Partner provides course content

Can be provided in a variety of formats
- brochures
- slide shows
- workshop
- seminar transcript
- white papers
- books
- tapes (audio/video)
- electronic media (web seminars etc)

Partner Review and Approval Process

Accepted Proposal

Course Posted on RedVector or Private Portal

Interaction during course migration

REDVECTOR ACTIVITIES

RedVector determines course length and amount of conversion effort and $$

Conversion Proposal

Create industry standard e-learning modules w/questions

New online course

RedVector provides all hardware, software, and infrastructure to host and deliver these programs to learners worldwide

- Submission of completion credentials to accrediting orgs
- Course Scoring and Grading
- RedVector publish course on catalog
- Applications for accreditation (state boards etc)
- Learning Objectives Validated
- Quality Control

FDOT CBT Example

Management Services

Certification Program Management

- Course Exam Fulfillment Services
  - Automatic Exam Scoring (Bubble Sheet & Electronic)
  - Document Storage/Archiving
  - Scanning, Paper Management
- Database Management & Integration Solutions
- Requirements Verification
- Customized Learning Management Portal
  - Robust Reporting Tools
- Identity Verification
- Blended Learning Solutions
  - Instructional Design Services
  - Logistics Management
  - Asynchronous & Synchronous
- Dedicated Client Support
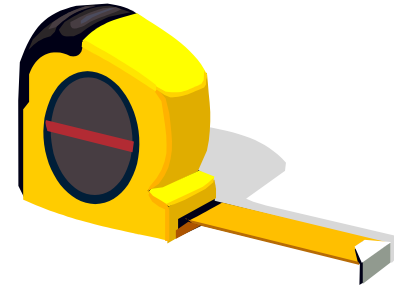
Professional License Management

- Document Acquisition
- Document Preparation
- Education Certificates
- Automatic Submission of Credits (where accepted)
- Electronic Records Retention
- Disaster Recovery
- Records Management
- Board Verification
- Unlimited Access to RedVector CEU/PDH Library
- Dedicated License Manager
- License Renewal Reminders
- Client Support Center with Toll-Free Access
- Online Journal Access & Records Retention
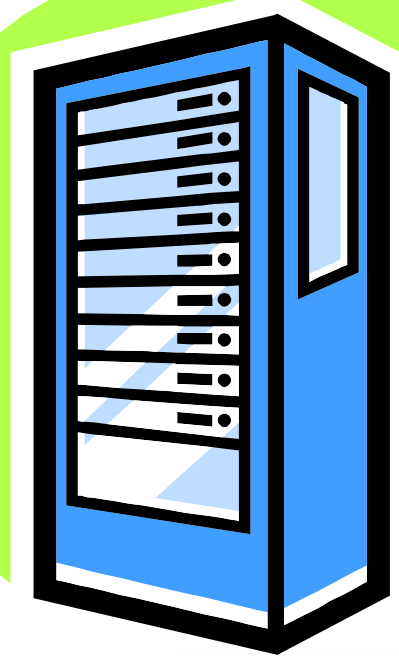
Technology
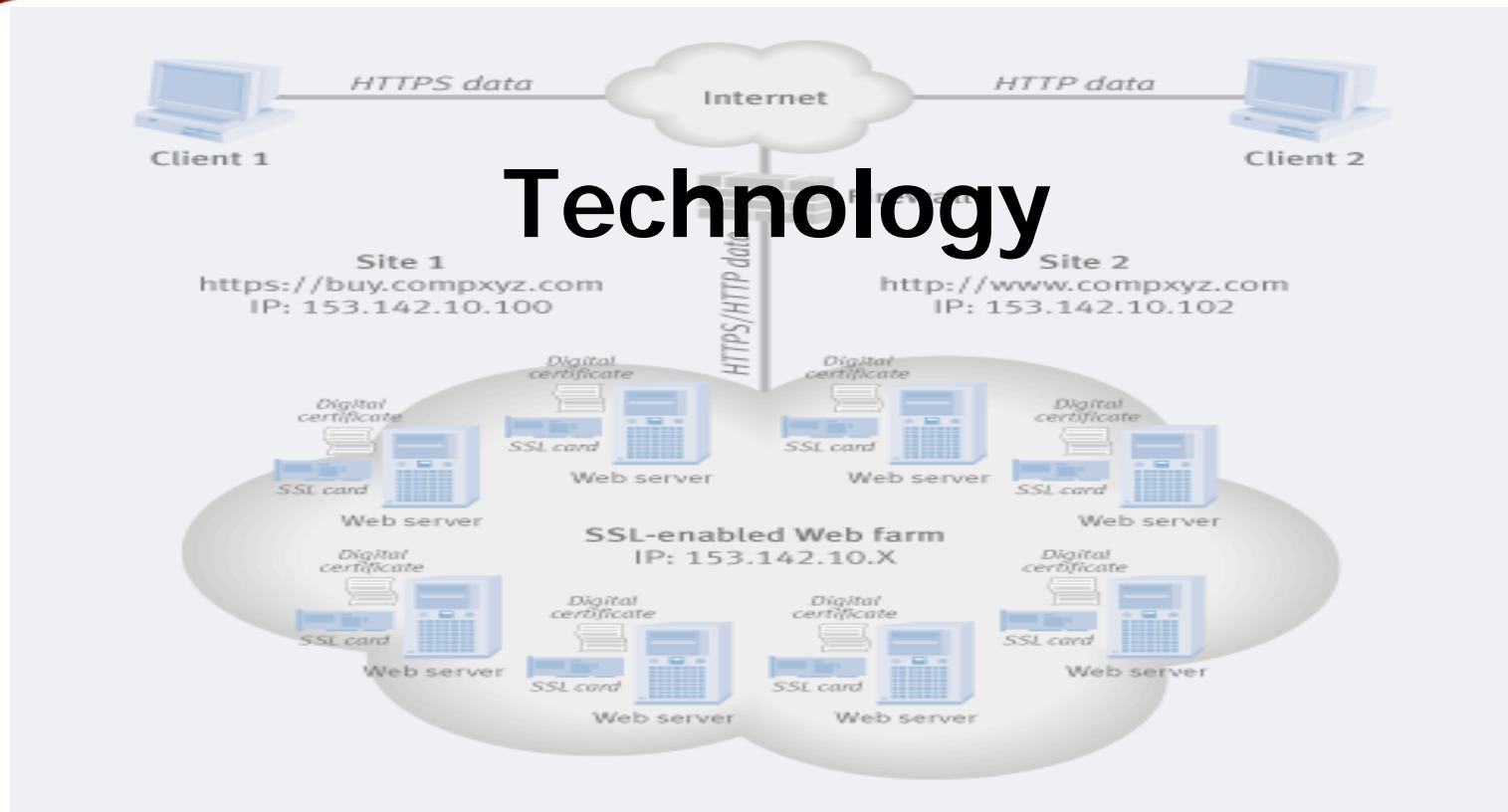
Website Infrastructure

- Handles 65,000+ registered users
- 75,000+ courses taken in 2005
- 6,000,000 hits/month
- Automatic Grading and Certificate Creation
- E-Commerce enabled
- Database of over 600,000 records
- Secure Off Site Servers
- 4 Levels of Redundancy
- High Availability
- Scalable
- Multi-Media Capable

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The RedVector "Private Label" Learning Portal
lets you provide quality online training quickly and inexpensively

Your Website

Online Training
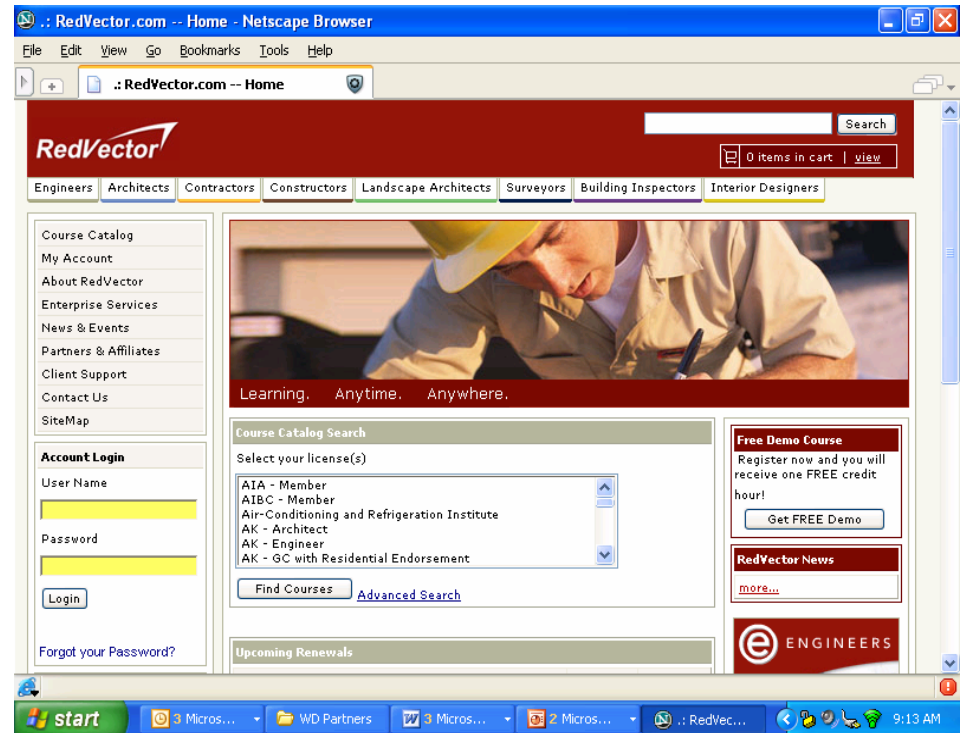
You can also add your own HTML or SCORM training modules

Non-RV Content

Your Training Module

"Private Label" Learning Portal
powered by RedVector technology

- Content Mgt
- Assessment
- Activity Management
- Packaging
- Communication
- Authorization
- Enrollment
- Management Info
- Grading

RedVector Library

RV Training Module
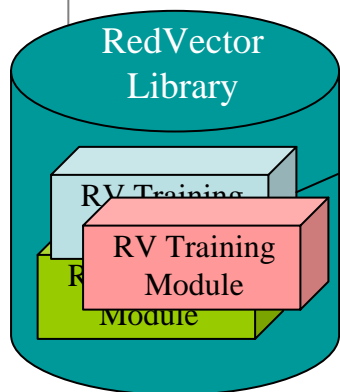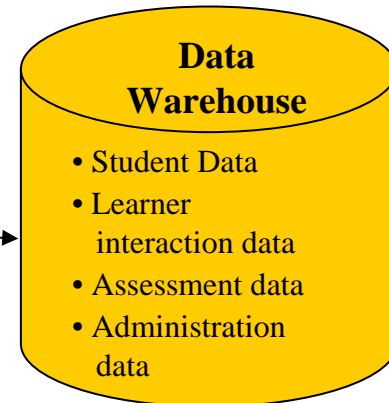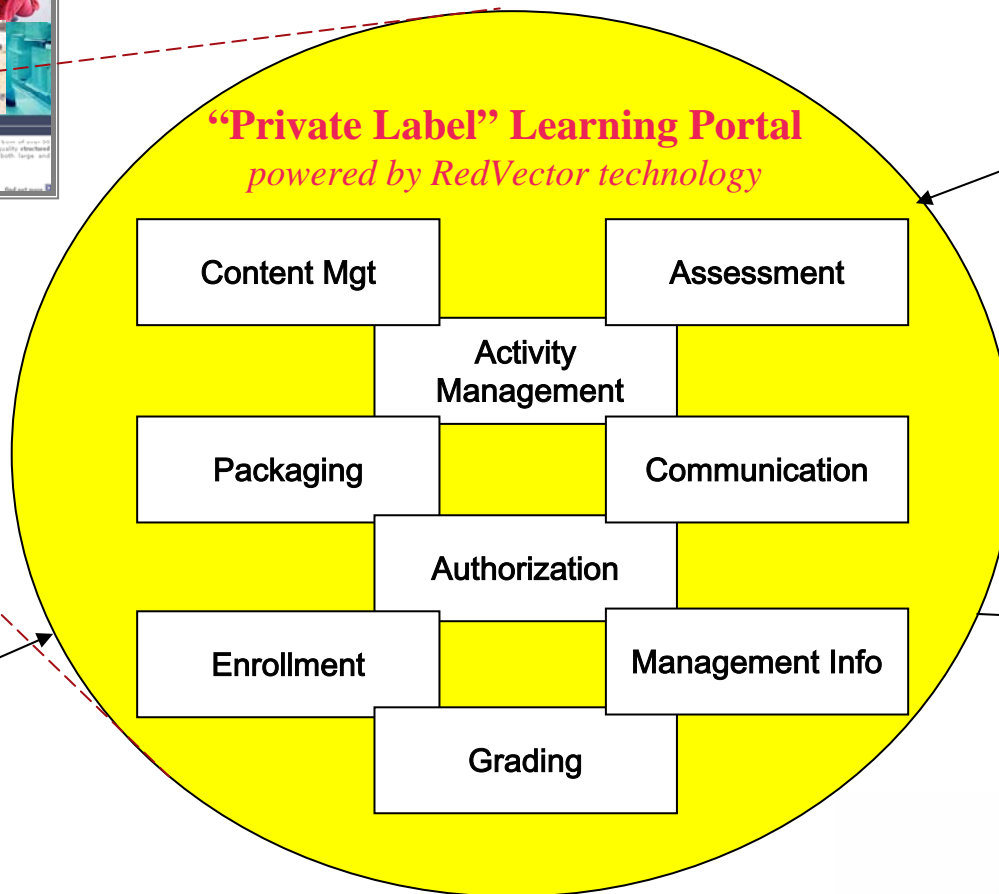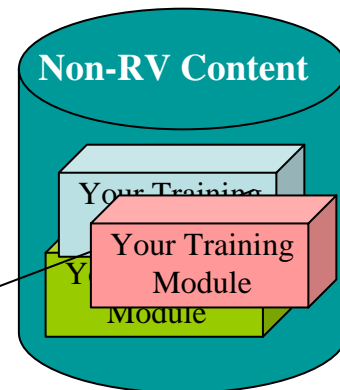
You can choose to add any RedVector content

Data Warehouse

- Student Data
- Learner interaction data
- Assessment data
- Administration data

Operates in a Hosted, Secure environment

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Technical Tools

- ➤ Lectora Rapid Development Course Authoring Tool
  - ➤ SCORM, AICC, HTML, CD-Rom & Single File Executable
  - ➤ Future Ready
  - ➤ Non-Proprietary, Industry Standard
  - ➤ Widely Supported
  - ➤ Multi-Media Object Capable
  - ➤ Flexible Testing Capabilities
- ➤ Learning Management
  - ➤ Flexible Reporting
  - ➤ Training History (Alternate Resources)
  - ➤ Shopping Cart Enabled
  - ➤ Web-Based
  - ➤ Custom/Branded Portals

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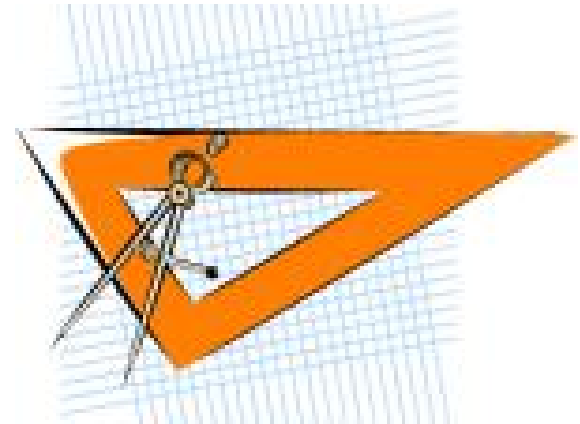
Resident Expertise

- **Learning Management Development**
  - **ASP**
  - **.NET**
  - **SCORM/AICC**
- **Database Expertise**
  - **Oracle**
  - **SQL**
- **Multi-Media**
  - **Flash**
  - **Java**
- **Enterprise Application Integration**
  - **Web Services**
  - **FTP**
  - **Import/Export Support**

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Return on Investment

The RedVector Impact

- Reduce Exposure to Variable Training Costs
- Manage Employee Development and Training
- Allocate Training Budgets Equitably
- Improve Employee Participation in Training Programs
- Build Internal Program Credibility
- Facilitate Information Delivery
- High Quality Content Meets State and Organizational Continuing Education Requirements

- Hold Employees Accountable to Minimum Knowledge Standards
- Alternative to seminars. No lost time, reduced travel expenses
- Improve Employee Retention Rates
- Provide a Training Resource for Mobile/Remote Employees
- Supplement/Reinforce Internal Program Content
- Self Directed Learning Provides Flexibility and Choice

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ROI: e-Learning v. Traditional Training

1 Development Day

Training Expense	Traditional Training	E-learning	E-learning Savings
Productivity Loss ($125/hr billing Rate)	$1,000	$0*	$1,000
Enrollment Costs	$300	$240	$60
Travel Costs	$100-$350	$0	$100-$350
Meals	$20-$50	$0	$20-$50
Lodging	$100-$200	$0	$100-$200
Totals	**$1,520-$1,900**	**$240**	**$1,280-$1,660**
Hourly Savings: $160-$208/hour			

*Assumes e-learning conducted during non-billable time

Direct Savings: e-learning

ANNUAL SAVINGS	1 e-learning unit	4 e-learning units	8 e-learning units	16 e-learning units
50 Students	$8,000-$10,400	$32,000-$41,600	$64,000-83,200	$128,000-$166,400
100 Students	$16,000-$20,800	$64,000-83,200	$128,000-$166,400	$256,000-$332,800
250 Students	$40,000-$52,000	$160,000-$208,000	$320,000-416,000	$640,000-$832,000
500 Students	$80,000-$104,000	$320,000-$416,000	$640,000-$832,000	$1,280,000-$1,664,000
1000 Students	$160,000-$208,000	$640,000-$832,000	$1,280,000-$1,664,000	$2,560,000-$3,328,000

SAVINGS for 1 e-learning unit (1 hour): $160-$208/student

Strategic Alliances

Enterprise Partners

- PBS&J University
- Dupont
- Black & Veatch
- Zachry Construction
- McGraw-Hill Professional
- Wilbur Smith Associates
- CDI
- Washington Group International
- URS Corporation
- Florida DOT
- Heery International
- Blasland, Bouck & Lee
- Progress Energy
- STV

- Shaw Environmental
- IESNA
- AECOM Technology Group
- STS Consultants
- Davis & Floyd
- Erdman Anthony
- Parsons
- EarthTech
- Sargent & Lundy
- Texas A&M University
- John Wiley & Sons
- New Mexico DOT
- Georgia DOT
- Dewberry
- TIC

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