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

RedVector
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
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
  - Architects
  - Landscape Architects
  - Land Surveyors
  - Contractors/ Trades
  - Building Inspectors
  - Interior Designers
  - 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
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
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 Life-Cycle

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

**RedVector Activities**
- RedVector determines course length and amount of conversion effort and $\$
- Conversion Proposal
- Partner Review and Approval Process
  - Interaction during course migration
  - Accepted Proposal
- Create industry standard e-learning modules w/questions
- New online course
- 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

RedVector provides all hardware, software, and infrastructure to host and deliver these programs to learners worldwide.
Let's slow down and take a moment to see if you can remember this very important point.

You are the FDOT Project Manager for work being done on the reconstruction of the I-10/I-95 Interchange in Jacksonville in District 2. You are organizing the information for your Project Work Plan. Match the elements on the left with the section of the Project Work Plan it should be included under on the right by clicking on a word on the right and then clicking on its match on the left.

Major Milestone List
- Financial Issues
- Delegation Plan
- Organization-HR
- Optional Services
- Project Definitions
- Constraints & Assumptions
- Schedule

Check Your Answer
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
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
The RedVector “Private Label” Learning Portal
lets you provide quality online training quickly and inexpensively

Your Website

You can also add your own HTML or SCORM training modules

Non-RV Content

Data Warehouse

• Student Data
• Learner interaction data
• Assessment data
• Administration data

“Private Label” Learning Portal
powered by RedVector technology

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

You can choose to add any RedVector content

Operates in a Hosted, Secure environment

RedVector Library

Your Training Module

Your Training Module

Operates in a Hosted, Secure environment

You can choose to add any RedVector content
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
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
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
### 1 Development Day

<table>
<thead>
<tr>
<th>Training Expense</th>
<th>Traditional Training</th>
<th>E-learning</th>
<th>E-learning Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Productivity Loss ($125/hr billing Rate)</td>
<td>$1,000</td>
<td>$0*</td>
<td>$1,000</td>
</tr>
<tr>
<td>Enrollment Costs</td>
<td>$300</td>
<td>$240</td>
<td>$60</td>
</tr>
<tr>
<td>Travel Costs</td>
<td>$100-$350</td>
<td>$0</td>
<td>$100-$350</td>
</tr>
<tr>
<td>Meals</td>
<td>$20-$50</td>
<td>$0</td>
<td>$20-$50</td>
</tr>
<tr>
<td>Lodging</td>
<td>$100-$200</td>
<td>$0</td>
<td>$100-$200</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>$1,520-$1,900</strong></td>
<td><strong>$240</strong></td>
<td><strong>$1,280-$1,660</strong></td>
</tr>
</tbody>
</table>

**Hourly Savings:** $160-$208/hour

*Assumes e-learning conducted during non-billable time*
# Direct Savings: e-learning

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

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

Mike Vandall

Vice President
Enterprise Services

RedVector.com, Inc.
Two Urban Centre
4890 W. Kennedy Blvd., Suite 740
Tampa, Florida  33609

Telephone/Fax: (813) 864-2663
Customer Service (866) 546-1212
mvandall@redvector.com

www.RedVector.com