

## On-site Revenue Assurance Training for Consultants, Hardware and Software Vendors

### cost-effective, intensive training for your team

In-house/on-site training is a great value for your money and an effective way to develop the skills of your employees, build their confidence in the practice of revenue assurance, and upgrade the level of knowledge that your team can bring to your client's site.

- Assure that your team is equipped with the latest knowledge, skills, and understanding of RA best practices around the world
- Provide your team with a consistent vocabulary, tool set, and approach to their revenue assurance efforts
- Assure your clients that your team is in alignment with GRAPA standards and approaches

Investing in your own revenue assurance capabilities is one of the best ways to improve your chances of winning revenue assurance business. Customers are looking for more than just software or help from a smart consultant. They are looking for true expertise and knowledge that helps them solve problems and face the hundreds of challenges they are dealing with on a day-to-day basis. RAA on-site training can provide your team with the depth of knowledge that can make the difference in the bidding and execution stage.

Companies have used our training to enhance their ability to do product development, marketing strategy, sales campaign design, and to improve their own delivery capabilities.

#### Coordinate your overall revenue assurance efforts

- **Marketing** - improved positioning, better understanding of customer needs
- **Sales** - increased sensitivity to clients' "sell points" and product development
- **Product Development** - better product configuration and design
- **Consulting and Support** - enhanced skills, saleability, and effectiveness

#### Results

- Educate your team on how to better position your products and services in support of your client's revenue assurance efforts
- Gain competitive advantage over your competitors through the level of investment you have made in revenue assurance expertise
- Your team will take away the tools and technique to become more effective RA professionals

#### Special Benefits

- Training customized to your organizational requirements
- Extremely cost effective - low cost per student
- Location convenience and flexibility – you decide when, where, and how

*I attended the training in Kolkata, India. The workshop was very much informational on the practical aspects of Revenue Assurance and Telecommunications as a whole. I loved Rob Mattison's illustrative way of explaining the concepts and relating them with his real life experience with RA. Now I would be able to take on the RA related problems of Connectiva's clients and understand the business in a better way. Thanks Rob.*

— Lalit Jha  
Connectiva Systems, Inc., India