

# Deltecs InfoTech Pvt. Ltd

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Deltecs InfoTech Pvt. Ltd.' document  
For mobile based Corporate Training

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**Version 0.4**

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***Confidentiality***

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## **1. Introduction**

### **1.1. ABOUT DELTECS INFOTECH PVT. LTD.**

Deltecs InfoTech Pvt. Ltd. is a product developer in mobile value added service (VAS) space. The company started with a sole concern of making education and training programs interesting, making mobile a platform to bring quality content from pioneering content providers, utilize the unproductive time of the students and employees, like traveling, business trips, leisure time, power cuts, etc and provide an effective distribution system to reach the end users. The applications are beautifully packaged which makes training and learning on fingertips a reality. Our M-Training solutions is built keeping in mind the user fraternity be it students, educators, employees or high profile executives.

## 2. Mobile based corporate training

In the current scenario where time is critical and training needs are a constant, Deltecs InfoTech' M-Training - Mobile based corporate training is an apt tool for time-pressed high/mid profile corporate executives. Most of the senior management employees struggle to find time for desktop based or classroom training and knowledge updation as they are committed to their busy scheduled work. Moreover, with an acute shortage of trained individuals, growing training needs, and strict timelines, M-Training is well suited to be part of a blended learning model. The best thing about M-Training is that it is real-time, supports learning on the move, is self-paced and literally in the learner's hand.

Our M-Training tool is an attempt to transform Mobile phones into classrooms on the move, offering information on demand via text, info-graphics, video, audio, tests etc. In simple terms, M-Training is the art of using mobile technologies to enhance the learning experience. This concept of training marks a turning point in the online training industry, which was so far limited to either Web-based or virtual classrooms.

The most important feature which defines our M-Training is mobility that enables 'information on demand', which is the ability to access information wherever you are and whenever you want. M-Training provides personal learning on the move. With increasing competition, businesses are seeking for ways to win the rat race by disseminating information accurately at a faster pace and hence saving time and cost have become top concerns.

### 2.1. M-TRAINING OFFERINGS

M-Training, as we demonstrate, can be envisaged into multiple flavors of offerings.

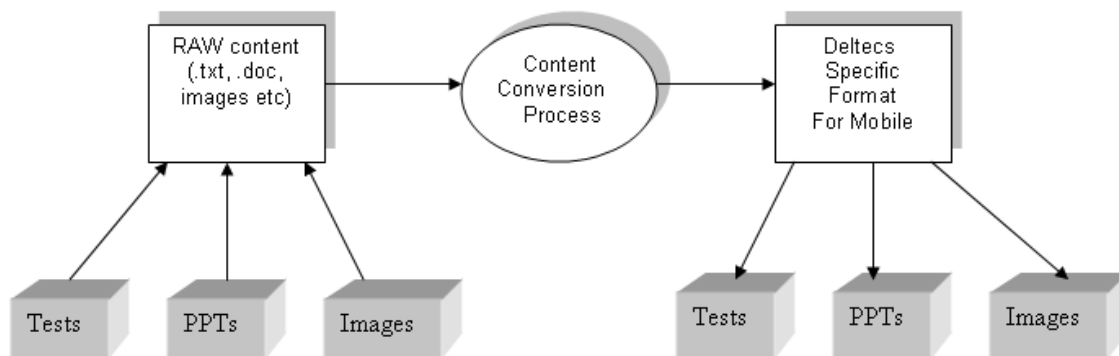
- ✚ **Micro Tests with scores and analysis:** All corporate exams or assessments can be bundled and pushed to the Mobile users. The scores and its analysis are given at the end of the test and integrated with the backend servers for WACC analysis. WACC – **Weighted Average Capability of a Class** is an innovative performance indicator evolved from the statistical mathematics in the Labs of Deltecs. It empowers you to track the performances of your employees per Office, per team, per module etc.
- ✚ **Information delivery** (important announcements, alerts etc): Important information or announcements can be pushed to all or the selected employees at one go.
- ✚ **Corporate presentations** (PPTs): Corporate desktop-presentation is converted into Mobile based application-presentation and pushed to the selected users.
- ✚ **Audio and video based training:** Training Audio or videos, meeting recordings, seminar recordings can be pushed the selected users.
- ✚ **Pod-casting:** Employees can subscribe to their favorite topic and only those training material is pushed to their Mobile phones.
- ✚ **Product Training:** New product launch or existing product training material is converted into Mobile application and pushed to the selected group of employees.
- ✚ **Sales training:** Organizations with large-distributed sales representatives struggle to reach them effectively when they have to communicate new products launches or other announcements. We understand the sales process and the sales training processes to help them with mobile-technology enabled training.
- ✚ Synopsis
- ✚ Performance Analysis
- ✚ Utilities (contact helpdesk, ask questions over the air, book orders etc)
- ✚ Delivery and Tracking

Per different application, content needs to be modeled and engineered for apt delivery on the phone.

## 2.2. M-TRAINING IMPLEMENTATION

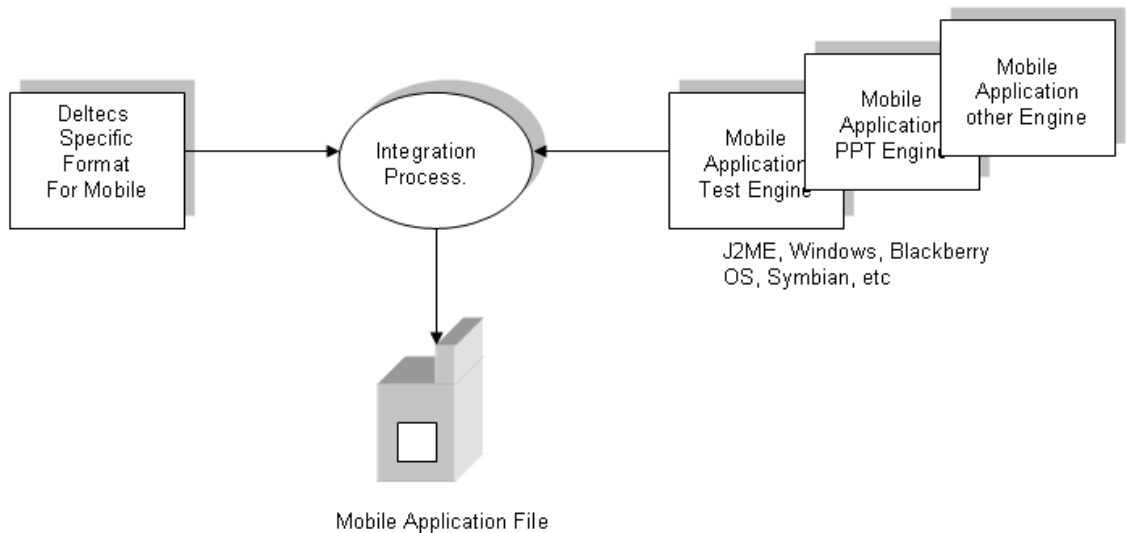
### Step1: Content Conversion Process:

The RAW digital content is converted into a Deltecs specific format by a Content Conversion Engine which is then given to the Mobile Test or PPT or any other customized engine for generating Mobile Application file. The final Mobile application file is the integration of content and Mobile Application engine.



## Step 2: Application Development Process:

For every kind of content, there would be a different Mobile Application Engine which has been developed. Application is built by integrating Deltecs specific formatted content and Mobile Application Engine.



### 2.0 Application Development

### 2.3. TARGET PLATFORM

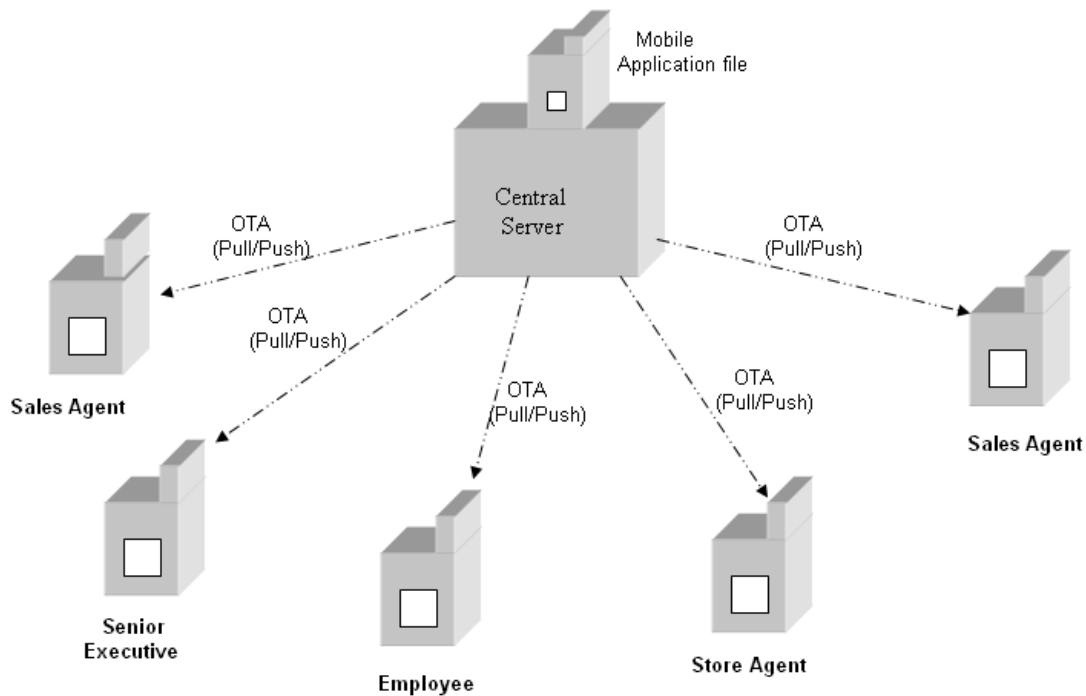
Applications can be made to support variety of phones with different screen sizes with basic platform – Blackberry OS and JAVA MIDP 2.0/CLDC 1.0 which form the majority of the market, but applications with other platforms (Windows, Symbian, BREW etc) can also be made available according to the requirement.

## 2.4. DISTRIBUTION SYSTEM

### 2.4.1 GPRS based distribution system:

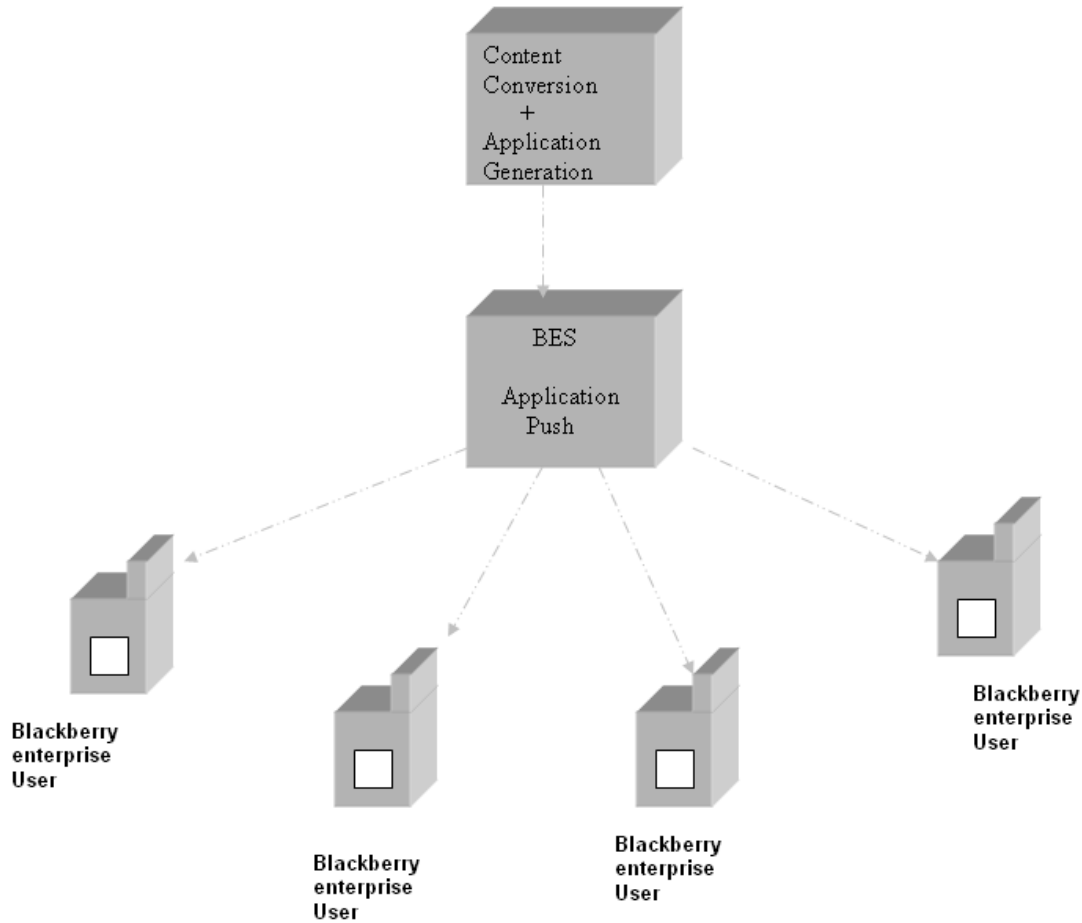
The Mobile application file needs to be uploaded on the central server. The application can be WAP-pushed to all the employees/executives/agents from central server. A server tool will be given to the server administrator for pushing the application file to the selected users/employees.

The application can also be pulled by employee by entering application URL at mobile browser.



### 2.4.2 BES (Blackberry Enterprise Server) based Distribution: (ONLY FOR BES ENABLED ORGANIZATION)

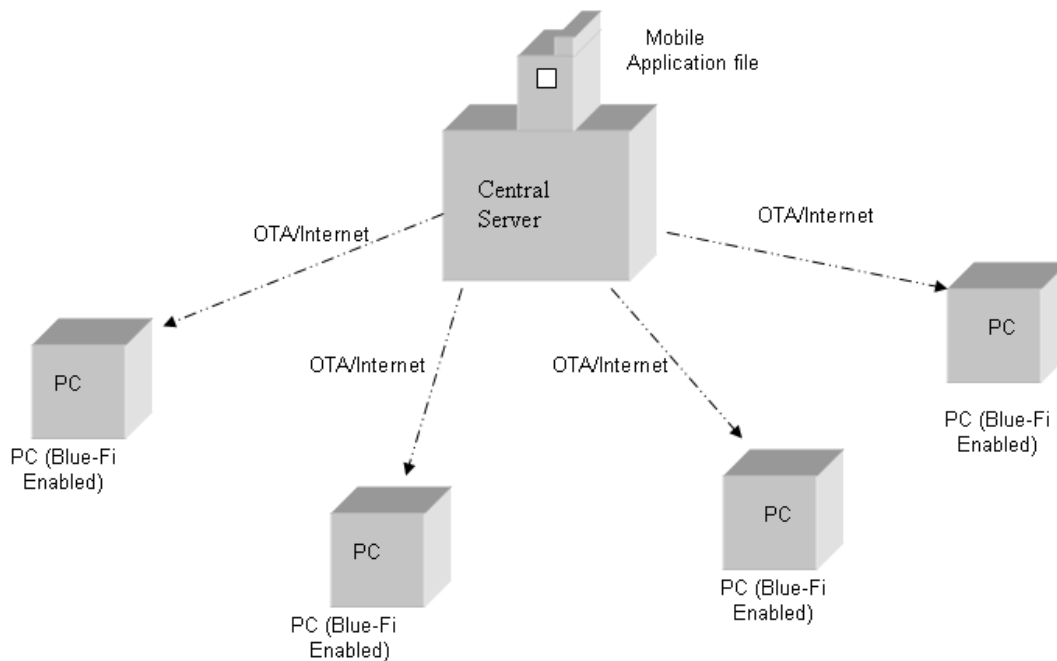
If you have BES at your infrastructure with all blackberry users, the application file generated by the Application generation tool gets loaded on the BES. Once the application is loaded on BES, it gets pushed and installed on all the Blackberry phones automatically.



### 2.4.3 Bluetooth Based Distribution System:

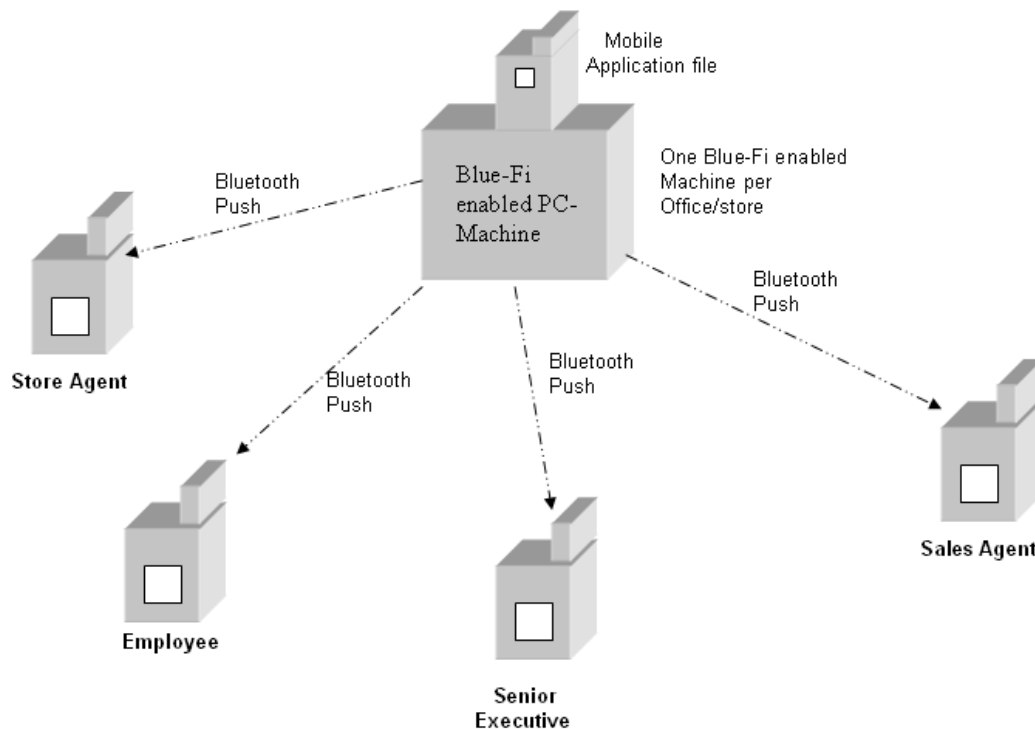
#### Step 1: Central Server to all the Stores/offices:

If GPRS is not enabled at employees mobile phones, another effective mechanism of distribution system can be deployed – Bluetooth based distribution. The mobile application file needs to be pushed to all the office/store machines at different geographical locations via internet. The store/office machine needs to be Blue-Fi enabled using a specific HW component and a software component provided by Deltecs.



**Step 2: Distribution in Store/Office:**

The application file is updated on Blue-Fi enabled Store/office machine. As the store/office machine is Blue-Fi enabled, it detects every Bluetooth enabled phone in the 100Mtrs range and pushes the application file on to the phone.



**2.5. CONNECTIVITY**

Applications may or may not need connectivity - GPRS. Applications can be bundled with the content for enhanced performance to give users a real time learning experience. Hence the user can access the learning content at anytime without connecting through GPRS. Applications can also be designed updatable or accessible through GPRS where the users can access or update the contents via GPRS connectivity.

### 3. Architecture

Applications are designed specifically to be under the influence of proprietary DRM component of Deltecs InfoTech Pvt. Ltd. to make sure that the contents are secured from being illegitimate distribution.

