



TrainingCentral

Presentation on

Data-focused Learning Plan

Powerful Plans and Content for Compliance and BFSI Industry

TrainingCentral Solutions Pvt. Ltd.

Training beyond boundaries



TrainingCentral

TrainingCentral Proposal

Structured Year-Round L&D Roadmap with Defined Metrics

- Objectives
- Defined Events for the Full Year
- Gamified Progress for Competitiveness and Engagement
- Solution Details – Content, Technology
- Program Benefits
- Commercials
- Additional Services Offered
- TC Products Deployed



TrainingCentral

Objectives

Support Achieving of following Objectives

- Quantified and Measurable Skill Gain during the year
- Identify Fast-Trackers based on Activity Outcomes
- Training Interventions Assignment based on Outcome
- Tailored to all levels within the Organisation - Beginner to Seniors

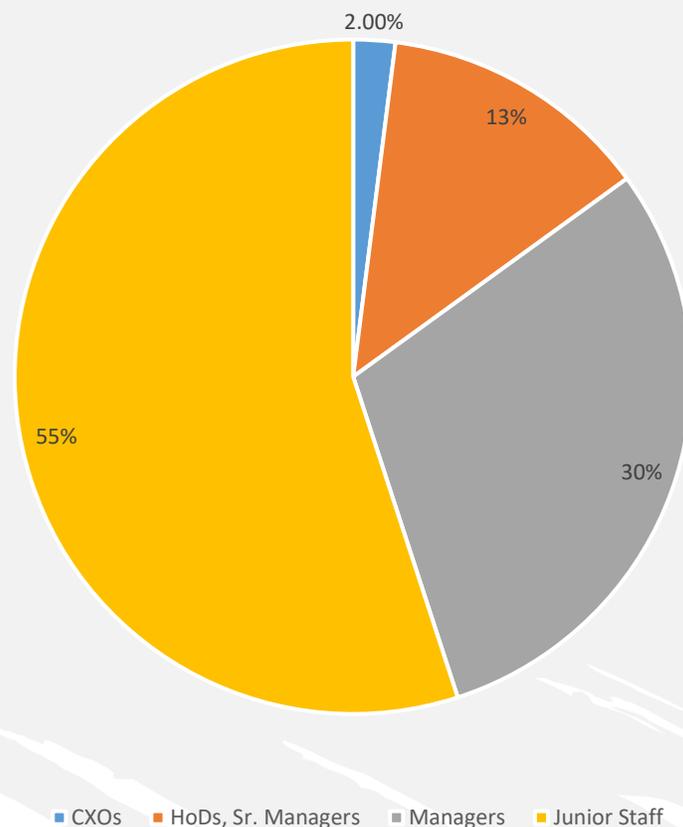


TrainingCentral

Objectives - Demographics

Typical Segments as per Designation

Typical Distribution of Designations in an FI



> 80% workforce at Customer-facing roles

Bank Designations	
CXOs	2.00%
HoDs, Sr. Managers	13%
Managers	30%
Junior Staff	55%
	100.00%



Objectives - Demographics

Typical Segments as per Function

Row Labels	%age
Risk, Legal, Audit&Co	3.16%
Sales, Collections	3.20%
CorpOffice	3.50%
CorporateBanking	4.00%
Finance	2.50%
IT	5.00%
Others	3.70%
RetailBanking	73.00%
RetailLoans	1.68%
	100%

Branch-based Activities are > 70%

Defined Timelines for the year

Year-Long Process for Ensuring Engaged Learning

		April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Expertise Assessment	Tests->	BaseLine Test		Quarterly Role Test			Quarterly Role Test			Quarterly Role Test		EndLine Test	Next TNA Planning
	Test Levels	L 0		L 0			L 0, 1			L 0, 1, 2		L 0	
			TC-SoK Base Report										TC-SoK Change Report
Self-Paced Courses	Compliance Courses		As per Bank LnD conveyed Schedule										
	Domain Courses		As per SoK Report										
	Productivity Courses		Knowledge Enhancement and Self-Upgrade (Cross-Sell Capability) Mandatory Upskill										
Classroom Training			TC regional classroom: As engaged by Bank										

SoK Report – State of Knowledge Report



Defined Timelines for the year

Year-Long Process for Ensuring Engaged Learning

		April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Expertise Assessment	Tests->	BaseLine Test		Quarterly Role Test			Quarterly Role Test			Quarterly Role Test		EndLine Test	Next TNA Planning
	Test Levels	L 0		L 0			L 0, 1			L 0, 1, 2		L 0	
			TC-SoK Base Report										TC-SoK Change Report

- Baseline and Endline Tests for TC's State of Knowledge (SoK) Report
- Multiple tests over the year will be administered to the Designation segments based on their previous performance, with increasing level of difficulty spread of questions.
- Increasing Level of Difficulty for those who do well in the tests



Defined Timelines for the year

Year-Long Process for Ensuring Engaged Learning

		April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Expertise Assessment	Tests->	BaseLine Test		Quarterly Role Test			Quarterly Role Test			Quarterly Role Test		EndLine Test	Next TNA Planning
	Test Levels	L 0		L 0			L 0, 1			L 0, 1, 2		L 0	
			TC-SoK Base Report										TC-SoK Change Report
Self-Paced Courses	Compliance Courses	As per Bank LnD conveyed Schedule											
	Domain Courses	As per SoK Report											
		Knowledge Enhancement and Self-Upgrade (Cross-Sell Capability)											
	Productivity Courses	Mandatory Upskill											

- Compliance Courses to Ensure Training and Awareness in Key Regulatory Areas
- Banking and Finance Courses based on TC-SoK Report
- Productivity Course Access for all to ensure Better Customer Service
- Full Access to TC's Banking & Finance Courses for Cross-Sell Training

Defined Timelines for the year

Year-Long Process for Ensuring Engaged Learning

		April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Expertise Assessment	Tests->	BaseLine Test		Quarterly Role Test			Quarterly Role Test			Quarterly Role Test		EndLine Test	Next TNA Planning
	Test Levels	L 0		L 0			L 0, 1			L 0, 1, 2		L 0	
			TC-SoK Base Report										
Self-Paced Courses	Compliance Courses	As per Bank LnD conveyed Schedule											
	Domain Courses	As per SoK Report											
	Productivity Courses	Knowledge Enhancement and Self-Upgrade (Cross-Sell Capability) Mandatory Upskill											
Classroom Training	TC regional classroom: As engaged by Bank												

- Classroom Trainings Using TC's Network of Domain Experts
- Additional Offering of Locked in Pricing for Classroom Training Across Branch Locations



TrainingCentral

Gamification

Gamified Progress to facilitate

- **Published Competitive Leaderboards**
- **Awards and Incentives**

Gamification

Gamified Progress to facilitate

- Published Competitive Leaderboards
- Role-based Separate Leaderboards

Leaderboard - Managers			
Status as of 15 Mar, 2027			
Rank	Branch Name	Points	Progress
1	Rajesh Sawant	97	<div style="width: 97%;"></div>
2	Sneha Kesarkar	94	<div style="width: 94%;"></div>
3	Ravindra Sawant	91	<div style="width: 91%;"></div>
4	Ravindra Revale	87	<div style="width: 87%;"></div>
5	Vaidehi Pai	80	<div style="width: 80%;"></div>
6	Savita Poojari	80	<div style="width: 80%;"></div>
7	Purva Chalke	79	<div style="width: 79%;"></div>
8	Preeti Kotian	77	<div style="width: 77%;"></div>
9	Dhanashree Pendse	75	<div style="width: 75%;"></div>
10	Prachi Deshpande	73	<div style="width: 73%;"></div>

Leaderboard - Junior Staff			
Status as of 15 Mar, 2027			
Rank	Branch Name	Points	Progress
1	Rajesh Sawant	97	<div style="width: 97%;"></div>
2	Sneha Kesarkar	94	<div style="width: 94%;"></div>
3	Ravindra Sawant	91	<div style="width: 91%;"></div>
4	Ravindra Revale	87	<div style="width: 87%;"></div>
5	Vaidehi Pai	80	<div style="width: 80%;"></div>
6	Savita Poojari	80	<div style="width: 80%;"></div>
7	Purva Chalke	79	<div style="width: 79%;"></div>
8	Preeti Kotian	77	<div style="width: 77%;"></div>
9	Dhanashree Pendse	75	<div style="width: 75%;"></div>
10	Prachi Deshpande	73	<div style="width: 73%;"></div>



TrainingCentral

Gamification

Competitive Leaderboards

	BASELINE TEST	Q1 ROLE TEST	Q2 ROLE TEST	Q3 ROLE TEST	ENDLINE TEST
Level 0	✓	✓	✓	✓	✓
Level 1		✓	✓	✓	
Level 2			✓	✓	

Solution Details – Content

Content

The following content is included in this proposal

- **India-based Courseware content and Tests**
- **Access to complete TC Self-paced Courses to All Employees**
- **Skill Tests**
 - 20 Topics (RBI Circular) currently Live under Skill Test Product
- **Gamification Design Document and Implementation Processes**



TrainingCentral

Solution Details – Technology

Technology Aspects

- **Independent Server for Large Organisation Implementations**
- **SSO Integration with existing LMS, HRMS, Internal Systems**
- **Mobile Application Friendly-Android and iOS Apps**



TrainingCentral

Program Benefits

Program Benefits

- Plan, Content, Design and Processes Ready for Implementation
- Measurable Learning Gains across the Organisation
- Engaged Workforce through Gamified Competition
- Potential of Implementing Learning-based Incentives and Awards



Commercials

Commercials Process for Ensuring Engaged Learning

- **Annual Subscription**
 - Annual Subscription Based on Employee Strength
 - Custom Tests for 10 of your Bank/NBFC's internal Circulars
 - Program Design for Annual Program
 - Operations for Gamification Management
 - Baseline and Endline State of Knowledge Report and Analysis
 - Year-round access to Proctoring Software (on TC Corp Portal)
- Reach out to us for custom proposal for your Organisation



Additional Offerings

Additional Services

- 20 person days of Basic Banking training at 5 Metros of Your choice
 - 2 person day training
 - Preparatory Material and Online Test included
 - Cost – Rs. Rs. 3 Lakhs
- 25% discount for JAIIB Preparatory Tests for Employees



TrainingCentral

Key TC Products and Solutions Deployed

Powerful India-focused Solutions to ensure the Right Offering for the Right Need

- **CRLP**
- **Skill Tests**
- **Self-Paced Compliance, Domain and Productivity Courses**
- **Gamification Framework**



TrainingCentral

Key TC Products and Solutions Deployed

Content-Ready Learning Portal (CRLP)

1. **Rich India-based Content at Your Fingertips**
2. **Annual or Multi-year Subscription-Based Portal**
3. **Completely Managed Technology Support accessed via Mobile and Workstation**
4. **Protect your Learning Assets with Custom Courses developed and stored in TC Repository & Version Control**
5. **Largest Professionals Network for Technical, Sales, Operations, Soft Skills Training**
6. **Centralised Helpdesk and Technical Support Desk**
7. **Single MIS for All your Learning Activities**

CRLP

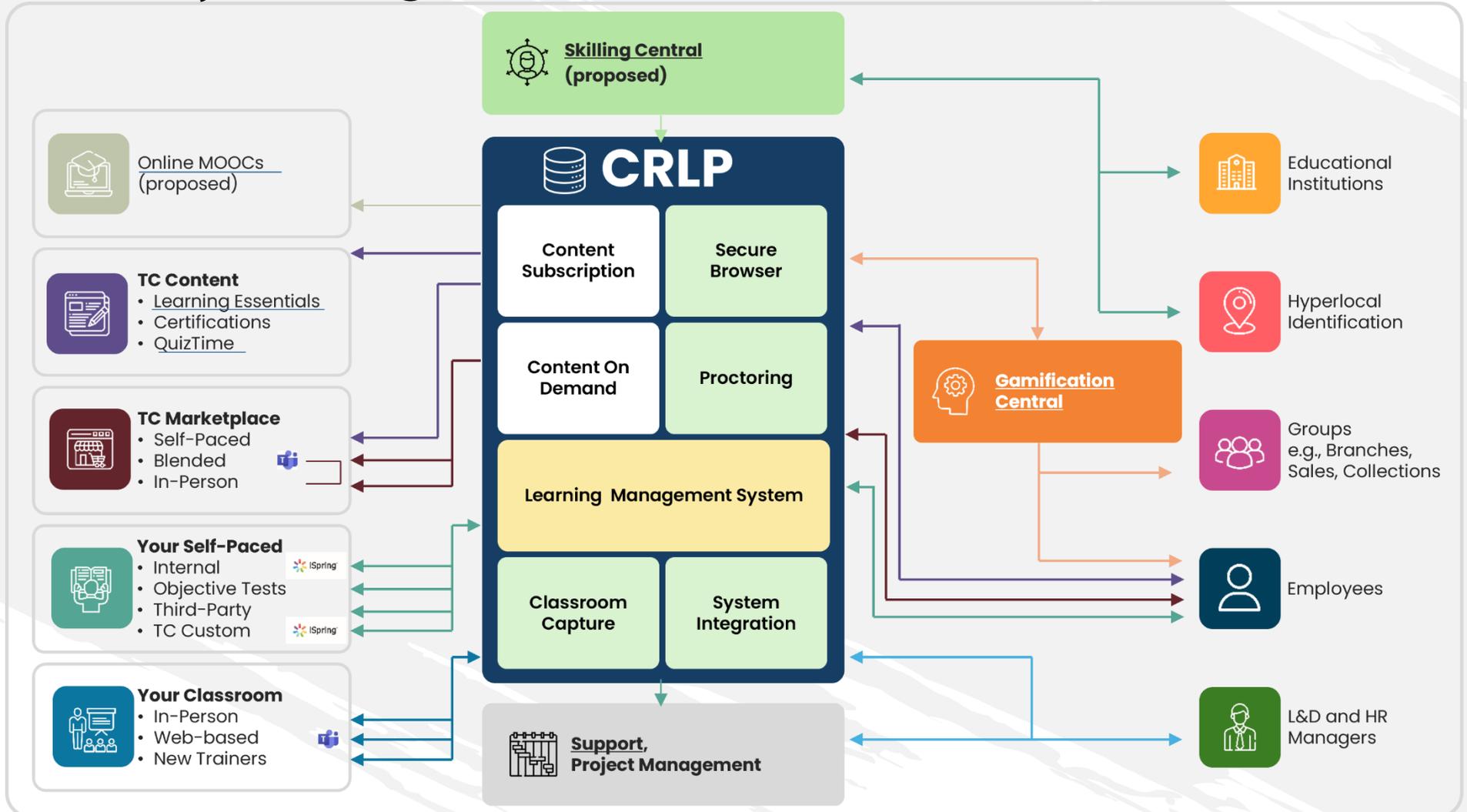
Skill Tests

E-Learning

Gamification

Key TC Products and Solutions Deployed

Content-Ready Learning Portal (CRLP)



CRLP
 Skill Tests
 E-Learning
 Gamification



TrainingCentral

Key TC Products and Solutions Deployed

Skill Tests

- **CRLP**
- **Skill Tests**

Targeted learning tool to assess and upgrade employee knowledge and skills.

1. Context-specific and role-specific tests anchored on circulars (RBI/SEBI/IRDA/GoI)
2. Local language variations for higher effectiveness
3. Validation, Verification and Security through Proctoring, Secure Browser across devices
4. Validity - Content regularly updated in line with the latest regulatory circulars
5. Customisable to include Fis own products, policies and other knowledge requirements
6. Roles for all Financial Institutions – Comm. Banks, UCBs, NBFC, HFCs, MFIs, SFBs



TrainingCentral

Key TC Products and Solutions Deployed

Self-Paced Courses

- **CRLP**
- **Skill Tests**
- **Self-Paced Compliance, Domain and Productivity Courses**
 - Courses in Compliance, Finance, Behavioural and Productivity
 - Self-paced E-learning
 - Self-paced Movie based
 - Classroom In-Person
 - Classroom Virtual Delivered
 - Tests and PDF Certificate with every course
 - Pan-India Delivery

CRLP

Skill Tests

E-Learning

Gamification



TrainingCentral

Key TC Products and Solutions Deployed

Gamification Framework

- **CRLP**
- **Skill Tests**
- **Self-Paced Compliance, Domain and Productivity Courses**
- **Gamification Framework**
 - Increase User Motivation and Engagement through Competitive Access to Activities.
 - Include Ready Activities from CRLP and Include Your Activities.
 - Customisable Interface, Certificates and Badges in line with Corporate Colours.
 - Business Rules in line with your policies for application-oriented gamification.

CRLP

Skill Tests

E-Learning

Gamification

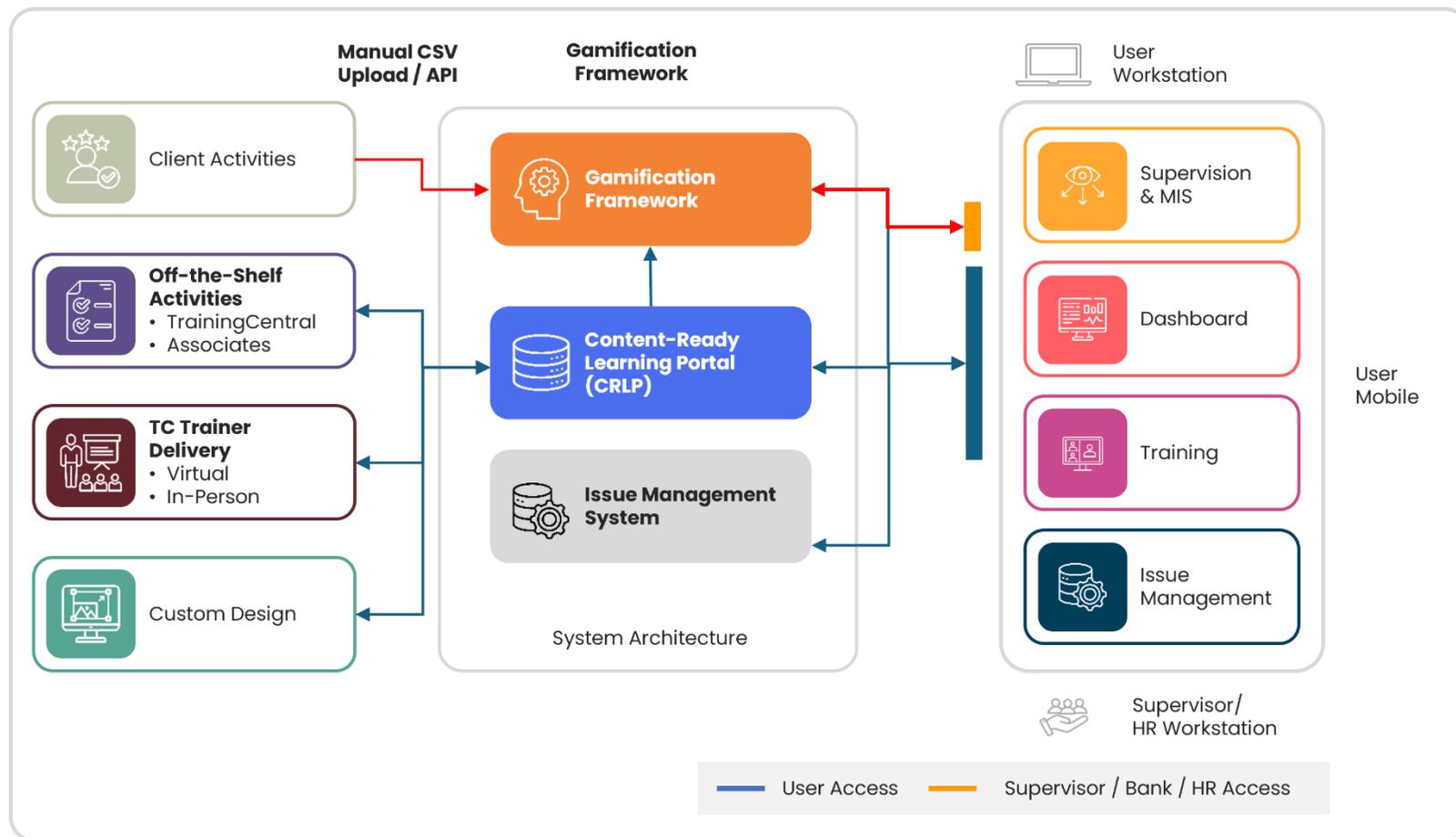


TrainingCentral

Key TC Products and Solutions Deployed

Gamification Framework for Impactful Business Outcomes

CRLP
Skill Tests
E-Learning
Gamification



Thank you



TrainingCentral

Training Central Solutions Pvt. Ltd.
Training beyond boundaries...

Contact Details

Manoj Navalkar, Chief Executive, 9821154746

manoj.navalkar@trainingcentral.co.in

Sonal Navalkar, Director, 9870294746

sonal.navalkar@trainingcentral.co.in

1 April, 2026

Access the latest version of this presentation online at http://www.trainingcentral.co.in/DirectDemos/00Corp/Perpetual/TC_Corporate_Deck/index.html