

## Executive Summary

This summary discusses products and services that we provide to compliance-oriented, heavily regulated manufacturing companies to increase their productivity, ensure their employees' safety, and help the companies remain compliant with government regulations relating to safety, health, and the environment (SHE), plus other regulations.

**Background:** We opened for business in 1999 with experienced professionals from software, manufacturing and process industries. Since its inception, Frontline Data Solutions, Inc. (FLDS) has operated with a single focus -- to establish itself as a leading provider of integrated learning management software to compliance-oriented, heavily regulated manufacturing companies, where the safety and productivity of frontline workers, and compliance with regulatory policies are critical needs. Our customers are global with several thousand learners located at more than 600 sites around the world. The learners from these companies take a variety of training with automatic record keeping, and their curriculums are managed with ease, seamlessly, by administrators.

Over the years, FLDS has expanded to include compatible products such as Management of Change (MOC) and Action Tracking (ACT). The MOC is web-based collaboration software designed to manage changes in manufacturing process, technology, equipment or procedures. The ACT is web-based Action Item Management and Tracking software. It allows managers and administrators to track incidents and action items throughout the department, site, and enterprise. These software modules, whether integrated within TrainingMine or used as stand-alone modules, make TrainingMine a very powerful system for manufacturing, energy, chemical and environmental service companies.

**Technology Solution:** TrainingMine™ LMS is a 100% web-based application, hosted on the Internet by FLDS<sup>1</sup>. There are no software components to download or install on individual (client) computers accessing TrainingMine. A user only needs a computer with a web browser (Microsoft Internet Explorer version 6.0 or higher) and an Internet connection, both of which already exist on most computers. The database is supported by a Microsoft SQL 2005 server. The minimum bandwidth required to access the user interface is 56k bps.

We have designed a very robust and user-friendly system to deliver all types of training (web-based, documents/procedures, classroom, SCORM or AICC compliant courses, and hands-on, with performance assessment). The system allows interaction with multimedia tools (audio, video, Flash, Word, PowerPoint, etc.). The system communicates with all participants seamlessly and automatically via a well designed e-mail notification system.

TrainingMine's hierarchical and curriculum structure will support a company's business needs for a centralized model; provide structured development and learning paths for your employees regardless of their locations, departments or divisions; and effectively manage certification and regulatory compliance training programs. This structure facilitates training and administrative tasks, and reduces costs.

TrainingMine is easy to integrate with 3<sup>rd</sup> party LMS products, synchronous tools, and HR/ERP/CRM products. It works seamlessly with 3<sup>rd</sup> party SCORM or AICC conformant content providers such as SkillSoft, MindLeaders, NetG, Element K and others. Some of our customers also interface with 3<sup>rd</sup> party performance and talent management tools such as SuccessFactors. We are confident that we can integrate the 3<sup>rd</sup> party software systems that your company may desire.

**Business Model:** Our business model is to collaborate with customers to stay very proactive to their changing needs, and continuously provide unsurpassed value. As a result of this collaboration, FLDS has succeeded in keeping its software suite ever-green, minimizing time for developing new features, implementing upgrades, and building alliances with complementary companies, e.g. MindLeaders, SkillSoft, Success Factors, etc. to add value to its service and technical support. The collaboration also has resulted in developing a large course library, primarily for SHE and manufacturing operations, which is shared with all customers.

We take pride in customer service and support. Our hosted solutions have had less than 20 minutes of unscheduled downtime in six years. We have not lost a single customer since launching the business in 1999.

**Relevant Experience:** Our experience teaches us that every organization has certain unique needs; hence mutual collaboration between the customer and the vendor is a must for designing, developing, implementing, and continuing technical support that will serve mutual interests. Each customer's TrainingMine site is unique. Given the opportunity, we will develop and implement a solution especially for your need.

We will work closely with your vendor selection project champions, core team, and subject experts to ensure that all your requirements are fully met and implemented for a robust and user friendly LMS solution. We will design and implement the LMS so that the solution is scalable and easily maintained. Upgrades and future functionality features will be added with minimal interruption to users.

- <sup>1</sup>. Non-hosted solution that runs on company's intranet is also available; 30% of our customers use non-hosted solution.

<sup>TM</sup>: TrainingMine is a Trademark of Frontline Data Solutions, Inc.