

ATC's e-Learning & Talent Management solutions and services for Banking

In today's economic environment, banking executives have been placed in the position of trying to expand their institutions faster than the economies they serve. In order to do this, they must **balance change** (increased competition, mergers and acquisitions, new regulations) with employee retention and customer satisfaction issues.

ATC's e-learning and talent management solutions help banking organisations to strike the **right balance** between succeeding their business objectives and retaining one of their most important assets, their people.

Our e-learning and talent management proposition focus closely on what modern banking organisations really want and value, sustainable growth, performance-driven culture, regulatory compliance and increased productivity.

About ATC



Founded in 1987, ATC (www.atc.gr), is an Information Technology Company offering solutions and services for Business, Media, Banking, Retail, Utilities and Public Sector Organizations. The solutions include ERP systems, Content Management, Web Applications, Human Capital Management and eLearning, and Mobile Applications. Strategic sectors include: Banking and Financial Services Industry; Retail, Media and Publishing and Public Administration. ATC activities span among several countries in EU, Eastern Europe and CIS countries, as well as the Balkans.

Since 2001 year ATC formed **Strategic Alliance with SABA Inc.**, enabling the company to offer best of breed solutions for synchronous and asynchronous e-learning and human capital management. Additionally, ATC's role as an e-Learning integrator and service provider was enhanced and necessitated by the acquisition of Centra software by Saba in 2005. Ever since the acquisition Saba Centra Virtual Classroom (VC) solution has been a cost effective solution for many of ATC customers and a return on investment (ROI) online learning and synchronous training tool.



The same year 2001 ATC has been **Authorized as Distributor for Epicor ERP/MRP/CRM products** for Greece and neighbor countries responsible for the products localizations as well. Having the experience of quite a big number of installations of the above products, ATC strategically decided ~ back to 2002 ~ to use the Epicor platform and build the (F)inancial (O)riented (S)olutions suite addressing the needs of Financial Institutions and Banks, using the latest service-oriented architecture (SOA) standards to deliver totally new flexible applications suite designed for use across the Internet

Confidentiality:
Many from the products, services, and names of companies in this document are commercial signals or registered commercial signals.
All recognized via the present.

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Results that count & make the difference

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Results that count & make the difference

This is why ATC provides **highly customisable** and configurable e-learning and talent management solutions on an enterprise-wide level with tangible results that would normally include:

- Improvement of governance, business objectives dissemination & organizational performance
- Development of the right skills and knowledge to succeed
- Regulatory compliance and increased visibility
- Organisational scalability and multi-divisional structure
- End-to-end learning administration with workflow configuration
- Management and staff accountability
- Fast roll out of new banking products, train more people without increasing training budget or time to deliver
- Sales readiness
- Customer training
- Collaboration and teamwork enablement
- Workforce planning & Talent management
- Tracking of certification and people's training online and offline history

Customised and scalable solutions for the modern banking organisations



Banking organizations are somewhat different from each other and the same rule applies to their learning and talent management strategy. There is no definitive "off-the-shelf" enterprise solution that could fit the entire banking industry's learning and talent management philosophy.

This is why we work closely with all of our customers in banking in order to understand their culture, ethics and training strategy before starting to design the learning and talent solution that meets their actual needs.

As a result of that every single one of ATC's e-learning solutions is unique and reflects each bank's very own corporate values and organisational culture.

State-of-the-art technologies on-premise or on the Cloud: the choice is yours!

A key feature of our solution and services' portfolio is the deep level expertise in state-of-the-art technologies for e-learning and talent management like Saba Enterprise and Saba Enterprise Cloud, which adds flexibility to your solution's core.

As a result, ATC provides banking organizations with a real-time management system to enable their aligned human capital network.

The solution's core is usually an integrated suite of open software applications for learning, performance and talent management that allows enterprise scalability and lower cost of ownership.

A three-step approach: Design, Actualisation & Support Services

ATC's experienced team will help you design, realize and optimize your people processes through the provision of an extended services' portfolio that are a perfect fit for your needs. Our approach drives highest levels of user adoption and long-term customer satisfaction through our after sales support services.

Step One: Design

ATC design services provide you with the expert insight, proven methodologies and practical tools. We can help you build your new training and talent strategy (a framework and a roadmap) for the entire banking organisation and to critically assess your people's skills and competencies with powerful training needs analysis.

We also design alongside you the perfect custom learning and talent management solution by letting you select from a wide range of platforms and tools (Saba Learning, Talent Management, Centra Collaboration Suite etc.). Finally, ATC experts help you design a governance structure and set your deployment up for success.

Step Two: Actualisation

ATC actualisation services utilize proven methodologies, tools and expertise to help you realize your solution. We provide enterprise software services including system configuration, implementation and deployment based on structured project management activities to help you



launch your system quickly and within budget. We guide you through software functionality and help you improve the processes and the way you work within the newest social, mobile and collaboration technologies.

Our team of experts provides you all the necessary migration services so that you can optimise your new solution with previous essential system and user data. We also help you make the most of your system's capabilities by integrating it with your ERP, HRMS or other third party systems, streamlining visibility of training costs, learning to business results, manage-

ment accountability and many more. ATC can manage the entire content development project or assist your developers with templates, processes and job aids. We also provide a unique combination of consultative services, instructor-led and on-the-job training address the needs of everyone: from administrators to end-users.

Step Three: Support

Receive direct support for your end-users who have questions about any aspect of your solution with ATC's trained services personnel through our End-User Support.

Online Finance & Banking Courseware Offerings

ATC as a Value Added Reseller (VAR) delivers banking and finance courses developed by KESDEE Inc (www.kesdee.com) to banks across Greece. Through an extensive and up-to-date course catalogue KESDEE Inc brings top-of-the-class content in English to thousands of users across the world, helping them in the development of critical skills through self-paced e-learning.

ATC Saba: A long-lasting, successful partnership

ATC has a long and successful partnership with Saba Software Inc, a premier provider of learning and talent management solutions that is now leading the transformation of work. Saba enables organizations to transform the way they work by providing a people-centric technology platform that focuses on the continuous development of their people.

With 2,100 customers and 31 million users around the globe, Saba helps the world's best-known and most innovative brands adapt to the future of work by continuously developing, engaging and inspiring their people

Human Capital Management Services Awards

Saba awarded ATC with the Saba Services Partner of the Year 2006/2007 for Europe, Middle East & Africa (EMEA) award.