



Business Case for IT Education

The e-development training suite

Open Training was founded by Magnus Penker and Hans -Erik Eriksson, both well-known authors with a numerous of best-selling IT-books (e.g. UML Toolkit) in USA and other parts of the world. Open Trainings new suite of highly up-to-date interactive courses for system developers and web designers is called the e-development training suite.

The suite consists of :

- 1) **interactive UML**
Introduction to UML – The International standard for modeling systems
- 2) **interactive introduction to RUP**
Introduction to Rational Unified Process, the de facto standard process for system engineering – also widely used by many big companies
- 3) **interactive introduction to Rational Rose**
Introduction to the most used modelling tool for UML and RUP
- 4) **interactive JavaScript & DHTML**
JavaScript and Cascading Style Sheets are standard techniques for producing modern and interactive websites.
- 5) **interactive Java**
Introduction to the leading object oriented programming language in the world

Soon we will also offering interactive XML, .net and C#. All important programming languages and techniques will be supplied within the suite.

Advantages

What's make the suite unique is that it is accredited by numerous of well-known universities such as the Royal Institute of Technology in Sweden. Today, the suite is used by many of the

worlds leading companies and also distributed by international resellers. Some of our clients we would like to mention are (both Swedish and international):



Adcore, Adera, Adtranz, AMS, Askus, Assi Domän, Astra Zenica, Atlas Copco, AU gruppen, AU Sytem, Avantra, Avesta Polarit, Berget Systemdesign, Cap Gemini Ernst& Young, CC Systems, Cell Network, Columna AB, Datavis Norr, Ericsson, FOA, Frontec, Föreningsparbanken, Försvarets Materialverk, Halogen, Högskolan i Gävle, Idrotts- och föreningsförvaltningen , IKEA, Industri-Matematik, Kentor, Know IT, KTH, Landstinget, Lernia, Linköpings universitet, Luleå Tekniska universitet, Maxi Marketing Systems, Meridium, Metria, Modul 1, NDC, Nira Automotive AB, Nordea AB, Norra Älvsborgs läns sjukhus, Nordstedt Juridik AB, Northspace Communication, Nynäshamns kommun, Parallell Conuslting, Posten, Prevas, Readsoft AB, Riksförsäkringsverket, Rikspolisstyrelsen, RKS, Riksskatteverket, Saab, Sandvik, SAS, Scania, SEMA Group, Softronic, Statistiska Centralbyrån, Stockholms universitet, Sveriges Riksbank, Telia, Tieto Enator, Upline AB, Vattenfall, WM Data, Volvo och Ångpanneföreningen, Rentenanstalt, UBS, Winterthur Assurance, Isotronic AG

Dr R.M Soley, Chairman and CEO, OMG says about Open Training e-development suite:

"With UML now accepted as a world-wide standard for software and business modeling, the need for effective training is larger than ever. Open Trainings "interactive UML" provides an interactive, powerful and fun way to quickly and effectively learn all aspects of UML."

[OMG is the standardization organization with members such as ABB, Ericsson, and Microsoft]

Product Description (short version)



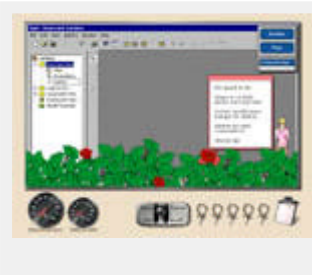
interactive UML (Unified Modeling Language)

UML is established as a world standard and is suitable both for business modeling projects and systems development projects in today's e-market. Not only does UML facilitate communication between business and development, but it is also a major factor in ensuring that the right system is constructed.



interactive introduction to RUP (Rational Unified Process)

Interactive introduction to RUP is now available in version 1.5 with a completely new chapter. This course has rapidly become a great success. RUP is one of the most popular processes for systems development on the market. This development process has evolved over a number of years and is currently used by several major Swedish companies, including Volvo and Ericsson.



interactive introduction to Rational Rose

Rational Rose is the leading modeling tool within systems development and is used worldwide. The tool is based on UML, which is the leading standard. The course is only available in Swedish, but an English version will soon be released.



interactive Javascript & DHTML

JavaScript and Cascading Style Sheets are standard techniques for producing modern and interactive websites. These techniques, in combination with HTML, make DHTML - dynamic HTML. Our interactive course in JavaScript and DHTML describes how to create attractive and user-friendly websites using Cascading Style Sheets and JavaScript.



interactive Java

Java is the leading object oriented programming language in the world. In this course you learn both the basic concepts of the language and the more advanced parts. Theory is combined with practical exercises, and the chapters cover the use of variables, class hierarchy, and applets, as well as database connections and event handling. Students can view their results and do the exercises directly in their browsers.

Solution

The e-development training suite is a training solution for modern system engineering, and the suite expands step by step to provide you with the latest in professional IT Training for developers.

The courses can be distributed by Intranet, also large intranets in global organizations. We have several clients which have set up worldwide solutions for the courses.

The courses can also be distributed by CD-ROMs.

If you chose an intranet version all courses are compatible with SCORM – the standard protocol for Web-Based courses.

Open Training also have an international top class solution for LMS – StarGate, a platform with is also used by international organisations such as Volvo Group. This is a complete LMS with can be delivered together with the e-development training suite, but also used for other learning activities.

Business Case

The following courses are to be considered obligatory for modern developers and IT-project leaders:

- 1) Unified Modeling Language
- 2) Rational Unified Process
- 3) Rational ROSE

Today, many training companies such as Learning Tree are selling huge amount of this kind of courses. The price for a 3-4 days trainer lead session are approximately 2000\$

for professional IT Training, which means that all three courses (UML, RUP, ROSE) are about 6000\$. Other courses, which are necessary to get a complete understanding of how to apply UML, is Java and Java-Script. This is also a topic that is a target for a huge amount of training at companies. Java and Java-Script courses is about 1500\$ each, if trainer led. This means that all five courses would be about 9000\$ if they are trainer led, exclusive expenses for travelling and lost production capacity. If the learning is accomplished via e-Learning through the companies intranet or CD-ROMS the cost could be reduced to between 500\$ and 1500\$ per student. If the volumes are, for instance, over 100 students it could even be reduced further.

Let's assume that a company has 20% discount on instructor led training, then this training suite can achieve a **cost reduction over 70%!**

To that, customers also get the advantage of certifying and monitoring all students via an LMS (Learning Management System). If a customer does not have an LMS we can offer different Learning Management Systems . We have one of the most powerful LMS in the world (StarGate, used by the Volvo Group, Ericsson and other multinational companies)

Open Training can, on demand, provide you with new course titles – if the new titles fit into the e-development suite the prices is reduced. Our program is constantly under development – to be modern, have a high profile and possible for certification.

Please, do not hesitate to call us. We would be very happy to present our courses in more detail.

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