

Beneficial Strategic Partnership

As 'founders' of the Walk In™ training system we started in 2001 (Rotterdam, the Netherlands) with MCSA-MCSE2000 certification tracks for 6-8 students per day.

After expanding to Amsterdam in 2002, our complete overview of courses, available for Walk In™ students, is for CompTIA, MCDST, MCSA, MCSE, MCSA.NET, MCAD, MCDDBA, MCAD and Cisco. With an average of 40-50 students per day, we realise now \$ 300,000 per month of revenue with the Walk In™ system.

In the spring of 2005 we got into contact with Career Academy, concerning:

- course content for our Walk In™ classrooms
- online content (service for our students !): VideoTrainerII®

As for the course content for our Walk In™ we have invested, for a start, in the very extensive ASP, C# and VB Developer Series. Our MCAD, MCSA.NET and MCDDBA students will start working with the Career Academy course ware, as from August 1st 2005. We have investigated the 'market' of content providers (LearnKey, Keystone, CBT Nuggets, ElementK and Career Academy), especially for our Developer courses, and are absolutely sure that Career Academy has the largest number of titles! Next to that, the courses are designed for the MOC's, for preparation of the exams very important. As we provide Exam Guarantee, that was also very important for us.

Career Academy not only offers the MCAD, MCSA.NET and MCDDBA certification tracks, but also an additional number of 'specialist' courses, that our current database of Developer students will appreciate.

With the experience of 4 years of Walk In we also know that students want to have 'attractive' products and service for self study. We provide them with MOC's or Microsoft Press kits, of course, but many of our students do not really like that 'way of self study'. After a preparation time of 3-4 months we now offer all of our Walk In™ students with a unique service, in the Dutch market. The VideoTrainer® technology of Career Academy provides them with multi media courses, including PowerPoint slides, Hands on Labs, tests, downloadable PDF courseware and a true Synchronized LMS. In the 1st week of launching the Videotrainer®, many of our students have invested extra money with us, to obtain access to Videotrainer®.

Many of the content providers in the market either do not even offer this kind of technology (e.g. LearnKey) or the 'quality' (speed over Internet, sound, screen dumps) is 'low' (e.g. ElementK), especially in comparison with the Career Academy solution. Important too, is that the investment for a New Horizons is very competitive (priced): therefore our students can benefit from that too! The investment with the other content providers would have been much higher.

Whenever you want more personal information or if you are interested in a visit to our facilities in Rotterdam and Amsterdam, do not hesitate to contact me. You are always welcome, let's use the power of the network and share (successful) experiences.

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