



Training Credit Management with ViewCentral

Add value, strengthen partnerships and build revenue with automated prepaid agreement and credit management tools

Benefits

- Higher sales value from block sale of training credits
- Freedom from having to schedule classes at sale time
- Time savings for sales representatives
- Better cash flow with up front tuition payment
- Better channel relations with prepaid training credits, usage limits and better management tools
- Less administrative hassles for customers
- Full reporting on balances and activity

Turn training credit management from a costly exercise into a profitable relationship builder

Offering your customers the option of prepaid agreements gives them a convenient way to pay for training and control spending—adding value to your services and increasing potential for revenue. But managing those agreements and keeping track of who holds them, what they are used for and how much is spent can also be time consuming, resource intensive and costly.

And not only can such administrative hassles be a barrier to your organization's productivity and profitability. They can also lower your sales potential by being a burden to your sales reps—who often have little time or inclination to sell classes if they have to manage agreements and training credits that go with them. But companies including HP, Synopsys and Tibco have discovered, there is a fast, easy and profitable solution: Automated training credit management with ViewCentral.

Good for you

ViewCentral training voucher management automates the agreement life cycle from end to end. Providing flexible, scalable, solutions that increase your operating efficiency, its services let you focus resources on profitable and more strategic issues—and with the peace of mind of knowing that agreement usage is completely transparent.

Simply by pointing and clicking you can establish whatever rules you deem appropriate for how agreements are redeemed and paid for by a customer. ViewCentral then manages the drawdown of credits when their employees take classes, restores credits when they cancel and maintains a complete history of every transaction. Itemized reports of all activity are yours on-demand. The options of making manual edits and transactions with annotations are also yours. And you can create usage limitations for different categories of classes according to company status, country, regions, categories, etc.

Great for customers

With ViewCentral, customers can enjoy the benefits of your training programs without having to first plan schedules, choose tracks and assign attendees. Instead they simply purchase a block of agreements or credits, and classes and courses can be purchased with the credits as needed. And budgeting is far simpler since there's no need to pull a new purchase order for every class or course taken.



A big incentive for your partners and sales teams

ViewCentral also delivers a huge win-win to you and your partners, and sales teams. Now when they sell software/hardware they can also upsell on training—without the hassles of selling individual classes. And instead of having to work out training arrangements for every sale, customers can simply purchase blocks of training credits as they see fit. No more time spent poring over catalogs—ViewCentral maintains a library of referenced course listings that can be accessed on demand.

Plus, the reporting you need to manage agreements efficiently and more profitably

Profitably managing prepaid agreements means knowing their status at any point in time and with ViewCentral that knowledge is yours with a click. From orders and activation to usage and deactivation ViewCentral empowers you with reporting tools that provide:

Key Features Include

- Tracking usage of prepaid agreements
- Flexible rules to restrict usage
- Automated communications to agreement purchasers
- Robust reporting features

Additional Product Information

www.viewcentral.com/resources

- Training as a Business
- Automated Revenue Recognition
- Certification Management
- Subscription Management
- Training Credit/Voucher Management
- Global Taxation
- Salesforce Integration
- Schedule a free demo

Display All Records Display Active Records															
Display All															
Credit Key	Number of Credits	Remaining Balance	Currency	Purchase Price	Remaining Net Value	Remaining Gross Value	Start Date	Expiration Date	Contact Name	Contact E-mail	Type of Credit	Payment Detail	Memo	Product #	Sales Route
▶ atlas001	50000	2484	EUR	33750.00	1678.70	1863.00	1-Apr-08	31-Jul-15		dtaggart@mrk.com	Pre-purchase		This is a memo		
▶ atlas001	20000	1500	EUR	15000.00	1125.00	1125.00		1-Dec-14		dtaggart@mrk.com					
▶ atlasest1	7	7		500.00	500.00	500.00									
▶ Atlas002	2	1	USD	1600.00	800.00	800.00									
▶ atlas003	5	5	USD	4000.00	4000.00	4000.00	10-Apr-13	9-Apr-14	Terry Lydon	tydon@mrk.com					
▶ Atlas008	50000	50000	USD	37500.00	37500.00	50000.00									
▶ ZHLLXGM850J7	10000	10000	USD	9000.00	9000.00	10000.00									

Credit Record Summary: View the detailed transaction history of each credit record.

Atlas Communications [atlas001]								
Entered Date	Confirmation Number	Event Name	Start Date	Name	Number of Credits	Remaining balance	Full Description	
26-Jun-15 7:58AM	299-1407-875-68-2456	55021 Configuring and Administering Hyper-V in Windows Server 2012	17-Aug-15 12:00AM	Cindy Padilla	-100	2484	Registration	
26-Jun-15 7:38AM	299-1414-875-61-2455	Dell ProSupport		Cindy Padilla	-100	2584	Registration	
26-Jun-15 7:30AM	299-1414-875-61-2454	Dell ProSupport		Cindy Padilla	-100	2684	Registration	
27-Jun-15 7:39PM	299-1416-875-68-2453	55021 Configuring and Administering Hyper-V in Windows Server 2012	10-Aug-15 12:00AM	Cindy Padilla	-100	2784	Registration	
27-Jun-15 7:17PM	299-1414-875-61-2452	Dell ProSupport		Cindy Padilla	-100	2884	Registration	
26-Jun-15 7:06PM	299-1414-875-61-2451	Dell ProSupport		Cindy Padilla	-100	2984	Registration	
26-Jun-15 6:49PM	299-1416-875-68-2450	55021 Configuring and Administering Hyper-V in Windows Server 2012	10-Aug-15 12:00AM	Cindy Padilla	-100	3084	Registration	
26-Jun-15 4:30PM	299-1420-875-68-2448	Basic Administration for Citrix XenApp 6.5 Certified Training	17-Aug-15 12:00AM	Cindy Padilla	-100	3184	Registration	
26-Jun-15 4:18PM	299-1419-875-67-2448	Basic Administration for Citrix XenApp 6.5 Certified Training	12-Aug-15 12:00AM	Cindy Padilla	-100	3284	Registration	
26-Jun-15 4:10PM	299-1417-875-66-2447	55021 Configuring and Administering Hyper-V in Windows Server 2012	17-Aug-15 12:00AM	Cindy Padilla	-100	3384	Registration	

The bottom line

If you can keep track of your prepaid agreements you can maintain control of revenue. ViewCentral's reporting capabilities enable you to do so profitably. For more information visit us at www.viewcentral.com or call us at 888.322.5169.