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This corporate profile will take you through the key elements that make working with us the right decision for your organisation!

With 20 years e-learning experience under our belts we can provide proven solutions and case studies of successful rollouts of projects for organisations from 50 employees to staff of thousands.

Our flexible approach puts our client at the centre of everything we do.



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ast Updated: Jan/2022







WELCOME

COMPANY PROFILE 2021

"Great things in business are never done by one person. They are done by a team of people".

Thomas Smith

CEO, Integrated Learning Solutions Ltd





Company Profile INTRODUCTION

After 14 years in a senior management position in an Irish export focused e-learning company, GTI Learning.com, Thomas Smith bought out the intellectual property and brand of the e-learning side of GTI and established Integrated Learning Solutions Ltd (ILS Ltd) in January 2014 to focus on providing leading edge solutions in EdTech for International Financial Institutions, Export Promotion Organisations and Trade Oriented Organisations around the world.

Our company runs two businesses:

- A B2C focused Online School called eBSI Export Academy.
- A B2B focused e-learning solutions provider called Integrated Learning Solutions (ILS) Ltd.

The foundational principles of ILS Ltd are to bring to select clients:

- A flexible approach to meet clients' needs,
- Build solutions on a rock solid, scalable, and reliable elearning infrastructure for the project,
- Provide a varied catalogue of actionable and engaging learning content meeting international CPD standards.

The greatest challenge for the learning and development department of any organisation is the decision of what technology to apply to achieve corporate learning objectives.

The bigger the organisation the greater commitment needed to implement a solution.

At ILS we have done all the research for you and can create a solution that will fit the needs of your specific organisation.

We help you every step of the way from scoping out the project to implementing a LearnUpon based learning management system that meets your specific requirements all the way through to incorporating any existing learning assets and Instructor Led Training inputs already existing in your organisation and supplementing it by providing a growing catalogue of internationally accredited online course units which have been vetted to meet Continuous Professional Development Standards accepted by major organisations around the world.

Throughout our working relationship you will enjoy unparalleled student and customer support.



COMPANY

HISTORY

2002-2007

GTI Learning established 2002,2the electronic Business School of Ireland (eBSI). eBSI accredited by 2004,0 Institute of International Trade of Ireland eBSI Consultants win 2004,0 award for Best Trainer. eBSI Develops ADB **Trade Finance CD ROM**

eBSI Accredited by Institute of Export UK

for Vietnam banks.

Electronic Business School of Ireland rebrands as eBSI Export Academy.

2005,04

2005,09-

2007,01-

1999-2001

GTI Learning Founded. -1999,11

GTI Finalist in Enterprise Development Program Annual Competition.

2008-2013

eBSI wins IFC Project to run Trade Finance online course in Bangladesh & Pakistan.

IFC expands project to Vietnam and Cambodia.

IFC Expands project to Nigeria and Kenya.

Thomas Smith buys IPR and **Brand of eBSI Export Academy** and moves it to ILS Ltd.

2014

-2014,01 Integrated Learning Solutions Ltd. is established.

Developed:

- 50 courses in Exporting, Trade Finance and Logistics.
- 101 courses in Digital Marketing.
- 62 courses in MS Office Skills.
- 150 courses in Soft Skills.

Achieved International CPD Accreditation for our course catalogue.

Web: www.integratedlearning.ie

2014-2020

6 YEARS OF **PROGRESSIVE GROWTH**

Developed Export Capacity Building Program for Trade Promotion Organisations.

Managed Global Trade Finance Certification program for IFC.

Established Strategic Partnership with LearnUpon to provide full e-learning solutions.

Able to provide a full-service solution infrastructure, content and consulting for projects of any scale.

MEET OUR TEAM



Thomas Smith Chief Executive Officer

With over 20 years in e-learning and international trade, Thomas holds a Batchelor of Business (Hons) in International Business and an MSc in Applied E-Learning.

MANAGEMENT TEAM



Krishnan Venkatesan

Director of International Business

Highly successful, dynamic economic development manager significant international experience and excellent leadership qualities. By virtue of 39 years experience both in Private & Public enterprises from 1981 till 2020, have acquired specialization in export promotion and trade development for assisting enterprises entrepreneurs in finding, expanding and diversifying their markets abroad.



Kerwin de los **Santos**

Head of Content Development

With a BSc in Computer Engineering, Kerwin has worked in Web Development, Online App Development since 2004 and for the last 10 years in Content Development using Articulate Storyline, 360 and Rise.

Web: www.integratedlearning.ie



Gavin Taitz Head of Customer Support

With a degree in Marketing Management and 26 years of

experience in sales and marketing roles our customers

are in safe hands!

Vadim **Nasyrov**

Projects Director

Vadim has worked in Project Management and Consulting roles for over 20 years and has degrees in Law, Economics, Logistics & SCM and International Trade.



OUR

SERVICES



Consulting

EdTech and Trade

We are passionate about implementing the best EdTech solution for your organisation. With over 20 years building education technology solutions for markets all over the world, we are sure to be able to fit an appropriate solution for your organisational needs.

We believe in providing a personal approach to project implementation.



e-Learning

Content Development

We have developed well over 400 online courses and 20 online certification programs in the areas of trade, trade finance (including winning best trade finance training provider award in 2019), digital marketing, export marketing, Microsoft Office training and Soft Skills online courses.

All our courses are externally vetted to meet International CPD Certification Standards.



Infrastructure

Learning Management System

We can provide two options to meet your organisation's needs.

Smaller organisations of less than 100 users can use our own infrastructure and access to our internal catalogue of courses.

Organisations of more than 100 users can have a custom branded e-learning portal provided by LearnUpon with a selection of our 400+ courses licensed to your portal <u>and</u> we can incorporate your existing content too.



Web: www.integratedlearning.ie

Our value

We partner with the best in the e-learning sector to achieve efficiencies of scale that cannot be made by smaller e-learning companies.

Therefore, you can rest assured that we will confidently meet and match any competitor's pricing on a like for like basis.

- 400+ online courses available for licensing.
- Ability to build rapidly new courses as needed.
- Willing to customize our courses and programs to meet your branding or training needs.



E-LEARNING PROJECT MANAGEMENT

HOW DO WE WORK

While every e-learning project is different as will be seen in our case studies later in this document, several common elements and stages arise in every project.



Client Scoping

First, we will learn about your organisation and its objectives. Once we understand this we will listen to your needs with respect to the e-learning project you have in mind. We will scope out the bones of the project.



Prepare Detailed Proposal

Next, we prepare a detailed proposal for the project outlining all elements and costs that we anticipate will be needed to realise the objectives of the project.

We will seek feedback and clarifications until we have a clear and mutually agreed picture of your project.

What can we do for you?

Here are some examples:

- Deliver a custom online course for a group of your staff on our own LMS with manager access for your designated manager and with co-branded certification upon completion of the course.
- ✓ Provide your Small Firm's full staff with group access to selected parts or all our CPD Catalogue with supervisor access for a designated manager from your firm to monitor their progress.
- ✓ Deploy for your membership organisation a complete and secure e-commerce enabled advanced e-learning portal with selected courses which you can provide for your members either for a fee or free of charge as part of their membership.

You can find more detailed examples in our case studies section of this profile.



Once proposal is signed off and agreed we will work on the project with regular checkpoints to ensure that we are on track with your e-learning objective. Once launched...

e-learning -

Development



Ongoing relationship

We believe in establishing a long-term partnership with our clients and strive to be able to work with your organisation over many projects – and every time we will deliver as if we were winning you over for the first time!



... we will be with you every step of the way with our passionate customer service. Between LearnUpon's technical support and our ongoing customer and consultative support, we will ensure your project meets our agreed objectives.







WHY

LEARNUPON?



"We're working hard, continuing to enhance our LMS and building even stronger relationships with customers like ILS, so that we can help them unlock the power of learning with LearnUpon."

Brendan Noud, CEO of LearnUpon

Pictured: Thomas Smith, CEO of Integrated Learning Solutions with Brendan Noud at their EU HQ.

A CORPORATE LMS AS IT SHOULD BE...

The key to every successful e-learning implementation and every successful online course is the Learning Management System (LMS) that delivers it. During the 21 years we have been working in online learning we have used many systems as we sought to offer the most user-friendly experience for our students and corporate clients.

In 2014 we started working with LearnUpon.com and have deepened our relationship with them every year since as their Corporate Learning oriented Learning Management System proved time and time again to be the best fit for our and our clients' online learning operations.

LearnUpon Features

The core ethos of LearnUpon is to provide the most simplified online learning experience – so the learner concentrates on content and learning as is the key to successful e-learning.

LearnUpon features are designed to be quick to set-up, deliberately simple and infinitely scalable. Achieve e-Learning success by engaging your audience on any device and at any time.

Course Creation is easy with a wide variety of content options available to build courses using Audio, Video, Word, Excel, PowerPoint, and PDF as well as industry standard course content packages in SCORM 1.2 and xAPI (Tin Can).

One can integrate Learnupon with HR, CRM, Sales and Marketing Systems by using either an API, Single Sign, Two-Way API, Webhooks, Salesforce or Webinar integrations.





LEARNUPON FEATURES

A Powerful Feature Set

Learnupon supports a powerful Assessment, Examination and Certification System which allows for the implementation of certification or recertification programs. There are multiple question types available along with submission of written assessments which allow for a broad range of assessment possibilities. Certificates can be customized to the client's brand and look and feel.

Webinars and Instructor Led Training can also be incorporated into the Learnupon system allowing for full flexibility for clients. Our system has full time zone and iCal support allowing training events to be organized anywhere in the world.

Our powerful groups functionality allows clients to segregate users according to job role or control groups which can have a manager and specific reporting functionality for each group. It is possible to pre-assign specific courses to each group and monitor group members progress on those pre-assigned courses. One can also use group function to allow open access to a specific catalog of courses which can be selected by group members freely. Just tell us your use case and we will tell you how we can meet it!

Groups and Customisation

Clients can appoint managers to oversee groups of users or instructors to oversee participants of specific courses. Client can also appoint an inhouse LMS Admin who we will be happy to train to take advantage of the key functions of the LearnUpon LMS.

We can **custom brand or co-brand** the e-learning portal to be consistent with client's main website or corporate look and feel. The e-learning portal can be **white-labeled** to your company domain name such as elearning.mycompany.com.

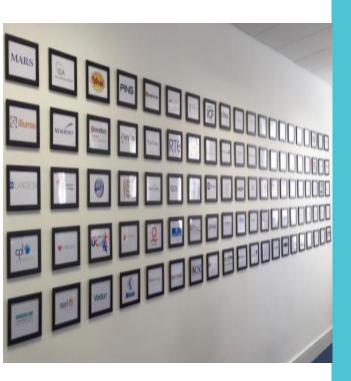
We can assist clients to implement a powerful gamification system to encourage competition among learners. We can assign achievement awards and course completion badges as well as progression ranks based on user participation on the learning management system. A Leaderboard can be shown for all users showing who's most active/successful on the portal.

Finally, a key success factor in our client deployments is our multi-award-winning **customer support** with all support requests being responded to within a few short hours of receipt and most issues resolved for users within 24 hours.

Email: info@integratedlearning.ie









Integrations

Powerful integrations and API allow interconnectivity with other applications.

Our powerful eCommerce functionality allows us to create an online shopfront for client portals if needed or to use an internal course catalog for closed learning environments where only registered employees are to be given access.

We can also allow flexible pricing on courses including varying pricing for members and non-members for associations or chambers of commerce. Clients can integrate with Shopify to extend the eCommerce functionality further. Integration with Zapier has also now been added to further extend LearnUpon eCommerce functionality.

Available on All Platforms

The Learnupon user interface is fully responsive allowing the best presentation of courses on all devices whether they be desktop, laptop, tablet, iPad or mobile. Our courses are deployed in HTML5 to allow access from all platforms and we have a custom app for iOS and Android to allow for easier access to courses.

Learners can access courses on PC, MAC, iPad, iPhone and any Android device and their experience is fully responsive.

Powerful Reporting

The Learnupon reporting system allows for multiple types of reports to be run on users, groups and courses allowing course administrators and managers or instructors to stay on top of course and user progress. More in-depth reports can be exported into Excel allowing for powerful data analysis.

Data privacy is taken very seriously and our LMS is fully GDPR compliant.



SalesForce.com Integration

For customers of Salesforce.com there is powerful and seamless integration between the LMS and Salesforce allowing real time reporting on users as well as the ability to assign courses from Salesforce.



Scalability

The system is designed to be scalable for clients with 50 to over 5000 users. Clients with several hundred thousand users use our system every day with tens of thousands of course completions per day.



Secure Environment

The Learnupon learning management system is secure and stable with 99.99% uptime. Clients data is backed up multiple times daily. System security is tested regularly to ensure its integrity. User sessions are encrypted.



Reliability & Dependability

Modern web application practices and the use of a global Content Delivery Network (CDN) ensure course content is always close to your learners. LearnUpon's infrastructure is constantly monitored and can automatically scale as demand arises.

Web: www.integratedlearning.ie





LEARNUPON

AWARD WINNING LMS



The highly anticipated 2020 Brandon Hall Excellence in Technology Awards proved to be a great success for all the team at LearnUpon. Now the proud winners of 4 new awards, including a gold for Best Advance in Learning Management Technology.

Building on last year's tremendous success, LearnUpon received:

- Gold for Best Advance in Learning Management Technology
- Silver for Best Advance in Learning Management Technology for External Training
- Bronze for Best Advance in Learning Management Technology for Compliance Training
- Bronze for Best Advance in Technology Innovation for the Remote Workforce

A Growing Array of Awards



LearnUpon named in Training Industry's Top LMSs of 2020



Every year, Training Industry, the expert resource for learning professionals, names its tops learning management systems. We are proud to announce that LearnUpon was included on the prestigious 2020 list.

Curated for learning leaders, Training Industry's Top LMSs of 2020 aims to help those working in learning and development around the world discover the best solutions available on the market today. The list is always highly anticipated and respected.

Being one of Training Industry's Top LMSs of 2020 is only one of the recent achievements by LearnUpon. Now with 1,000+ customers and a \$56 million growth equity investment, they are poised to become the industry leading LMS used by the biggest businesses around the world.

Email: info@integratedlearning.ie







Corporate Member

The CPD Certification Service

Benefits for Organisations

Providing CPD accredited learning benefits your organisation through recognition and increased brand perception. Internal use of Continuing Professional Development encourages and promotes a healthy learning culture for your organisation, leading to a more fulfilled workforce and retaining valuable staff.

Many organisations have staff with CPD obligations as members of professional bodies. In circumstances where internal CPD training resources are low, organisations use outsourced CPD training providers to meet staff requirements.

Outsourced CPD providers are typically training companies, online learning resources, events and conference organisers. They are experts in their field and provide practical learning opportunities through CPD events, seminars and accredited CPD courses. Our CPD courses are 1 to 2 hours long, delivered online, tracked and assessed automatically through our LearnUpon LMS.



Internationally Recognised for Corporate Staff Development.

CPD stands for Continuing Professional Development (CPD) and is the term used to describe the learning activities professionals engage in to develop and enhance their abilities. It enables learning to become conscious and proactive, rather than passive and reactive.

CPD combines different methodologies to learning, such as training workshops, conferences and events, e-learning programs, best practice techniques and ideas sharing, all focused for an individual to improve and have effective professional development.

Accompanied by such growth is the acceptance that academic qualifications must offer more vocational and skills-based or 'practical' learning. A structured, practical and methodical approach to learning helps employers across industries to keep key staff and develop the skills & knowledge in their organisations to maintain a sustainable and competitive advantage.



What is accredited CPD Training?

What is CPD' and 'How to become CPD accredited' are common queries discussed across the varying industries. Accredited CPD training means the learning activity has reached the required Continuing Professional Development standards and benchmarks. The learning value has been scrutinised to ensure integrity and quality. The CPD Certification Service in the UK provides recognised independent CPD accreditation compatible with global CPD requirements for Integrated Learning Solutions Ltd.



What are the benefits of CPD?

Continuing Professional Development is essential in helping individuals, organisations or entire industries to keep skills and knowledge up to date. Providing CPD enables organisations to become a knowledge bank to key stakeholders of your organisation. CPD accredited training courses, workshops and events allow professionals to use the learning time towards individual CPD requirements.

Email: info@integratedlearning.ie





2014-19

ONLINE EXPORT CAPACITY BUILDING PROGRAMME FOR EXPORTT IN TRINIDAD AND TOBAGO

Project Highlights

Developed 42 online course units and assessments and deployed them with custom branded look and feel on a custom branded LearnUpon portal. We implemented a gamification system for participants of the online programme. Successful participants attended a graduation event arranged by exporTT and received custom certificates.



42 Course units developed.



Custom look and feel on courses and portal.



Gamification Implemented.



+125 SMEs trained in 5 years.



The National Export Facilitation Organization of Trinidad and Tobago

exporTT sought an innovative solution to provide a comprehensive online export capacity building programme for its clients. With ILS and eBSI they found the ideal partners to deliver the program.

We are pleased with the content of the courses, the continuous follow-up, and all the assistance received from the ILS team.

Maria Padilla-Benjamin, Training Manager, exporTT



This custom e-learning programme was delivered one course per week for 42 weeks over 4 editions of the programme through a custom branded LearnUpon Portal with gamification implemented.



Web: www.integratedlearning.ie





2015-ONGOING

DEVELOPED SYSTEM ONBOARDING TRAINING FOR MEMBERS AND E-LEARNING PORTAL FOR WEBPORTGLOBAL.COM MEMBERS

Project Highlights

WebPortGlobal.com is a business networking community considered the 'LinkedIn for Exporters'. They sought a training solution to assist new members to learn the many varied and useful tools on the site to maximise the value of their membership. We also provided a custom e-learning portal and licensed 50 courses to meet the further online CPD training needs of WebPortGlobal members.



7 course units developed.



Customised branded e-learning Portal.



50 courses licensed to portal.



+2000 users trained.



Specialist online community focusing on trade support for SME companies working in import-export around the world.

Thanks to ILS for the support and creativity shown during the development of our onboarding training for members. Feedback from users on our portal has been excellent!

Jim Krzywicki, WebPortGlobal



The custom onboarding course covered every tool in the WebPortGlobal Community and was delivered along with 50 licensed courses through a custom e-learning portal.







2016

DEVELOPMENT OF CUSTOMISED ONLINE TRADE CERTIFICATION FOR STAFF OF BLADEX (BANCO INTERAMERICANO DE COMERCIO EXTERIOR)

Project Highlights

Bladex contracted us to customise and deliver a series of trade courses refined to their specifications but based on off-the-shelf courses already in the ILS Catalogue. The courses were delivered as a customised and branded course and delivered on eBSI Export Academy's Learning Management System.



4 certificate programs developed.



1 program translated into Spanish.



+230 staff trained and certificated.



Course units customised to Bladex's branding.



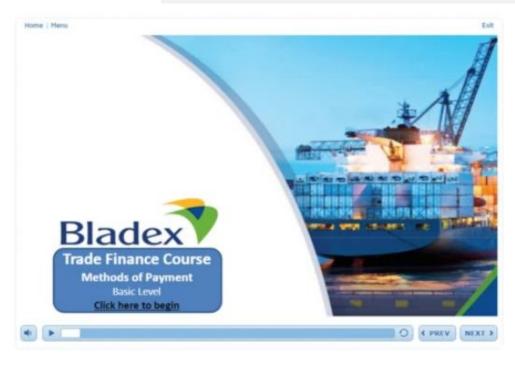
Creation of an online trade certification to be deployed at 4 levels, Basic (in Spanish), Intermediate, Advanced and Specialised (in English) and branded to Bladex's look and feel. Course was deployed to 230 staff online in 6 countries.

We are very pleased with the content of the courses, the continuous follow-up, the periodic reporting on the advancement and all the assistance that was received.

Maria Teresa Jaramillo, VP-HR, Bladex



Spanish versions of our courses were created which were then edited to offer basic training for one of the required programmes.







2016-18

TRADE FINANCE CERTIFICATE COURSE FOR INTERNATIONAL FINANCE CORPORATION

Project Highlights

Between 2008 and 2010 IFC ran a trade finance certification through eBSI Export Academy, ILS's online school, focused on trade finance professionals in issuing banks in Bangladesh, Pakistan, Vietnam, Cambodia, Kenya and Nigeria.

In 2016 IFC contracted ILS to update the Trade Finance Certificate and deliver it on a global basis for 3 years.



10 course units developed.



10 scenario based assessments.



Custom branded e-learning portal powered by LearnUpon.



Global Program managed by ILS.



Development of an online trade finance e-learning certification to be delivered through a custom branded portal and managed globally by ILS for 3 years.

Between 2008 and 2019 ILS trained a substantial amount of trade finance professionals around the globe with excellent feedback received.

Susanne Kavelaar, International Finance Corporation



Scenario based assessments were developed to offer a more practical assessment strategy for the global certification programme.

Global Trade Finance Program





For further information, please contact Thomas Smith eBSI Export Academy

Trade Finance eLearning

IFC Global Trade Finance Program is pleased to announce the global re-launching of its e-learning program: IFC International Trade Finance elearning program (previously known as the IFC FIT initiative), a specialized training program designed to encompass the core products and foundation operational areas of International Trade Finance. Since 2008, this program has resulted in over 800 graduates with excellent feedback from participants. The new global program has been completely updated and redeveloped and is now available globally to all IFC stakeholders and trade finance practitioners.

This initiative is sponsored by IFC and delivered by eBSI Export Academy's team of worldwide experts in order to ensure the highest standards of quality.







In partnership with



2017/18

INTERNAL TRAINING CATALOG FOR NATIONAL INSTITUTE OF BANKING AND FINANCE IN PAKISTAN

Project Highlights

The National Institute of Banking and Finance (NIBAF) sought a vendor to provide 300 soft skills courses of at least 30 minutes' duration each to be deployed on a custom branded e-learning portal where various groups could be assigned specific courses and have access to a broader catalogue of courses.



300 short courses developed.



Custom branded e-learning portal.



Groups management and course assignment through catalogue.



330 staff trained.



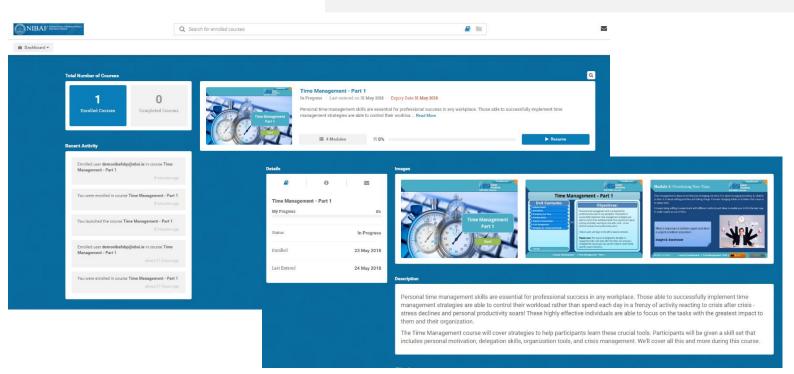
Creation of an online e-learning portal and 300 short Soft Skills courses with CPD Certification and delivered over a 6-month period for 330 staff members.

The idea/initiative of E-Learning portal is highly appreciable, as it offers unhindered accessibility to the trainees, irrespective of the time and place of their physical presence.

Danish Noorani, LearnIn - Local Project Partner



Production of 300 courses of approx. 45 minutes' duration on Soft Skills topics in 6 months for delivery under the project.







In partnership with



2019/22

FULL LEARNING MANAGEMENT SYSTEM AND CONTENT SOLUTION FOR TELENOR MICROFINANCE BANK OF PAKISTAN

Project Highlights

Telenor needed to deploy a robust and large-scale learning management system that could integrate with its Human Resources Information System, provide a wide range of off the shelf courses, allow the incorporation of existing training assets from Telenor and be able to develop more custom courses as needed.



275 courses licensed.



Custom branded e-learning portal



25 custom courses developed.



Integration with Telenor Human Resources Information System.



Over 3000 staff trained and CPD Certified to International Standards.



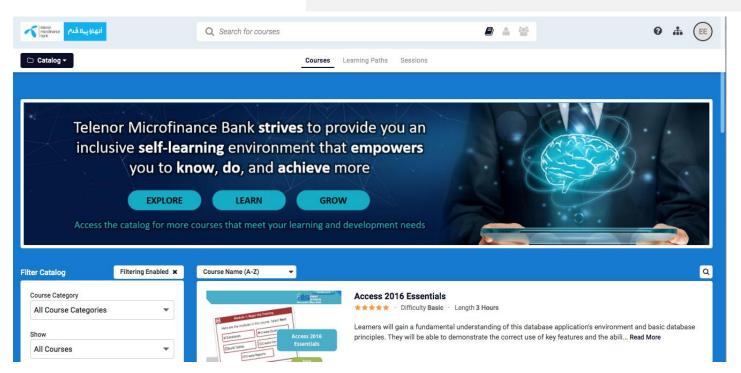
Deployment of a custom e-learning portal for internal staff use to deliver 275 courses and host 25 Telenor internal courses and management of 3000 staff users including CPD Certification of same.

The ability to provide an industry leading corporate LMS along with a broad catalog of off-the-shelf courses from ILS allowed us to combine our own course catalog with that of Telenor.

Danish Noorani, LearnIn - Local Project Partner



Integration of the client's Telenor e-Learning portal with Telenor's Human Resources Information System to track course completions and onboardings.



Web: www.integratedlearning.ie





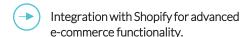
2020-ONGOING

E-LEARNING PORTAL FOR MEMBERS OF THE B2B MARKETPLACE AFRIEXPORTER.COM

Project Highlights

AfriExporter.com is a B2B marketplace and trading resource that sought to expand their service offering to include export oriented online courses. They partnered with eBSI Export Academy, the B2C arm of ILS to create AfriExporter Academy which would offer eBSI's Export Training to the African Continent.







On-site training events delivered in Lagos, Nigeria.



AfriExporter.com wanted to expand their service offering to include training and online learning. They contracted ILS and eBSI Export Academy to provide an e-learning portal and licensed courses and arranged seminars.

With eBSI Export Academy's international reputation as a leader in International Trade online training, it was the clear choice as partner in AfriExporter Academy.

Idris Mamukuyomi, AfriExporter.com



Integrated LearnUpon LMS with Shopify to provide advanced e-commerce functionality.





Courses Developed +400



+200,000



Investment \$56M

Our technology LMS partner LearnUpon achieved an investment of \$56 million in 2020 to further its development.





World Trade Centre, Dublin 22-24 Lower Mount St. Dublin, Ireland



Call: +353876783785

Fidelity Bank Plc



Email: info@integratedlearning.ie

NMB BANK LIMITED CzechTrade

Here are some other organisations that have benefitted from our e-learning solutions and training:

