

Technowrites Corporate Training Case Study



Ness Technologies

Ness Technologies provides information technology and business planning services in North America, Europe, the Middle-East, and the Asia Pacific. Ness Technologies has been ranked as one of the top ten global IT outsourcing vendors by Brown-Wilson Group. Its primary operations are in Israel, India, North America, and Europe.

Client's Challenges	<ul style="list-style-type: none"> • Optimizing Business Proposals writing time • Information reuse across proposals • Lack of formatting in proposal documents 		
Training Completed	<ul style="list-style-type: none"> • Training was conducted at Hyderabad office for the Pre-sales team. • Training included proposal writing process and its nuances. It discussed specific deliverables including Executive Summary, Technical Bid, and Cost Bid. 		
Training Duration	16 Hours (2 days)	Training Location	Hyderabad
Tool	<ul style="list-style-type: none"> • MS Word • MS Excel • MS PowerPoint 		
Training Highlights	<ul style="list-style-type: none"> • Training included preparing a standard format for preparing a Cost Bid, Technical Bid, and Executive Summary. • Three weeks after the training, Technowrites conducted an update session through WebEx. More than 60% of the participants attended the update session and got their queries answered. 		
Participant Takeaways	<ul style="list-style-type: none"> • Hands-on exercise sheets • Proposal templates • Ready-to-use checklists • Ebooks • Style guides 		