



PRESS RELEASE

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Assima (DACG) Ltd Win IITT Gold

Assima (DACG) Ltd, in partnership with Xerox Ltd, has won the 2007 **Gold Award** from the Institute of IT Training for designing and delivering a blended learning solution to support Xerox in introducing a simultaneous multi-country, multi-language ERP implementation.

The award, in the category External Training Project of the Year 2007, acknowledges the success of the company's work on Xerox's Business Transformation Programme - a four-year pan-European project to drive efficiency across the business, in 16 countries and for 12,500 employees.

The first stage of the project - Supplier Relationship Management (SRM) - involved the introduction of common business processes and enterprise-wide systems (mySAP SRM & Financials) to ensure efficiency and clarity in all working practices. This project would be a prototype for all such programmes going forward, and Xerox's goal for the training solution was to provide employees with a state-of-the-art training programme that would instil knowledge and confidence in the new systems and processes.

Against an aggressive three-month timescale, the SRM training project had to be a blended, multi-lingual solution that would consider various learning styles and techniques and provide long term support for existing employees and new starters.

It included:

- v Change Awareness and Readiness
- v Blended Learning Materials
- v Train the Trainer Programme
- v Instructor-led Training Events
- v Post-training Performance Support
- v Reporting and Training Administration

- More -

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Assima (DACG) Ltd deployed a training team of 12, including SAP subject matter experts, language experts including native French, Spanish and German consultants; e-learning technical consultants and a project manager. Within the project timescale the team delivered more than 400 learning elements across four languages, including simulation lessons, instructor-led courses, user guides and help cards. All training content was published and loaded onto the DACG training portal which was branded and customised for Xerox.

Commenting on the success of the project, Simon Hannaford, Xerox Training Manager, said; "We were very impressed at the solution delivered by Assima (DACG) Ltd to such a complex brief and such a tight timescale.

"The SRM systems went live in September 2006 and while the evaluation of the business benefits is still being assessed, it is already clear that there are significant reductions in purchasing lead times and much improved visibility of business performance through management of information. Many of the business efficiencies and cost reductions anticipated have already been achieved, and training feedback shows that 90 per cent of users feel confident in their skills and knowledge to perform their role in SRM."

Commenting on the training programme, the IITT said; "The judges were particularly impressed with the range and effectiveness of the materials recognising that delivery was achieved within a very short timescale. Evidence of good change management and a thorough understanding by DACG of what was needed came through clearly, and DACG demonstrated agility and operational flexibility."

Paul Stevens, Managing Director of Assima (DACG) Ltd said; "This is an excellent award to win because the IITT acknowledges that our work with Xerox was the industry's best training programme of the year, in which we worked together with our client on a business critical initiative with aggressive timescales to help realise the vision of changing Xerox's learning culture.

"We are particularly pleased that it also shows what can be achieved with a blended solution that included simulation development using the Assima Wizard Training Suite, learning content management through DACG's Learning Centre, and high quality training development and delivery services through our consulting arm."

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