

Watermark Learning

Technical skills for business

Since 1992, Watermark has helped organizations improve productivity and effectiveness through timely and relevant skill development. Our training, mentoring, courseware, and other related services combine industry best practices, a practical approach, and an engaging delivery.

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**Project Management, Business
Analysis and Leadership
Skills for Productivity Improvement**

The Watermark Learning Promise

We promise our clients motivated, productive, and effective employees with the relevant skills to accomplish the business goals of their organization.



We've Kept This Promise to Thousands of Students in Dozens of Fortune 1000 Organizations.

Retail

Target Corporation
Dell Computer
Best Buy Company

Manufacturing

John Deere
Toro
Siemens USA
Rosemount Corp.

Government

State of Minnesota
Hennepin County

Financial Services

GMAC/RFC
US Bank
Wells Fargo Bank
Securian

Insurance

Blue Cross Blue Shield
MetLife
Minnesota Life

Utilities

Ameren Corporation
Xcel Energy

The Watermark Approach to Skill Development:

Classroom Training

- Private (customized) and public classes taught by subject matter experts who have real world experience and employ our proprietary processes.

Mentoring/Coaching

- Short-term sessions to extended engagements that help develop skills, keep projects on track, and support classroom learning.

Consulting

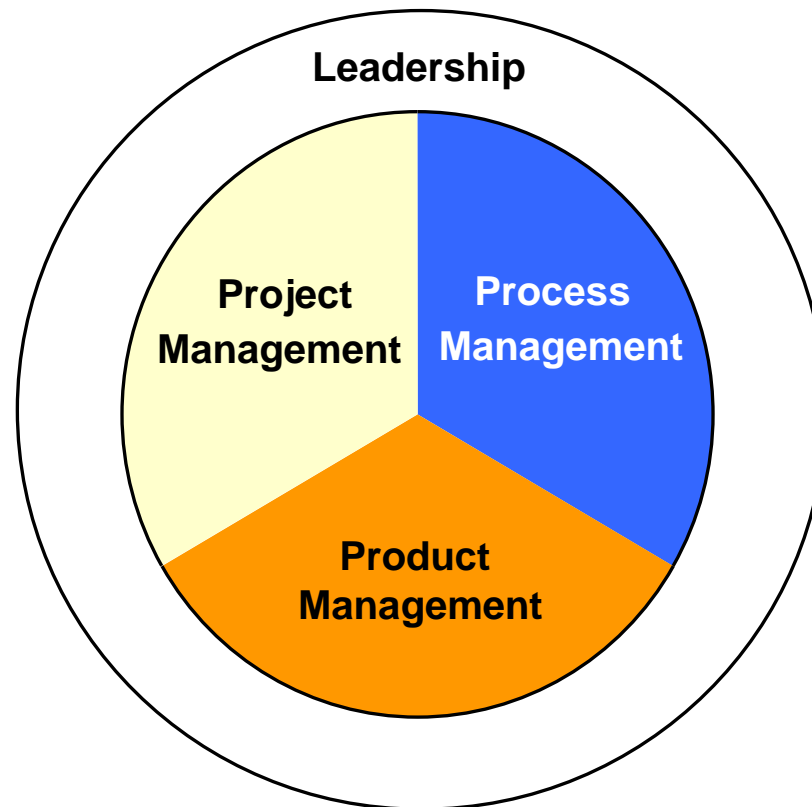
- Experienced staff can manage projects, improve processes, analyze requirements, and develop software. We use industry best practices and our own methodologies for maximum value.

Customized Curriculum Development

- Supports and builds on your corporate culture and saves money.

Customized training solutions for your competitive advantage.

Organizational Productivity



The Essentials to Project Success

Training and Skill Development Pay Big Dividends

Project Management Training

- 66% of all US projects either failed or were “challenged”
Standish Group – 2003 – training can increase the success rate
- In IT departments with over 100 developers, the cost of failed projects averages more than \$2.5 million per year Gartner Institute –10/99

Requirements Training

- 60% of all project failures are due to inadequate requirements – training improves the odds

Leadership Training

- Insures project teams perform effectively and meet objectives

Technical Training – Project Management, Modeling and Database tools

- Helps IT teams develop software that supports business processes and enables business intelligence

The Watermark Difference: Our People and Our Processes

- **Our instructors are content experts with real-life experience, and are proficient in our “engage me”™ approach to learning**
- **Provide a “safe” environment to practice skills learned**
- **The Watermark solution is always relevant to your business needs because:**
 - We understand how and where skill development can solve business issues and deliver effective solutions accordingly
 - Our training model easily incorporates organization templates, standards, and guidelines
 - We offer flexible scheduling to accommodate busy work demands

“As close to ‘real business’ as I’ve seen.”