



BUSINESS PROPOSAL



FOR TRAINING COMPANIES



OVERVIEW

Raman Technologies, Inc. is pleased to invite your organization to collaborate with us as a **Training Referral Partner** for our industry-recognized Cisco and related IT certification programs.

Raman Technologies, Inc. is a U.S. based technology services company that helps organizations build and scale their digital capabilities — originally grounded in Lean/Agile coaching and training, and now extending into broader consulting, automation and e-commerce solutions.

In the training domain, Raman Technologies emphasizes delivering **end-to-end technical programs**: from curriculum development, instructor provisioning, logistics and licensing to exam registration and certification support. The company offers globally accessible training for professional networking and wireless credentials, especially programs aligned to Cisco (such as CCNA and CCNP) and related technologies.

Specifically, our Cisco-centric offerings cover the full stack of enterprise networking, wireless and SD-WAN disciplines — enabling practitioners to gain vendor-certified credentials, practical lab access, and full logistical support under one roof.

In short: Raman Technologies delivers full-service professional training for networking and wireless technologies, enabling partners and students alike to outsource the heavy lifting of certification delivery while leveraging a trusted training framework.

CISCO COURSES OFFERED

1. **CWNA** – *Certified Wireless Network Administrator*
2. **CCNA** – *Cisco Certified Network Associate (Implementing and Administering Cisco Solutions)*
3. **CCNP** – *Cisco Certified Network Professional (Enterprise)*
4. **ENCOR** – *Implementing and Operating Cisco Enterprise Network Core Technologies (350-401 ENCOR)*
5. **ENWLSD** – *Designing Cisco Enterprise Wireless Networks (300-425 ENWLSD)*
6. **ENWLSI** – *Implementing Cisco Enterprise Wireless Networks (300-430 ENWLSI)*
7. **SD-WAN** – *Implementing Cisco SD-WAN Solutions (ENSDWI 300-415)*
8. **Aruba Mobility** – *Implementing Aruba Mobility and Wireless Solutions*

THE OPPORTUNITY

Partnering with Raman Technologies, Inc. offers training companies a valuable opportunity to expand their portfolio and revenue by referring students to our globally recognized Cisco and wireless certification programs. As a trusted Cisco training provider, we handle every aspect of course delivery — including certified instructors, labs, materials, and exam logistics — allowing partners to earn commissions or set their own markups without additional operational burden. This collaboration enables trainer companies to quickly enter the high-demand Cisco training market and provide their students with top-tier, end-to-end learning experiences under the Raman Technologies brand.

- **Expand Global Reach** – Build a network of international training partners to make Cisco and wireless certification programs accessible to students worldwide.
- **Empower Training Companies** – Enable partner organizations to offer premium Cisco training programs without the need for additional infrastructure or instructor resources.
- **Ensure High-Quality Delivery** – Maintain consistent, end-to-end delivery standards with certified instructors, labs, and exam support across all regions.
- **Increase Certification Success Rates** – Support learners in achieving Cisco certifications efficiently through guided instruction, hands-on labs, and personalized exam preparation.
- **Mutual Business Growth** – Create sustainable, revenue-generating partnerships through transparent pricing, flexible commission structures, and shared success.
- **Enhance Market Credibility** – Strengthen the Raman Technologies brand as a trusted provider of global IT training through strategic alliances with leading trainer companies.
- **Promote Technology Upskilling** – Help bridge the global networking skills gap by providing practical, vendor-aligned training for professionals and enterprises.

THE SOLUTION

Raman Technologies will manage **all aspects of course delivery**, including:

- Live online or in-person training sessions
- Certified instructor(s).
- Course licensing and materials.
- Lab access and virtual environments.
- Exam registration and cost coverage.
- Full logistical coordination and student support.

Our goal is to ensure a seamless, high-quality learning experience from enrollment to certification.



OUR PROPOSAL

Partnership Model

- Based on the country of student registration, we will establish a standard partner rate for each course.
- Partners can register the students they refer by:
 - Using a **unique discount code** on our **Eventbrite registration page**, or
 - **Directly via wire transfer** to Raman Technologies, Inc.
- The **partner company** is **free to mark up the standard partner** rate to their desired retail pricing.
- Once payment is confirmed, Raman Technologies will handle the complete delivery of the training program.

This flexible model allows our partners to generate additional revenue while providing high-quality, globally recognized technical training to their clients.

RATIONALE

Partnering with Raman Technologies, Inc. offers training providers a low-risk, high-reward opportunity to expand their course catalog and revenue potential without additional operational investment. Raman Technologies delivers complete, end-to-end Cisco and IT training solutions — including certified instructors, course licensing, labs, materials, and exam logistics — allowing partners to immediately offer globally recognized programs under their brand.

This partnership enables training companies to quickly enter the high-demand Cisco certification market, attract new learners, and strengthen their reputation for delivering enterprise-grade training. By referring students to Raman Technologies, partners can earn commissions or apply their own pricing while we manage delivery quality, scheduling, and learner support.

In essence, Raman Technologies acts as a **back-end delivery partner**, ensuring a seamless learning experience for students and a scalable business model for training companies — all without the cost or complexity of managing instructors, technology, or accreditation.

EXECUTION STRATEGY

Raman Technologies, Inc. is launching a **Global Training Partnership Strategy** designed to build a strong ecosystem of training companies, academies, and technology educators who can expand the reach of our Cisco and IT certification programs worldwide.

Our strategy focuses on **three core pillars: accessibility, scalability, and shared growth.**

1. Accessible Training Delivery:

Raman Technologies will serve as the central delivery hub for Cisco and related IT certification programs. We provide end-to-end class execution — including certified instructors, curriculum, labs, licensing, and exam facilitation — ensuring every referred student receives a high-quality, consistent learning experience regardless of geography.

2. **Scalable Partner Network:**

We will onboard qualified training companies as referral or reseller partners who can promote and enroll students into our programs. Based on each region, partners will receive standard rate structures, access to Eventbrite registration codes or direct wire payment options, and the flexibility to set their own markup for profitability.

3. **Shared Growth and Sustainability:**

Our model enables partners to expand their course offerings instantly without investing in infrastructure, trainers, or certification processes. Raman Technologies manages all logistics and learner support, allowing our partners to focus on sales, marketing, and relationship building. Together, we can capture a growing global demand for Cisco-certified professionals and emerging enterprise network skills.

Through this collaborative approach, Raman Technologies and its partners will establish a **mutually beneficial ecosystem** — one that accelerates career growth for learners, increases market share for partners, and reinforces Raman Technologies as a global leader in Cisco and wireless training delivery.

TECHNICAL/PROJECT APPROACH

Raman Technologies, Inc. applies a structured, end-to-end project management methodology to ensure the successful planning, execution, and evaluation of all training programs. This approach guarantees that each class—whether virtual, in-person, or private—is delivered efficiently, on schedule, and meets the highest quality standards.

1. **Project Initiation and Planning**

- **Needs Assessment:** Collaborate with partner companies or private clients to understand their student base, regional requirements, and program objectives.
- **Scope Definition:** Outline course offerings, delivery mode (public or private), student capacity, schedule, and success criteria.
- **Resource Allocation:** Assign certified instructors, labs, learning materials, and technical infrastructure.
- **Project Plan:** Develop a detailed schedule with milestones for marketing, enrollment, class delivery, and exam completion.

2. **Methodology for Deliverables**

Raman Technologies follows a **structured instructional delivery methodology**:

- **Pre-Class Preparation:** Students receive course materials, access to virtual labs, and pre-readings.
- **Class Execution:** Instructor-led sessions using a mix of lectures, hands-on labs, case studies, and interactive exercises. Private classes can be conducted online or at physical locations, tailored to the client's needs.
- **Assessment:** Ongoing quizzes, lab exercises, and final exam preparation to ensure comprehension.
- **Post-Class Support:** Access to instructors for questions, exam guidance, and alumni networking.

3. **Project Management Tools and Techniques**

- **Project Tracking:** Use tools such as Microsoft Project, Trello, or Asana to track deliverables, schedules, and milestones.
- **Communication Platforms:** Maintain consistent engagement via email, video conferencing (Zoom/Teams), and LMS platforms for real-time updates.
- **Documentation:** All plans, schedules, student attendance, and feedback are recorded and monitored to maintain quality and accountability.

4. **Communication with Clients and Partners**

- **Kick-Off Meetings:** Align expectations, delivery timelines, and responsibilities.
- **Weekly Updates:** Status reports on student registration, logistics, and any issues encountered.
- **Post-Class Review:** Debrief to review student performance, feedback, and recommendations for improvement.
- **Continuous Feedback Loop:** Partners and private clients are kept informed at all stages via reports, dashboards, and regular check-ins.

5. Risk Evaluation and Mitigation

- **Risk Identification:** Assess potential risks such as student cancellations, instructor availability, technology failures, or exam scheduling conflicts.
- **Mitigation Strategies:** Maintain a roster of backup instructors, redundant virtual lab environments, flexible scheduling, and contingency plans for technical disruptions.
- **Ongoing Monitoring:** Track risks continuously and adjust plans proactively to prevent delays or quality issues.

6. Project Evaluation

- **Student Outcomes:** Measure success through exam pass rates, lab completion, and practical application of knowledge.
- **Partner Satisfaction:** Collect feedback from partner organizations or private clients on logistics, communication, and delivery quality.
- **Continuous Improvement:** Analyze project metrics to refine instructional delivery, scheduling, and support mechanisms for future programs.

RESOURCES

Raman Technologies, Inc. has established a comprehensive training delivery framework supported by qualified instructors, advanced technology platforms, and scalable facilities to deliver both **virtual** and **physical** training programs worldwide.

Qualified Trainers and Contractors

We maintain a global network of **certified Cisco instructors and technical consultants** with extensive real-world experience in networking, security, wireless, and SD-WAN implementations. These professionals are selected based on both technical mastery and instructional expertise to ensure high-quality, outcome-driven learning experiences. Raman Technologies also partners with experienced **contract instructors and subject matter experts (SMEs)** to scale class delivery for specialized or high-demand programs.

Facilities and Infrastructure

For physical training, Raman Technologies leverages **modern training facilities** equipped with enterprise-grade networking equipment, dedicated lab systems, and collaborative learning spaces designed for hands-on practice and instructor-led sessions. Our infrastructure is flexible and can be expanded through **partner training centers and regional hubs** as needed.

Virtual Training Technology

For virtual and hybrid delivery, we use **cloud-based learning platforms** that support live, instructor-led training sessions, breakout labs, and remote access to enterprise-grade virtual environments. Students

can access labs 24/7 for practice, submit assignments, and engage with instructors and peers in real time. Our virtual setup includes:

- Secure VPN and remote lab access.
- Cisco Packet Tracer, GNS3, and enterprise SD-WAN simulation tools.
- LMS integration for attendance, progress tracking, and assessments.
- Recording and playback features for flexible learning.

Post-Training Support and Community

After training, participants receive **continued online support** through structured follow-up sessions, certification exam prep resources, and mentorship opportunities. Our **private LinkedIn alumni community** provides an exclusive network for career guidance, job opportunities, and continued professional growth.

This robust combination of **qualified human resources, state-of-the-art technology, and global delivery infrastructure** ensures that Raman Technologies can effectively meet the needs of students, partners, and corporate clients alike—both today and as the program scales.

TRAINING DELIVERABLES

Following is a complete list of all Training deliverables:

Phase	Deliverable	Description
Before Class	Course Materials	Digital and/or printed materials including slides, lab guides, and reference documents.
	Pre-Class Assessment	Optional quizzes or surveys to evaluate students’ baseline knowledge and customize instruction.
	Virtual Lab Access	Access to cloud-based or on-premise lab environments to familiarize students with hands-on exercises.
	Enrollment Confirmation & Schedule	Official confirmation of registration, class schedule, and instructor details.
	Technical Setup & Orientation	Instructions for virtual access, platform login, and tools setup for online classes.
During Class	Instructor-Led Sessions	Live instruction from certified trainers covering theoretical and practical concepts.

Phase	Deliverable	Description
	Hands-On Labs & Exercises	Guided lab sessions for practical application of networking concepts using real or virtual environments.
	Interactive Q&A and Troubleshooting	Opportunities to ask questions and clarify doubts in real time.
	Progress Monitoring	Ongoing checks through quizzes, lab completion tracking, and participation metrics.
	Private Class Customization	Tailored content delivery for private sessions to meet specific client or student requirements.
After Class	Post-Class Assessment	Exams, lab evaluations, or quizzes to ensure comprehension and readiness for certification.
	Certification Exam Guidance	Support for scheduling, registration, and preparation for Cisco exams.
	Access to Recordings & Materials	Replay of sessions, lab documentation, and supplementary resources for review.
	Post-Class Support	Instructor access for questions, troubleshooting, or guidance for applying concepts in the workplace.
	Alumni Networking & Career Support	Inclusion in private LinkedIn alumni community for career mentoring, job opportunities, and continued learning.
	Feedback & Continuous Improvement	Surveys and feedback collection to evaluate class effectiveness and refine future sessions.

TIMELINE FOR EXECUTION

Phase	Key Activities	Duration / Timing
1. Pre-Class Preparation	Enrollment confirmation, course materials distribution, pre-class assessments, virtual lab access, and technical orientation.	1–2 weeks prior to class start

Phase	Key Activities	Duration / Timing
2. Class Delivery	Instructor-led sessions, hands-on labs, interactive Q&A, progress monitoring, and optional private class customization (online or physical).	3–5 days for short courses; up to 6–8 weeks for extended programs
3. Post-Class Support	Post-class assessments, exam guidance, access to recordings and materials, instructor follow-up, and alumni network inclusion.	2–4 weeks after class completion
4. Evaluation & Feedback	Collect student and partner feedback, review exam outcomes, analyze project performance, and implement improvements for future sessions.	Ongoing after course completion

SUPPLIED MATERIAL

Raman Technologies provides comprehensive materials to ensure participants have everything they need to succeed before, during, and after each class:

- 1. Course Slides and Presentations** – Structured lecture decks covering all theoretical concepts aligned with Cisco certification objectives.
- 2. Lab Guides and Exercises** – Step-by-step instructions for hands-on practice in real or virtual lab environments, ensuring practical skill application.
- 3. Reference Documents** – Supplementary notes, configuration examples, study guides, and relevant technical whitepapers.
- 4. Virtual Lab Access** – Cloud-based or on-premise lab environments that replicate enterprise network setups, accessible before, during, and after class.
- 5. Practice Exams and Quizzes** – Tools to test understanding and readiness for Cisco certification exams.
- 6. Class Recordings and Replay Materials** – For review and reinforcement of key concepts after live sessions.
- 7. Student Handouts and Worksheets** – Practical exercises, summaries, and templates to reinforce learning outcomes.
- 8. Post-Class Resources** – Access to ongoing learning materials, exam preparation tools, and updates to course content.

These materials are designed to provide a **complete, end-to-end learning experience**, helping students master course content, prepare effectively for certification exams, and apply their skills in real-world scenarios.



EXPECTED RESULTS

Through this partnership program, Raman Technologies, Inc. anticipates building a sustainable and mutually rewarding ecosystem between our company and our global training partners. By leveraging Raman Technologies' expertise in Cisco and IT certification delivery, and our partners' regional presence and market reach, the collaboration will result in measurable growth and value for all stakeholders.

Key expected outcomes include:

- **Increased Global Reach:** Expansion of Raman Technologies' Cisco training offerings into new regions through a trusted network of referral and reseller partners.
- **Revenue Growth for Partners:** Consistent enrollment streams and profitable markups from high-demand certification programs such as CCNA, CCNP, ENCOR, ENWLSD, ENWLSI, SD-WAN, and CWNA.
- **Operational Efficiency:** Seamless delivery handled entirely by Raman Technologies, reducing overhead, complexity, and delivery risk for partners.
- **Enhanced Brand Reputation:** Partners gain credibility by aligning with a globally recognized Cisco and IT training provider.
- **Learner Success:** Higher certification pass rates and stronger job placement outcomes for referred students through structured, instructor-led delivery.

TECHNICAL BENEFITS

- **Access to** certified Cisco instructors **and authorized course materials.**
- **Use of** enterprise-grade lab environments **for hands-on training.**
- **End-to-end management of** curriculum, licensing, and exam logistics.
- Regular updates aligned with Cisco's latest certification versions and technologies.
- Consistent quality control and learner experience across all regions.

FINANCIAL BENEFITS

- Zero upfront investment — **Raman Technologies manages instructors, labs, and exams.**
- Flexible revenue models — **partners can apply their own markups or earn commissions on referred students.**
- Transparent pricing and regional rate structures, **enabling predictable profit margins.**
- **Access to** Eventbrite-based payment systems **or direct wire transfer options for streamlined financial transactions.**
- Scalable business growth without additional staff, infrastructure, or training overhead.

OTHER BENEFITS

- **Brand Leverage:** Partners gain association with a U.S.-based global Cisco training provider.
- **Market Expansion:** Ability to offer world-class certification programs immediately to existing student bases.
- **Reduced Risk:** Raman Technologies handles all delivery, logistics, and learner support.
- **Co-Marketing Opportunities:** Joint promotion through digital campaigns, webinars, and partner spotlights.
- **Continuous Partnership Support:** Dedicated partner management team for coordination, training schedules, and student success tracking.

This partnership model is designed to create a **win-win framework** — allowing training companies to grow revenue and strengthen their market presence, while Raman Technologies ensures consistent delivery quality, student satisfaction, and global brand integrity. Together, we can accelerate workforce readiness and establish leadership in the Cisco and enterprise networking training domain.

PRICING

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 60 days from the date of this proposal:

PARTNER REFERRAL COST (BY STUDENT REGION AND COURSE)	PRICE RANGE
East Asia	TBD
Central Asia	TBD
South Asia	TBD
East Africa	TBD
West Africa	TBD
Eastern Europe	TBD
Western Europe	TBD

PARTNER REFERRAL COST (BY STUDENT REGION AND COURSE)	PRICE RANGE
North America	TBD
Central America	TBD
South America	TBD

Note: *We can also offer a payment plan to the potential participant if needed.*

→ QUALIFICATIONS

Raman Technologies, Inc. brings proven expertise and capability to deliver world-class Cisco and IT certification programs. Our team consists of **highly experienced, Cisco-certified instructors** who bring deep technical knowledge and real-world implementation experience into every class.

As an established **Cisco training partner**, we adhere to global standards for course content, labs, and certification preparation. Our state-of-the-art **training infrastructure** includes virtual lab environments, interactive learning platforms, and online collaboration tools that replicate enterprise-grade network scenarios.

Beyond classroom delivery, Raman Technologies provides **ongoing post-class support** to ensure participants not only pass their certification exams but also apply their knowledge effectively in their careers. Graduates gain exclusive access to our **private alumni LinkedIn community**, where they can network with industry peers, receive career guidance, and stay updated on the latest Cisco technologies and training opportunities.

This comprehensive approach—combining expert instruction, certified content, robust infrastructure, and long-term learner engagement—positions Raman Technologies as a trusted partner for high-impact professional training.



CONCLUSION

Raman Technologies, Inc. is committed to delivering high-quality, end-to-end Cisco and IT certification training that addresses the unique needs of your organization and your students. With our **proven expertise, certified instructors, robust training infrastructure, and comprehensive support systems**, we are well-positioned to help your organization expand its training offerings, increase student success, and generate sustainable revenue.

We understand that each partner and student group has unique requirements, and we are fully prepared to **customize our programs and provide private or public classes—online or in-person—tailored to meet your specific objectives**. Our goal is to make training seamless, effective, and accessible, ensuring both learners and partner organizations achieve their desired outcomes.

Next Steps:

1. Schedule a brief partner onboarding discussion to review program details, regional rates, and collaboration opportunities.
2. Finalize partnership agreement and unique referral or discount codes.
3. Begin student registration and class scheduling as agreed.

We welcome your questions and are ready to work closely with you to make this partnership a success. Please contact us anytime and thank you for your consideration.

Dr. Sanjeev Raman, CEO

E-Mail: trainings@ramantech.com

Website: <https://www.ramantech.com>