



## **Audit Qualifications for a Company to Qualify for a Brain Cable**

### **Ten Day, NO RISK, Targeted Workflow Training Audit**

**An organization will qualify if it has a well-defined step by step process that it needs to train a group of employees or customers on.**

**There are three ways this will result in bottom line improvement.**

- 1. Reduce worker error resulting in Process Quality Improvements. This can result in significant marginal improvement \$\$\$ that drop to the bottom line.**
- 2. Cause the worker to be more productive resulting in marginal Productivity Improvements \$\$\$ that drop to the bottom line.**
- 3. Replace company's existing conventional process training with a much lower cost, yet more effective, process training.**

**The Audit will interview process workers and managers to identify an opportunity. An analysis of these three types of savings will result.**

**If #3 is significant, that alone might justify the project. This will involve the analysis of the current training costs. If the current training is effective, then savings from #1 and #2 may be low, but the savings in training costs will be great.**

**If #3 is currently inadequate, then an analysis of #1 and #2 savings will be important and will involve the process manager's understanding of the financial dynamics of the process.**

**In most cases #3 will be both inadequate and expensive, and there will be savings from #1, #2, and #3.**

**The Audit will probably be conducted remotely utilizing modern communication technologies. The result of the Audit will be a Training Proposal from Brain Cable with resultant financial results. For example, it might cost the client \$50,000 to put an additional \$100,000 to their bottom line.**