

From: Barry Waller
Sent: 20 March 2017 10:30 AM
To: [REDACTED]
Cc: [REDACTED] [Senior Talent Training employee]
Subject: Talent Training ROI and info

Hi [REDACTED],

Hope you had a great weekend.

Talent Training have developed a range of delivery models that allow employers to maximise their return on investment, both from a Performance improvement (People & Process) and cash recovery perspective.

In terms of cost recovery, there are a few options to deal with this;

- We will guarantee a 15% (cash) return on all delivery by reducing the allowance for each programme
- The Managed Service cost is free.
- We will remove most of your current commercial training costs,
- We will support you to utilise your existing training infrastructure to transition them from a cost line to a revenue line – typically a 35% Training/ L&D/ HR overhead cost reduction.

There are other global ROI metrics that we would employ in the delivery of this programme, which would be agreed in the Programme scoping.

Whilst your Levy exposure to be in the region of £1m, you are not capped at this figure from a spend perspective, but would then be funded through a Central Government pot – no additional to cost to you. This means you could deliver £5m worth of provision and the exposure wouldn't increase. The above 15% minimum return would apply on the £5m.

You will notice from the slides that we are dealing with a number of PLC's and are currently contracted to manage £130m (PA) of Levy spend.

Hope this information and the attached slide will help and I look forward to your feedback.

Kind Regards,
Barry Waller
National Business Development Manager