

Outsource Your Training Material Development

Why Outsource? – Leave your staff to do what they know best

Developing, designing and marketing a test or measurement related product is an overwhelming task. As a test product vendor, you have professionals who excel in each of these areas, but developing training material is outside their scope of expertise. Yet you know that a poorly trained customer cannot take full advantage of what your product can offer, and ultimately results in an unhappy customer.



It is unfair to ask your product designers to suddenly become highly accomplished educators and develop training material that will dazzle your customers' personnel. Often the person being trained is less than enthusiastic, lacks sufficient technical knowledge, does not speak English well, or is simply bored with the details and doesn't pay attention. Developing educational material is one thing, getting trainees to stay focused on it and come away with the required understanding requires educational professionals.

What A.T.E. Solutions, Inc. can do? – Create effective course material



We are familiar with test, ATE, testability and BIST, and we know how to train and educate test related courses. Our test knowledge enables us to quickly learn your product even if you lack sufficient documentation. Our educational expertise gives us the means to develop professional and effective course material that your staff or ours can then teach.

Whether you choose to outsource the actual training or not, our experience with over 10,000 students of all calibers and levels of education will make the course material we develop stand out and grab your trainee's attention. The language barrier is a big problem, but we have learned how to create course material to overcome it. We have taught courses in two dozen countries and our English course material was well understood by native speakers of German, French, Chinese, Turkish, Finnish, Portuguese, Spanish, Swedish, Hebrew, Hungarian, Polish, Danish, Russian, Korean, Arabic, Dutch, Norwegian, Italian, and others.

What else can A.T.E. Solutions, Inc. do? - Train and create Users' Guides

Developing the course material will make it easy for your staff to train your customers. Depending on your product, the course material may be sufficient for self-help training. If you need us to provide the training, we can do that as well – at your facility, at your customer's facility, or at ours. If you do not already have Users' Guides or other product related documentation, we could combine that service with the course development.



With some products, such as automatic test equipment (ATE), other non-product specific training is also required. For example, general approaches to test program development may not be part of your ATE training, but may be required for students to effectively develop tests. We have such course as part of [A.T.E. Solutions, Inc. Educational Resources](#).

Is Outsourcing of Training Related Services Cost Effective?



Outsourcing of training is beneficial for a number of reasons:

- It frees your staff to do what they know how to do best - design or market your product.
- It offers professional trainers who are familiar with and can cater to various levels of users - from the most amateur to the highest professional, as well as to those who have difficulty with the English language.
- All our lecture material is accompanied by illustrations, including animations, to get the point across.
- Once we develop the course material, you may choose to have your own staff provide the training. The most time-consuming part is the course development and product designers can ill afford that time. When your staff is not available, we can substitute to teach.
- The result of good training is that your customer can utilize all the features of your product, making the product more attractive and useful to them. Poor training material may have the opposite effect, and let's face it, much of the material in our field is pretty boring.

About A.T.E. Solutions, Inc.

A.T.E. Solutions, Inc. is a leading test educational firm and we have been educating test professionals in various aspects of test, test program development, design for testability, built-in self test, test strategy development and test economics. We are located in Los Angeles and have been teaching test related courses since 1984 at various universities around the world, trade conferences, on site at military bases of several countries and at Fortune 100 companies. We have held leading roles in development of industry standards in test. A.T.E. Solutions, Inc. educators have a vast background in all types of test related products and have developed training courses for various ATE platforms.



BestTest A.T.E. Solutions, Inc. is also a leading test information source. Through various directories at www.BestTest.com, a FREE test community web site and internet publication, we communicate with more than 12,000 test professionals around the world and around the clock.

As consultants and educators, we pride ourselves on being able to translate highly technical information to an audience in a clear and concise manner. We are advocates of using illustrations over words, making it easier for trainees to grasp the material even if they are not well versed in the English language.

Contact us for a FREE quote and to discuss your product training needs



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