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## 1. About Whizlabs

Whizlabs is among the global leaders in **IT skill assessment** and **certification preparation** domain. It is a customer centric organization dependent on brainpower rather than hard assets or machinery for its results. Our value proposition is to maximize return-on-consumers (ROC) and think of consumers as our scarcest resource, more scarce than capital, labour or products.

Whizlabs' suite of offerings includes "e-Recruitment, Employee Evaluation and Certification Exam Preparation Solution" for IT professionals and organizations.

Whizlabs provides **28 of the world's most recognized certifications** and proudly holds the honor for being **world's No. 1 in J2EE certifications** and **top 10 in Microsoft, Cisco, BEA, Red Hat** and other certifications.

In the last three years, we've contributed to the success of over **300,000 IT professionals** in more than **90 countries** with a astounding **success rate of over 99.7%**. During this period the most valuable asset we have acquired is the positive feedback of our clients. In order to continue being in the preferred list of vendors we have implemented various quality processes across the organization and become one of the very few organizations in our domain to be accredited with **ISO 9001-2000** certificate by CCAS England for test development processes ensuring that each and every question delivered to the candidate is passed through stringent quality standards.

Our products are being endorsed by leading IT technology and certification portals like **IBMdeveloperWorks, TheServerSide.com, Java Developer Journal, W3Schools, and XML.com**. Leading IT publishers including **Addison Wesley** use our content for their reputed IT certification publications.



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## 2. Our Partners

Whizlabs has partnered with the leading organizations of the world that are champions in their domains. Together we provide innovative solutions that deliver real value to our customers for managing their human capital. We help organizations to add value to their service by measuring and improving the skills that drive their success.

We have partnered with the following knowledge leaders:

- Sun Microsystems
- Java.net
- IBM
- CertCities
- TheServerSide
- Javalobby
- JavaRanch
- The Middleware Company
- PerfectXML
- ComponentSource
- About
- JavaReference
- Golden Consulting Group
- BrickRed
- eTest

### 3. Clients

Whizlabs has worked with many of the world's leading corporations including Fortune 500 companies. We have contributed very effectively in achieving their Human Capital Management objectives and are committed to building win-win relationships with diverse organizations.



#### 4. Offering suite

Whizlabs offers a full range of cost effective IT skills evaluation solutions and services to help organizations better understand and utilize the talent of its current IT staff and make informed hiring decisions.

##### **Some facts to ponder**

- ✓ By 2005, expenditure on Internet-based recruiting will be \$ 7 billion - *Forrester Research Institute*.
- ✓ 96% of all companies will use the Internet for their recruitment needs.
- ✓ In the U.S., some companies claim 30% of new hires are from the Internet and 77% of Internet users who are seeking a change, use the Net to do so.
- ✓ A recent survey conducted by Employment Management Association, U.S.A, the cost-per-hire of print Ads was estimated at \$3295 and Online Ads, a mere \$ 377.
- ✓ Over 16 million resumes floating online.

Keeping the above facts in view, Whizlabs has designed the offering suite for knowledge intensive business organizations that depend on brainpower and not on hard assets or machinery.

According to *Jay W. Lorsch, Professor of Human Relations at Harvard Business School* - "if people are important to an organization's survival, then stars- the exceptionally talented performers- are the corner stones of the company's success"

Whizlabs Skills Assessment Solution focuses on adding value to the human capital assets of the organization. We ensure that you "*hire right... the first time... every time...*", identify the star performers & take advantage of their presence, promote continuous learning in the organization and hence gain a competitive edge.



#### Focus solutions from Whizlabs

##### **Whizlabs Standard Tests**

As per industry standards, Whizlabs has identified 100+ tests used by enterprises to assess IT professionals. These tests range from basic technology tests for assessing entry-level programmer to high-end software designing tests for assessing architect level professionals. A demo of standard test is available on page no. 22.

##### **Whizlabs Customized tests**

In order to get a trustworthy score for the skill set of a user, a test must contain appropriate difficulty level questions from relevant technologies. Each enterprise has unique requirement in terms of skills from IT workforce. In Whizlabs, leading authors who are experts in relevant technologies design these tests keeping in mind the prerequisites of the prospective users who will take these tests. Customized tests use all the features of Whizlabs but include content developed or assembled specifically for the customer.

Some of the features of a customized test are:

- Creation of own multi-skill test that reflects the exact needs of the job
- Number of questions per skill set can vary according to the required proficiency level
- It would provide the flexibility of setting own grading system as against the standard assessment level
- Customers can include their own questions using Whizlabs testing engine

Typical uses include pre-screening and qualification, project team selection, determining project team strengths and weaknesses, and identifying individual training needs and professional development.



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#### 4.1. Pre employment Testing

With increasing emphasis on human capital, it is critical for every organization to resort to means that offer quality recruitment solutions at competitive costs.

Whizlabs pre-employment solution ensures that you screen, test and hire the right personnel required for complex, technical positions with multiple skills. Our knowledgebase consists of 8000+ IT questions and covers diverse subject areas to evaluate over 100 different technical skills of professionals.

By using the Whizlabs recruitment solution, recruiters can automate pre screening for key IT skills and save time needed to identify right candidate for the job. The test results can help spot inflated resumes and help you identify a mismatched candidate. **A bad hire can easily cost one time the annual salary in lost productivity.**

##### **Benefits:**

- Save time and cost by accelerating the hiring process
- Test candidate in multiple technology
- Screen multiple candidates with immediate feedback
- Standard and customized tests with minimal chances of unfair practices



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## 4.2. Employee Evaluation

Managing and improving skills of the people is a critical factor for the growth of IT organizations. Employee evaluation through skill testing on relevant technologies plays the key role in this area.

Our solution has helped organizations to objectify critical decisions like appraisals, knowledge transfer, and shifting people from one project to another and build project teams whose members have complementary skill sets.

The skill assessment practice encourages learning culture in the organization and benchmarks employee's technical skills against some predefined organizational standard.

Whizlabs guarantees the technical growth of your employees through its employee evaluation solution. All our tests are developed under strict **ISO 9001:2000** standards with unique **Computer Adaptive Testing (CAT)** technology. These assessments provide metrics for tracking individual and organizational skill levels, the results of which can be compared to a global database of test takers.

### Benefits

- Complete and thorough assessment for skill gap analysis
- Employees can measure and develop their skills simultaneously
- Compare skills to those of peers and promote self-learning among the employees

### **4.3. Training Evaluation**

Organizations can evaluate the training effectiveness objectively by comparing the scores before and after the training. Pre-tests help establish the areas of improvement, Post-tests help measure the improvement, and Score Comparison gives an immediate insight into the impact created by the Training.

#### **Whizlabs pre training tests**

These pre training online assessment tests are designed to assess the skills of trainees on the pre requisite skill set requirements. These tests help trainers to prepare appropriate training material and set the pace of trainings.

#### **Whizlabs post training tests**

These post training online assessment tests cover all the objectives of training programs. An appropriate difficulty level of tests is maintained as per the training objectives.

#### **Benefits**

- Ensures that the right people are sent for the training
- Ensures that the training program covers all the desired objectives
- Training evaluation evaluated by comparing scores “before-and-after” the training
- Establish a clear roadmap for skill improvement

#### 4.4. IT Certification Preparation

Whizlabs is among the global leaders to provide IT Certification preparation solutions in different technology domains. We have the world's most comprehensive test bank in J2EE domain with more than 3000 questions and are among the top 10 certification preparation vendors in the domain of Linux, Sun, Microsoft and Oracle.

We have different methodologies for the IT certification preparation:

- 1) **LAN/Web based test delivery and reporting** server allows access to preparation material from anywhere with the help of a browser
- 2) **Five types of mock exams** comprising of more than 500 questions that closely simulate the questions seen by the users in the actual exam, classified under diagnostic (1), practice (3) and final exam (1) distributed the exam objectives with similar weightage as in real exam
- 3) **Quizzes** have been designed so that users can practice answering questions under strict time constraints and revise quickly in last days before exam
- 4) **Quick revision tips** have been designed very meticulously for those last critical hours! Use them to the fullest.
- 5) **Exhaustive explanations** elucidate both the correct and incorrect answers elaborating on the concept on which the question is based
- 6) **Free technical mentoring** from well qualified, technically competent, and certified team members to provide you support at all times
- 7) **Comprehensive performance reports**

All our exam simulators have comprehensive reports, which help you measure your performance in the mock exams. These reports provide a wealth of information like score and percentile information, detailed topic results, question results, insight into candidate's technical skills with depth and precision, evaluation comments, job fit, summary of strengths and weaknesses of the individual. However, this depth and detail of the resulting report is entirely up to the customer.

#### **Benefits:**

- Speed self improvement: learning opportunity for IT workforce
- Differentiator for the organization to market its IT skills
- Employees: achieve internal recognition and boost confidence
- Ensures employee's skill development and accountability

#### **4.5. Online Instructor led Trainings**

Keeping the skill set of employees updated with the changing technology is one of the major challenges for IT organizations. Adapting continuous learning methodologies is the only way out. Whizlabs conducts Instructor-led Online Trainings/ Coaching for IT technologies and certifications using third party virtual classroom solutions.

Whizlabs online IT training program includes:

- Power point presentation controlled by an instructor in a virtual classroom
- Diagnostic and final test in the beginning and end of the online training session
- One-to-one interactive sessions
- Doubt clearing sessions
- Practice assignments in between the sessions

#### **Benefits:**

- Online trainings per your convenience, comfort, and time
- Customized training programs
- Cost-effective and just-in-time
- Short training modules to encourage continuous learning



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## **5. Money back guarantee**

Enterprises across the globe are using Whizlabs products/solutions for activities like hiring, employee evaluation, training evaluation and IT certification preparation.

We appreciate the trust they have shown in choosing Whizlabs products. Though Whizlabs is committed to provide 100% customer satisfaction, there may be some unpredictable or unavoidable situations where Whizlabs products are unable to meet an enterprise' requirements.

We understand how much effort, time, and money you will invest in implementing solution in your organization. This makes failure more painful and disappointing. Although we cannot share your emotional pains, we can certainly share your financial losses.

Whizlabs confidently stands behind all its products by giving Money Back Guarantee to its customers. While using Whizlabs Skill Assessment Solutions, if you are not satisfied with products, we will refund the license fees of unused licenses. Please note that the initial setup cost, test designing cost and customization cost of the tests are not covered under this guarantee.



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## **6. 24x7 Support services**

Whizlabs is committed to meeting the needs of our clients. Our customer care team is dedicated to client satisfaction. We provide 24x7 customer support to help our clients get most out of Whizlabs.

### **Telephonic Support**

Upon registration, Whizlabs' Clients will be entitled to free telephonic support. Our help desk will promptly cater to any queries or concerns you may have.

You can contact us on + 91-011-51589170, 71, 72 or  
FAX us on + 91 -11 -25624316.

### **Email Support**

Clients may e-mail us at any time at [support@whizlabs.com](mailto:support@whizlabs.com). The query will be answered promptly by e-mail.

### **Online chat**

Clients may use the LIVE CHAT feature on our website ([www.whizlabs.com](http://www.whizlabs.com)) for a real time solution to their query.

### **Online Usage Training**

Whizlabs provides consulting services to assist its customer in deploying the products successfully. This includes web-based-consulting where our consultant works with you, on the phone and chat to help you understand all the features and to provide you useful suggestions.



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## 7. Pricing and Payment Terms

### Initial Server Setup

Web Based Server	One Time	Nil
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### Test designing cost

Standard test	Per test	Nil
Customized test by Whizlabs	Per test	\$199.95

### Test Usage Charges

Web Based Server	One Time	Nil
1-20	Per test taken	\$ 35
21-50	Per test taken	\$ 33
51-100	Per test taken	\$ 30
101-500	Per test taken	\$ 28
500+	Per test taken	\$ 25

### Payment Terms

- Whizlabs shall be entitled to 40% of the total payment due, in advance along with the Purchase Order. The remaining amount (60% of the total) is to be settled within one week after delivery of the licenses.
- All orders are subject to acceptance by Whizlabs. Payments are due upon account activation, future renewal and monthly usage. In the event that any amount remains unpaid for 30 days after presentation of invoice, Whizlabs may discontinue, withhold, or suspend services to the Client.

## 8. Competitive Analysis

In order to help you analyze Whizlabs' offerings vis-à-vis our competitors, we are providing the following checklist:

Features	Whizlabs	Competitor
<b>Server/Administrative features</b>		
LAN/Web Based Test Delivery	✓	
Manage 100,000 users profiles at a time	✓	
200 Concurrent Users	✓	
Personalized interfaces with company logo and color scheme	✓	
Access through secure login only	✓	
Backup reports and user profiles	✓	
Export reports to file in a customized format	○	
Licensed Based Test Delivery with no manual efforts	✓	
Create your own tests	✓	
<b>Reports</b>		
100 % Browser Based	✓	
Support Customization to add new reports	○	
Detailed question wise report of any test in 3 mouse clicks from administrative interface	✓	
User Summary Report	✓	
Test Summary Report	✓	
Group Summary Report	✓	
Topic wise Reports	✓	
Bookmark questions reports	✓	
Restricted access of results to candidates	✓	
<b>Test taking interface</b>		
Time Simulated Flash based Testing Environment	✓	
List view of questions while taking tests	✓	
Image based Question supported	✓	
<b>Whizlabs Questions Bank</b>		
CAT (Computer Adaptive Technology) enabled	✓	
Complete question bank access to create your own assessment	○	
Three Difficulty Level Questions (Beginners/Intermediate/ Expert)	✓	
Detailed explanation with every question	✓	
ISO 9001:2000 Certified Content development process	✓	
<b>24x7 customer support</b>		
Telephonic Support	✓	
Email Support (1 working day reply time)	✓	
Online Usage Training	✓	
<b>Value added services</b>		
Money Back Guarantee	✓	

✓ Basic system

○ Available at extra cost



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## 9. Testimonials

"Questions quality" has received praise even from our Participants/colleagues. We have all appreciation for achieving highest standard for online tests.

-R.M. Bharadwaj, Manager- Education & Research, **Infosys**

Whizlabs training is value for money and time. With only 3 persons in training the level of personal attention was the best feature of the entire program. I really congratulate you coming up with such a useful training course!

- Andrew Pullock, **SCJP, SCBCD, US**

"Your simulator has tremendously helped me in my preparation for the exam. This was my first purchase and I shall definitely look forward to you for my next certification preparation also"

- Clara Centhel, **IBM-New Jersey**

Like all your pervious products this exam sim also is just great both in terms of number of questions and quality of the questions. The quiz is best feature yet again. Congrats!

- Joseph Filler, **Ontario**

"Your product is the best thing to happen to self Exam preparation"

- Mal Mathew, **Denmark**

I passed my exam this morning with help of this fantastic, fast and effective training. Really a very useful way of preparing when you know you are short of both time and resources and whizlabs training takes care of that. Thank you whizteam!

- Nichole Hider, **Ontario, US**



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## 10. Contact Information

*"We are committed to build win-win relationships with diverse organizations"*

It would be our privilege to establish cooperation with your esteemed organization and look forward to serving you very soon.

Should you require any further information please feel free to get in touch with us anytime!

### **Paul Johnson**

#### **Learning Advantage (Pty) Ltd.**

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