

# CRN Contents



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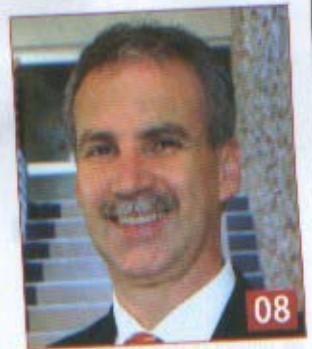
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# On-site Training takes Investec on training

Enhancing IT skills.

By **DOMINIC KHUZWAYO**

**P**rivately owned training house On-Site Training recently took its experts to specialist banking group Investec.

On-Site Training provides comprehensive training services covering information and communication technology (ICT) and critical business skills development.

According to Richard Rayne, MD at On-Site Training, the investment in training service providers who have the resources,

business that has a vested interest in equipping staff and retaining intellectual capital without seriously impeding budget strategy and application," he adds.

On-Site Training provides end-user computer training to the general staff complement at Investec.

The training house has been the sole end-user provider for the past two years. It is contracted on an annual basis and either

"Specifically, we require Microsoft Excel-related training more than any other offering. IT proficiency is paramount to the organisation." – **Richard Rayne, MD On-Site Training.**

experience and expertise to offer immediate value is pivotal to the strategies of competitive businesses today.

On-Site Training features a rich skills pool of expert educators who address competencies and skills requirements for Microsoft Office, graphic design, CompTIA and Certified Business Professional (CBP) certification.

The company is differentiated in the market through its ability and proven track record in meeting the requirements of its clients on site. This equates to automatic benefit for the client because there are no additional expenses or capital outlay to cover aspects such as travelling costs, downtime or non-productivity during training.

"This is considered one of our core strengths and we have established ourselves in the market for reliability and convenience," says Rayne.

"Training is essential, and given the intense focus on the skills shortage, we offer

offers standard training events at Investec's premises to staff or customises the offering in terms of content and time to specific teams within business units.

Trainers from On-Site Training work directly with the Learning and Development team at Investec.

Lesley-Ann Gatter from Investec's Learning and Development team says: "Computer skills are obviously core to the functioning of the bank and thus various training events have been organised across the institution.

"Investec consolidated the approach and through various needs analyses identified the most fundamental up-skilling requirements and contracted On-Site to provide the training," says Gatter.

Gatter adds that aside from the need to develop employees, the financial services sector faces a constant and substantial shortage of skills which means that skills development will remain a key industry driver.

Investec's needs analysis regarding



Richard Rayne, On-Site Training

resulted in On-Site Training being contracted to provide key computer skills training.

"There is a consistent need for certain training," adds Gatter. "Specifically, we require Microsoft Excel-related training more than any other offering. IT proficiency is paramount to the organisation."

According to Gatter, in the course of the 2007 annual review, On-Site was recognised as having a level of expertise and proven efficiency in the market, and offered value for money. These aspects, together with service delivery, speed of execution and personalised engagements, placed On-Site Training as Investec's end-user computer training provider of choice for the 2008 calendar year.

"We are very pleased to continue our partnership and service to Investec, a forward-thinking company that believes in building people and applying knowledge for the betterment of the market in general and ultimately the socio-economic climate of the country," concludes Rayne.

Do you have any demand generator stories to share with us, please e-mail

## Snapshot

## Richard Rayne



**Company:** On-Site Training

**Position:** Managing director

**Age:** 29

**Best personal achievement:** Founding On-Site Training

**Management style:** Conversational, democratic, open, honest and flat structure.

**Most admired company:** Investec

**Most admired executives:** Adrian Gore

**Best IT product:** Cellphone and email

**Most pressing local business issues:** Impact of the political uncertainty on business.

**Key to success:** Never give up!

**Favourite car:** Porsche Turbo

**Your car:** Audi A3 3.2

**Favourite authors:** Paulo Coelho

**Where do you live:** Morningside

**Birthplace:** Johannesburg

**Hobbies/sports:** General exercise, outdoor activities, soccer and rugby

**Favourite periodicals:** Financial Mail and Sunday Times

**Pet hates:** Inconsistent and lazy people

