

## About Us

### Business Scenario

In the present business scenario, the ability of the organizations to succeed is governed by the way the business strategy is defined and implemented. The way an organization sets the direction and enables its employees to function effectively will determine the business results. Strategiqqa addresses this market need across the verticals.

### Who we are

Strategiqqa is a Management Consulting and Training company. We offer various training and consulting solutions to clients across all verticals. We position ourselves as a strategic partner; redefining the way training and consulting is delivered.

### What we do

Strategiqqa has been set up to empower organizations through highly focused and customized consulting and training solutions. This is the outcome of working closely with more than 200 organizations and getting a first hand experience of their problems and helping them charting out solutions.

Strategiqqa training programs make people think business with effectiveness. These programs focus on shifting the industry focus from process compliance to conducting effective business. Our primary objective is to empower the organizations to align their business objectives, delivery objectives and process objectives towards customer objectives. Our programs help the organizations to identify and scrap the non-value adding processes and activities and focus on the key result areas of the business.

### How we do

Strategiqqa questions some of the outdated conventions and textbook models. Our consultants adopt a pragmatic approach and free you from process straightjackets. We identify and clearly define the SMART goals expected from our engagement and we are accountable to deliver the same. We firmly believe in business risk management through process innovation.

## Methodology

Strategiqqa deploys unique methodology which revolutionizes the way training is done. The following steps are followed:

- The strategic need for the training program is defined along with objectives
- Measurable (SMART) goals are defined at program and participant level
- Program is customized to map to strategy goals
- Program is deployed
- Participants identify a mini project to be done in Learning Implementation Program (LIP), within 4 to 8 weeks.
- Strategiqqa will provide remote assistance thru email/ phone till the project is completed
- The results are reviewed for integrity

In consulting engagements, Strategiqqa adopts a well defined PDCA cycle. The SMART goals linked to the bottom line will govern the direction and define the success of the project.

## Team Profile

At Strategiqqa, we believe in delivering bottom line value. In line with the belief, our consultants have a track record of doing the same. We adopt a pragmatic approach with undivided focus on client satisfaction through demonstrated business results.

Our consultants focus on business centric process management. We believe in being the best by focusing on the critical few. We question some of the textbook approaches as and when necessary and believe that all processes should focus on business risk identification and mitigation. Advocating de-standardization of processes through prudent tailoring and flexible approach, we help our clients to wriggle out of the process straightjackets.

Our trademark is our undivided focus on business risk management. This unique approach has been developed based on close interactions with about 200 organizations as process auditors, trainers and consultants. We challenge some of the deep-rooted perceptions about business process models and quality systems. We offer a new approach to effective implementation of processes.

Our consultants understand the importance of internalized processes, as well as the intricacies involved in world-class manufacturing. Our consultants have successfully been through the challenges faced by software engineers, testers and project managers. Our versatile experience gets focused into the advisory role we play.

Our team has more than 1000 days of management systems audit experience at more than 200 IT & ITeS and Manufacturing companies against various international standards like ISO 9001:2000, ISO 20000: 2005 and ISO 27001:2005. We also have conducted more than 500 days of training programs on quality, information security, ITIL, software development, soft skills and Leadership in different verticals ranging from IT, ITeS, BPO, Manufacturing, Oil & Gas, Retail, Banking, etc.

Our consultants frequent various prestigious universities and educational institutions as visiting faculties.

## Services

### Defining Strategy

- Business Strategy Workshop
- Blue Ocean Technology
- Business Strategy – the TOC Way

### Enabling Strategy

- Balanced Scorecard
- HR Policies
- Training Need Analysis
- Quality Management System
- Information Security Management System
- IT Service Management System
- Assessment Audits for effectiveness

### Training for Strategy

- Software Development Processes
- BPO/ Call Center Processes
- Retail Processes
- Project Management
- Management Systems ( QMS, ISMS, ITSMS)
- International Standards ( ISO 9000, ISO 27000, ISO 20000)
- Soft Skills
- Leadership Programs

## Contact Us

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## Training Topics at a Glance

### Training/ Consultancy - Standard Specific “ISO 9001”, “ISO 27001”, “ISO 20000”, “ISO 14001” & “OHSAS 18001”

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| <ul style="list-style-type: none"> <li>➤ Internal Auditor Training</li> <li>➤ Implementation Workshop</li> <li>➤ Implementation Training</li> </ul> | <ul style="list-style-type: none"> <li>➤ Implementation Consultancy</li> <li>➤ User Awareness Training</li> <li>➤ Process Definition</li> </ul> | <ul style="list-style-type: none"> <li>➤ Internal Audit/ GAP Analysis</li> <li>➤ Internal Audit Services</li> </ul> |
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### Training on Process Areas – Software/ BPO

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| <ul style="list-style-type: none"> <li>➤ Configuration Management</li> <li>➤ Risk Management</li> <li>➤ Software Metrics</li> <li>➤ Root Cause Analysis</li> <li>➤ Software Estimation</li> <li>➤ Review Effectiveness</li> <li>➤ Project Management</li> </ul> | <ul style="list-style-type: none"> <li>➤ Business Analysis</li> <li>➤ Audit Effectiveness</li> <li>➤ Software Quality Assurance</li> <li>➤ Requirements Analysis/Elicitation</li> <li>➤ Software Testing Concepts/Mgmt</li> <li>➤ Profitability of Process Objectives</li> <li>➤ Managing International Projects</li> </ul> | <ul style="list-style-type: none"> <li>➤ Project Portfolio Management</li> <li>➤ Mastering Project Portfolio Management</li> <li>➤ Program Management</li> <li>➤ Critical Chain Project Mgmt</li> <li>➤ Product Life Cycle Mgmt</li> <li>➤ RCA &amp; CAPA</li> <li>➤ Change Management</li> </ul> |
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### Training on Technical Areas– Software

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| <ul style="list-style-type: none"> <li>➤ Java Programming</li> <li>➤ Java Web Services</li> <li>➤ Java Web Development</li> <li>➤ Spring 2.5</li> <li>➤ Java REST Services (JAX-RS)</li> <li>➤ Business Process Modeling</li> <li>➤ UML Foundation/ Intermediate/ Advanced</li> <li>➤ Mule ESB</li> <li>➤ Business Process Execution Language [WS-BPEL 2.0]</li> <li>➤ Cloud Computing</li> <li>➤ Technical Consulting on Software Projects</li> <li>➤ IBM Rational Tools - Clear Case/ Requisite Pro/ SoDA</li> <li>➤ IBM Rational Tools - Rose Real Time/ Test Real Time</li> </ul> | <ul style="list-style-type: none"> <li>➤ MS Project Server 2007</li> <li>➤ Windows Power Shell 2.0</li> <li>➤ IBM Web Sphere Portal V6.0 Application Development</li> <li>➤ Weblogic Server 10.3 Administration</li> <li>➤ Service Oriented Architecture (SOA)</li> <li>➤ Systems Analysis and Design</li> <li>➤ Enterprise IT Architecture</li> </ul> <p style="color: #008000; margin-top: 10px;"><b>Mobile Application Programming</b></p> <ul style="list-style-type: none"> <li>➤ iPhone Programming [iPhone SDK] (4 Day Workshop)</li> <li>➤ Symbian S60 Programming (4 Day Workshop)</li> <li>➤ Android Programming (3 Day Workshop)</li> </ul> | <p style="color: #008000; margin-top: 10px;"><b>Training for Fresh Graduates/ New Recruits</b></p> <ul style="list-style-type: none"> <li>➤ Computer Hardware and System Software Concepts</li> <li>➤ Analysis of Algorithms</li> <li>➤ Problem Solving Techniques</li> <li>➤ Programming Fundamentals</li> <li>➤ Advanced C</li> <li>➤ Object Oriented Concepts</li> <li>➤ Java / JEE</li> <li>➤ .Net</li> <li>➤ Relational Database Systems SQL, PL/SQL</li> <li>➤ Software Engineering / Systems Development Methodology</li> <li>➤ Operating System Concepts</li> <li>➤ Client / Server Concepts</li> <li>➤ UNIX</li> <li>➤ Introduction to Web Technologies</li> <li>➤ HTML, XML, DHTML, JavaScript</li> <li>➤ User Interface Design</li> </ul> |
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### Training on Other Functional Areas

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| <ul style="list-style-type: none"> <li>➤ Vendor Management</li> <li>➤ Strategic Sourcing</li> <li>➤ CRM</li> <li>➤ First Time Managers</li> <li>➤ Key Account Management</li> <li>➤ Operations Management</li> <li>➤ Quality Management</li> </ul> | <ul style="list-style-type: none"> <li>➤ Defining KRAs</li> <li>➤ Defining HR Practices</li> <li>➤ Training Need Analysis</li> <li>➤ Balance Score Card</li> <li>➤ Process Improvement/ Consulting</li> <li>➤ People Management</li> </ul> | <ul style="list-style-type: none"> <li>➤ Process Re-engineering</li> <li>➤ Business Strategy</li> <li>➤ MIS Training</li> <li>➤ Sales &amp; Marketing Strategy</li> <li>➤ CMMi Consulting &amp; Training</li> <li>➤ Supply Chain Management</li> </ul> |
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### Training on Soft Skills (1 Day Workshops)

#### Induction Programs for Fresh Graduates

- Organizational Orientation
- Communication Skills
- Presentation Skills
- Working in Teams
- Telephone & e-mail etiquette
- Time & Stress Management
- Boot camp for Induction (2 Day)
- Business Etiquette
- Campus (College) to Corporate

#### Life Skills Programs for experienced professionals

- Advanced Communication Skills
- Advanced Presentation Skills
- Working in Teams
- Emotional Intelligence for increased productivity
- Time & Stress Management
- Outbound team building program (2 Day)
- Client Interfacing Skills
- Assertive Communication

#### Management Programs for Middle Managers

- Team Building
- Coaching the Team
- Mentoring
- Planning & Goal Setting
- Performance Management
- Improving Team Productivity
- Time & Stress Management
- Advanced Presentation Skills
- Creative Innovation
- Change Management
- Customer Service with a difference
- Emotional Intelligence
- Negotiating skills
- Analytical skills
- Managerial Decision-making
- Planning and running Effective Meetings
- Motivation at workplace
- Empowerment and Delegation
- Managing Diversity
- Resource Back-up planning

#### Leadership Programs for Senior Managers

- Organizational Behavior
- Leadership (2 Day)
- Performance Management
- Business Planning
- Management Functions- Planning, Organizing,
- Leading& Controlling

#### Functional Training Programs

- HR Management
- Recruiting the right resource (2 Day)
- Performance Management
- Train the trainer program (2 Day)
- Sales and Marketing Management