1. **Employers become Leaner in their Training Processors -** Our system of trainer matchmaking services have made training processors in organisations to become leaner.

Digitalisation of Processors. LET'S BE LEAN How much time is one staff COST just by sourcing, screening and matching trainers done?			
Measured Data needed for 1 Training program	**Variable Per**	**TIME-COST OCCURRED FOR 1 TRAINING PROGRAM**	**Total**
Staff Salary per month	RM	-	3000
Searching trainers & contents	10 Minutes	10 minutes= 1 search x 5 searches (5 trainers, contents)	50 minutes
Calling/E-mailing trainers to discuss on phone and seeking proposals	5 Minutes	5 minutes = 1 call/email x 5 trainers (5 trainers to call, and discuss on the need of training)	25 minutes
Receiving 5 proposals, reading, shortlisting to 3 trainers and preparing comparison charts to propose to management the Training program	40 minutes	40 minutes = 1 proposal reading/key into comparison charts x 5 trainers	200 minutes
Conducting 1st Interview/Meeting with selected 3 trainers	45 minutes	45 minutes = 1interview/ meeting x 3 trainers	135 minutes
Conducting 2nd Interview/Meeting with selected trainer	45 minutes	45 minutes = 1 meeting with selected trainer	45 minutes
Pre Sourcing Process: Total Hours Spent on 1 Training Program for Sourcing, Reading, Screening, Interviewing and Selecting?	Percentage	**31.6%** (7.58 hours/ 24 hours x 100%). Assuming it takes 3 days for a Pre Sourcing Process.	**455 Minutes (7 Hours and 58 over minutes)** of a staff salary is the TIME-COST which TLMM can SAVE
Staff Salary Time-Cost per Hour Incurred	RM3000/22 Days/ 8 Hours = RM17 per hour		RM17 per hour x 7.58 hours = **RM128.86** is the cost for a Pre Process stage of the L&D, Training and HR Dpt

In Summary: The Departments of L&D, Training Department, and HR **is spending 7 hours and 58 minutes (455 Minutes) for a Pre Process Sourcing of Trainers/Speakers/Coaches for 1 Training program in a span of 3 working days.** We have reduced Staff Time-Cost by **31.6%** assuming it takes 3 working days for 1 Training Program.

By Organisations, hiring TLMM, our respond time to revert on the Pre Sourcing will be:
48 hours response time.









2017 Movers & Shakers Award An award for TLMM for **creating innovative processors for the L&D and Training Departments**

2015,2017 and 2018 Awards for TLMM for **identifying as the Best Background Screening Provider for trainers and training providers in Asia**

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