Corporate solutions

CIMA on demand proposal

Working in partnership with BPP
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Introduction

The CIMA on demand solution has been developed to provide a flexible and scalable solution that supports organisations in meeting the CPD needs of finance staff.

CIMA is the world’s largest and leading professional body of management accountants with 203,000 members and students in 173 countries. Please see Appendix 1 for further information on CIMA.

We are pleased to provide an outline of CIMA on demand as a potential corporate solution to your organisation’s finance training needs.

CIMA on demand

CIMA on demand courses are straightforward, cost effective and convenient. A CPD and training solution that allows staff to complete CPD at their desk, or online anywhere. The courses are high quality audio visual presentations, delivered by expert speakers, across a wide spectrum of areas, and are suitable for qualified or non qualified staff working in finance or other business areas.

Benefits to employers

- Consistent training approach for all finance staff.
- Reduction in travel costs and ‘down time’ compared to other activities.
- Corporate packages, discounts and bespoke options available.
- SCORM compliant allowing you to track usage and return on investment.
- Blends with other company programmes.
- Easily implemented across multiple sites and international or remote locations.
- Reinforces company support and commitment to staff training.
- Flexible and on-demand allowing organisations to fit employee training programmes around work.
- Wide range of topics - suitable for qualified and non qualified finance or business staff.
Benefits to individuals

CIMA on demand offers the following benefits to individuals:

- quality training – using subject matter experts with industry experience
- blended - use standalone or as a top up with other training
- low cost - extremely cost effective CPD or training solutions
- flexible – available 24/7 - fit to work schedule
- convenient - ease of access - time (and carbon) efficient
- accelerated learning - supports faster learning
- reach - ideal support for international or geographically remote areas
- wide range of topics - business skills, law, tax, corporate finance, management accounting, financial reporting, strategic management and understanding finance.

Module features:

CIMA on demand courses:

- are short and focused, with an average duration of an hour
- provide users with 1 or 1.5 verifiable CPD units
- address stated objectives
- are delivered in manageable chunks
- are supported by visual aids
- incorporate knowledge reviews to check understanding
- can be stopped, paused and rewound around any interruptions.

Please see Appendix 2 for sample screens of CIMA on demand or view a short demo at: http://video bpp.com/cimaportal/demo/player.html
Courses available

There are currently over 80 courses available with approximately 20 new courses produced each year. The catalogue covers the following areas:

- Management accounting
- Corporate finance and treasury
- Financial reporting
- Law and tax matters
- Business skills
- Strategic management
- Understanding finance
- Personal and management skills
- Webinars.

For a full list of available courses please visit www.cimaondemand.com

Delivery


We will be happy to discuss alternative bespoke technical arrangements, including hosting courses on an organisations learning management system or supplementing the existing catalogue with additional/bespoke content requirements.

Implementation

CIMA will work with you to agree an effective launch programme including launch communications, enrolment of users and training to ensure a smooth, rapid and effective launch. Through engaged account management we would fully support you and share best practices on fully utilising the CIMA on demand solution.

Service and support

CIMA will provide ongoing technical support and issue resolution to agreed service level agreements.
**Investment schedule**

For corporate arrangements, CIMA offers a range of cost effective corporate solutions to cover all learning needs. Pricing is usually determined by a variation of factors including numbers of users, numbers of courses and duration of access.

Based on our recent discussions we believe the following pricing model is best suited to your needs and have updated the model with the costs for the proposed solution.

[There are broadly 3 models which you should use in proposals please edit and use one. The options will also differ on whether the solution is to be hosted by BPP or Installed on the organisations LMS]

**Proposed solution: Hosted access for set users**

This option would suit a corporate with a large finance team and no learning management system. The per user charge should vary from £50 to £150 depending on numbers of users and courses.

This provides each user with [12] months access to [all] CIMA on demand courses, from within the [CIMA on demand] portal.

This offers significant discounts on standard individual prices and an additional corporate discount based on numbers of users/courses and is a recommended solution for large and/or geographically dispersed finance teams. We will be happy to provide a quotation based on your organisation’s requirements.

**Proposed solution: Flexible corporate package**

<table>
<thead>
<tr>
<th>Volume</th>
<th>Fixed price</th>
<th>Equivalent price per course</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>£2000</td>
<td>£20.00</td>
</tr>
<tr>
<td>200</td>
<td>£3000</td>
<td>£15.00</td>
</tr>
<tr>
<td>300+</td>
<td>£3750</td>
<td>£12.50</td>
</tr>
</tbody>
</table>
This is better suited for smaller finance teams or organisations that would like to test the water with a pilot. They effectively by course units and then specify how these are divided up amongst their team.

This allows organisations to purchase an agreed number of online courses accesses, and allocate them as they wish. This allows flexible usage of courses, and allows for full CPD programme provision or selective use of suitable courses. We will be happy to provide a quotation based on organisation’s requirements.

**Proposed solution: Installed courses on company LMS**

This allows organisations to license the I.P. of a set number of courses, install them with in their LMS and provide access to a total user population not exceeding a maximum limit. We will be happy to provide a quotation based on your organisation’s requirements.

**Next steps**

If you are interested in the CIMA on demand solution, we recommend that a meeting is arranged to discuss your particular requirements further, whilst possibly providing you with a demo account for evaluation purposes.

We very much hope that this overview is of interest and await your feedback and further discussion.

**Contact us**

For more information on CIMA on demand contact us at:

E. enquiries@cimaondemand.com
Appendix 1 – About CIMA

The Chartered Institute of Management Accountants, founded in 1919, is the world’s leading and largest professional body of Management Accountants, with over 203,000 members and students operating in 173 countries, working at the heart of business. CIMA members and students work in industry, commerce, the public sector and not-for-profit organisations. CIMA works closely with employers and sponsors leading-edge research, constantly updating its qualification, professional experience requirements and continuing professional development to ensure it remains the employers’ choice when recruiting financially-trained business leaders.

Professionalism and ethics are at the core of CIMA’s activities with every member and student bound by rigorous standards so that integrity, expertise and vision are brought together.

CIMA has formed a joint venture with the American Institute of CPAs (AICPA) to establish the Chartered Global Management Accountant (CGMA) designation. CGMA is the global quality standard that further elevates the profession of management accounting.

CIMA is proud to be the first professional accounting body to offer a truly global product in the fast-moving area of Islamic Finance.

For more information about CIMA, please visit www.cimaglobal.com

Follow us on Twitter at www.twitter.com/CIMA_News
Appendix 2 - CIMA on demand sample screens

Today's objectives

- What do we mean by being ethical, and why is it important
- Ethics and professionalism
- Review the CIMA Code of Ethics, based on the IFAC Code
- Review threats and safeguards
- The wider environment and importance of ethics
- Consider ethical dilemmas and their resolution
- Review business trends and value of ethical information reporting

Case Study 1: Principles affected

Professional behaviour

Integrity

Truthfulness

Confidentiality

Objectivity

Professional competence and due care
Appendix 3 – CIMA on demand - system requirements

In order to view CIMA on demand courses you will need to ensure that users have access to machines with the following:

- Audio enabled
- Flash Player 6.0.79 or later (www.adobe.com/go/getflash)
  (Flash Player 7 or later is recommended)
- One of the following browsers:
  - Windows: Internet Explorer 6 and later
  - Firefox 1.x and later
  - Safari 3 and later.

Customer support is available 24x7. Our aim is to confirm that queries are being dealt with within one hour of receiving them and provide status updates at least every two business days. We expect to resolve most problems within 24 hours.