

BilgeAdam

Leading IT Training & Consulting Company in Turkey



Introduction

- Bilge Adam was established in 1997 as a Microsoft CTEC (Certified Technical Education Center).
- Over time Bilge Adam opened 7 locations throughout Istanbul, and formed the “Bilge Adam Corporate” division in 2003 that offers IT training and IT consulting solutions to companies.
- One of the 2 corporate branches also serves as a “solution center”: a hosting service provider, for hardware and software sponsors (HP, Intel and Microsoft) to show the “proof of concept”, test and demo their products.

Services

Bilge Adam Corporate Division provides the following IT services:

- IT-Training (Microsoft, HP, Cisco, Adobe, Symantec, CompTIA, Autodesk, Apple, Logo)
 - Class-room training
 - E-learning
 - Blended-learning
- Consulting
 - Systems
 - Server and Storage
 - Network
 - Software Development
 - Digital Design
- Software Projects
- Outsourcing

Services-1: IT-Training

Class-room training

- Bilge Adam is the most preferred company in IT training (for Microsoft, HP, Cisco, Adobe, Symantec, CompTIA, Autodesk and Apple technologies) in Turkey. Bilge Adam delivered IT training to over 60,000 individuals and 25,000 corporate people since its conception in 1997.
- Bilge Adam is the market leader of Turkey in Microsoft Training with a market share of 64%* as of June 2006. (*Source: Microsoft Turkey)
- Customer Satisfaction rate in corporate training at Bilge Adam is: 99.9%
- Corporate Training Schedule: “Open training” is the most cost-effective way of delivering training to less than 4 people from a company.
 - Quarterly published (www.egitimtakvimi.com) and guaranteed schedule with nearly 100 courses.
 - People from different companies participate in the class; opportunity to share experience

Services-1: IT-Training

E-learning

- Bilge Adam leads the market in custom E-learning packages, tailored to suit each company's specific needs.
- Bilge Adam also has off-the-shelf E-learning packages for IT training, e.g. Windows, Vista, MS Office, IT-essentials, software development.
- Some E-learning packages for soft-skills training are in development in association with Fed-Training
- E-learning customers include:
 - *IsBankasi, THY, Aksa Akrilik, Dogus Otomotiv, Turkuaz, HP, Tepe Technology, TBB*

B-learning

- Blended learning is the best approach for large-scale roll out projects (such as ERP roll out), i.e. a mix of E-learning and classroom training.

Services-2: Consulting

- Offering A-Z solutions in cutting-edge technologies of leading IT-vendors, e.g. Microsoft, Intel, HP, Cisco.
- Over 500 mid-market companies and enterprises
- Over 250 highly trained, experienced and certified consultants, full-time on board
- Bilge Adam consultants are also outsourced to vendors like Microsoft, HP and Intel on a project basis or to other customers on longer terms
- Following are the departments of the consulting team
 - Systems
 - Server and Storage
 - Network
 - Software Development
 - Digital Design
- Consulting customers include:
 - Sabanci Holding, Boydak Holding, Calik Holding, Vodafone, Microsoft Consulting Services

Services-3: Software Projects

- Bilge Adam Software Projects team, with 1 Microsoft Regional Director, 5 MVPs and 30 developers, develops custom applications
- The specialization of the team is in the following areas:
 - Training portal
 - LMS – Learning Management System
 - HR – Human Resources
- In addition to the above specializations custom projects are developed to fulfill customers' requirements
- Customers of Software Projects include:
 - Isdemir, FritoLay, Dogan Online, Axa Oyak, Aksa Akrilik, STM, CocaCola, Dogus Otomotiv

Services-4: IT - Outsourcing

- When available, the consulting resources of Bilge Adam are outsourced to customers in need, on a project basis or long-term.
- If the IT-professional requested is not available in the team, then Bilge Adam Career Services Company (Kariyer Noktasi) recruits an individual from the exterior. Bilge Adam puts this individual through training if necessary and outsources to the customer.
- Developers, Project Managers, System & Network Consultants, help desk and support personnel, training managers, etc. are outsourced.
- Customers who took advantage of Bilge Adam's outsourcing services include:
 - HP PSG, HP IPG, Borusan Otomotiv, Dogus Otomotiv, Dogan Online, Microsoft

Strengths

- Leading IT-training company in Turkey; partnership with top vendors
- Premier quality IT-training recognized with numerous awards
- Strong leadership team
- Over 250 competent and certified trainers and consultants
- 7 sites with advanced infrastructure
- Customer-oriented focus and flexibility

Strengths-1: Leading IT-Training Company in Turkey

- Bilge Adam is the national leader in IT-training, conducting 64%* of all IT-training in the country. (*) Source: Microsoft Turkey
- The company is partnered with the leading vendors and organizations in IT and is running IT training for their technologies:
 - Microsoft Gold Certified Partner For Learning Solutions
 - HP Authorized Training Center
 - Cisco® Authorized Training Center (Sponsored Organization)
 - EC-Council Authorized Training Partner
 - CompTIA Learning Alliance
 - Intel Learn Program Local Training Partner
 - Symantec Authorized Training Center
 - Adobe Authorized Training Center
 - Autodesk Authorized Training Center
 - Apple Authorized Training Center
 - Logo Authorized Technical Training Center
 - Prometic and PearsonVue Authorized Testing Center

Strengths-2: Premier Quality IT Training

- Bilge Adam considers training quality and customer satisfaction as the most important way of measuring success.
- With an overall satisfaction rate (individual and corporate together) of 99.9% and dedication to quality training Bilge Adam Corporate has achieved recognition by its partners and earned many awards.
- Microsoft Awards:
 - Achieved Microsoft Turkey's " Best Certified Partner for Learning Solutions (CPLS)" awards 7 years in a row (2002, 2003, 2004, 2005, 2006 and 2007) as the market leader in Turkey in Microsoft Training.
 - Ranked 2nd (among all Microsoft CPLS's in Europe, Middle East and Africa (EMEA). *March 2006
 - Initial Member of Microsoft Learning Advisory Council together with top 12 training companies selected from 1700 Microsoft Certified Partners for Learning Solutions worldwide. **Sept 2004 – Sept 2006

Strengths-3: Strong Leadership Team

Bilge Adam's leadership team is a good blend of professionals with backgrounds in IT, education, management and international management.

Hakan Çevik, General Manager

Education: American Robert High School (1987); MS at Boğaziçi University, Istanbul - Computer Engineering (1991)

Experience: Unilever Turkey, Holland and USA (1991 – 2003); Bilge Adam since 2003

Haldun Pak, VP, Education & Operations

Education: American Robert High School (1987); MA in Economics at Middle Eastern Technical University, Ankara - (1991); MS at Finance North Wales University, UK (1993)

Experience: Bankers Trust Company (1993-1995); Bilge Adam since 1997

Furkan Fırat, VP, Individuals Business Unit

Education: American Robert High School (1987); MA at Arizona State University, College of Business (1992); MBA / MIM at University of Arizona and Thunderbird University (1995)

Experience: Zurich Insurance Group, Chicago, USA (1996-1997); Bilge Adam since 1997

Behiç Tanağardı, VP, Technology

Education: Dumlupınar High School (1990); MS at Yıldız University Computer Engineering (1997)

Experience: MET Education Center (1992 – 1994); ARC Software (1994 – 1997); Bilge Adam since 1997

Cem Çevik, VP, Corporate Business Unit

Education: Beşiktaş Atatürk Anadolu High School (1993); MA at Istanbul University School of Business Administration (1997)

Experience: İktisat Bank (1997 – 1999); Demirbank (1999 – 2000); Bilge Adam since 2000

Strengths-4: Competent and Certified Trainers and Consultants

- Bilge Adam aims to attract and retain the best trainers in their respective fields. There are currently 293 highly qualified and certified trainers employed at Bilge Adam.
- Bilge Adam trainers are capable of delivering training beyond a purely academic perspective: most Bilge Adam trainers possess no less than 3 years of hands-on industry experience and can therefore enrich the training content with own experience and real-life scenarios.
 - 1 Microsoft RD (Regional Director) out of 2 in Turkey
 - 11 Microsoft MVP (Most Valuable Professional)
 - 5 MCLC (Microsoft Certified Learning Consultant)
 - 69 MCT (Microsoft Certified Trainer)
 - 49 MCSE (Microsoft Certified System Engineer)
 - 24 MCSD .NET (Microsoft Certified Solution Developer)
 - 10 MCITP (Microsoft Certified IT Professional)
 - 19 MCPD (Microsoft Certified Professional Developer)
 - 53 MCTS (Microsoft Certified Technology Specialist)
 - 1 CCIE (Cisco® Certified Internetwork Expert)
 - 6 CCSI (Certified Cisco® Systems Instructor)
 - 3 CCNP (Cisco® Certified Network Professional)
 - 25 CCNA (Cisco® Certified Network Associate)
 - 2 CCDA (Cisco® Certified Design Associate)
 - 5 HPCI (HP Certified Instructor)
 - 2 HP MASE (HP Master Accredited Sys Eng)
 - 5 HP ASE (HP Accredited System Engineer)
 - 6 HP AIS (Integration Specialist)
 - 1 CEH (Certified Ethical Hacker) (EC-Council)
 - 1 CISSP (Certified Information Systems Security Professional) (ISC2)
 - 1 CISA (Certified Information Systems Auditor) (ISACA)
 - 1 CompTIA Server+ Certified Professional
 - 2 CompTIA A+ Certified Professional
 - 2 CompTIA Network+ Certified Professionals
 - 1 CompTIA Security+ Certified Professional
 - 3 Foundation Certificate in IT Service Management(ITIL)

Strengths-5: Training Sites with Advanced Infrastructure

Largest Microsoft CPLS (Certified Partner for Learning Solutions) in Turkey

with 7 locations throughout Istanbul:

Corporate Training Sites (2)

Fulya, Kozyatagi (*)

Individual Training Sites (5)

Besiktas, Kadikoy, Town Center, Bakirkoy, Fatih

Mobile Facilities

Mobile classes with laptops available
to conduct training anywhere

Advanced Infrastructure

- 1,850 PCs (250 Corporate, 1600 Individual) in 97 labs
- LCD Monitors
- Data Projection Devices
- Total of 40 Mbps Internet bandwidth
- Secure WAN connecting all locations
- All HP hardware and network infrastructure including Procurve switches
- Uninterrupted training with UPS and generators
- (*) Solution Center: Hardware park used by hardware and software vendors for PoCs, demos, testing and training

