

Power your team with a customized class taught by a world class instructor!

*Learn from our 25+ years' technology experience and knowledge of industry best practices.*



"Talk to us, an onsite class may be more affordable than you realize."

## Onsite and WebLive™ Classes, Market Research Reports, and Consulting

Systems/Software Engineering, Reliability Engineering, Mechanical Engineering and Manufacturing, Cloud Computing, Telecom (see *Telecom brochure*), other Tech, Soft Skills (see *back for more details*)

## Why Eogogics?

- **Unmatched Expertise:** Industry-leading 500-course curriculum based on first-hand technology experience. We have been engaged in ground-breaking projects worldwide for 25+ years.
- **High Client Satisfaction:** All of our classes rate good-to-excellent, high client retention, bulk of our business is from loyal clients or their referrals. See our website for enthusiastic testimonials.
- **World-class Instructors:** Advanced degrees, 15-30 years in the real world, publications, patents, awards/honors. They mix teaching with R&D and consulting to keep their tech edge razor sharp. They are as dynamic and entertaining as they are knowledgeable.
- **Customized, Practical Courses** that focus on *your* technical needs. Take a class onsite or, in some cases, on the Web. Flexible schedules.
- **Buy Coach, Travel First Class:** Using technology to lower our operating expense, we offer best-in-class instructors and tailored courses for 10-15% below market.
- **Power Your Organization with an Eogogics Workshop!** Avoid the cost and delay of trial-and-error! Benefit from our 25+ year knowledge of industry best practices and unbiased advice.

## Join a Distinguished Clientele of Fortune 100/500 Companies

Lockheed Martin, UBS, Boeing, Disney, Raytheon, Dell, AT&T, ABC News, Verizon, Sprint, Comcast, LightSquared, TruePosition, DIRECTV, L-3, ITT, SAIC, URS, Shaw, NII, Intelsat, Crown Castle, Harris, Booz Allen Hamilton, Spectra Energy, Xerox, Cooper, Bain & Co., DoD, DHS, DoE, DoC, DoJ, NASA.

**Contact us today for free consultation with a subject matter expert!**



## Top 10 Client Questions

Answered by KK Arora, President

### Who are you? Who are your clients? What are your credentials, standing in the industry?

We've been doing ground-breaking tech projects worldwide for 25+ years. Our curriculum, based on our real-world experience, is one of the largest, including many courses for which we're the sole source. We're well-regarded by our Fortune 100/500 and government clientele, though we welcome clients of all types and sizes.

### What makes you better than your competitors? Are you cutting edge?

- 25 year first-hand technology experience and knowledge of industry best practices
- Highly qualified, practicing Subject Matter Expert (SME) instructors
- Custom course content focused on whatever is driving your need for this training
- Prices that are 10-15% below market for such high-end training elsewhere

### Who are your instructors? Are they subject matter experts or just career trainers?

Most are highly qualified, practicing SMEs (with patents, publications, awards/honors, 15-25+ year experience) with the passion and skill to teach and who rate excellent in class after class.

### How does this work? Can you help us narrow the choices, achieve our goals? How soon can we customize and host this class?

A single, no-cost-or-obligation call will let our technology SME understand your goals, narrow down choices, discuss available class dates, develop detailed custom course specs for you to critique, finalize costs, and lay out a plan to help you reach your goals quickly and smoothly.

### Can you tailor your course to our audience, application, equipment, methodologies? Will you provide detailed, custom course specs before we commit? Is our sensitive info safe with you?

You want to train for a reason; we'll work hard to understand what that is, then deliver content specific to your need. You'll begin by discussing your issues directly with the instructor via phone/video (letting you evaluate him as well). After the call, you'll receive a detailed, customized course outline – at no cost or obligation. Incidentally, we rarely charge extra for the customization. And, yes, we've worked with sensitive issues for 25+ years, so your info is safe with us (NDA's are available).

## Can I talk to the instructor before we commit?

Our instructors are impressive; we want you to talk to them. A single SME-instructor, with whom you can talk as soon as you're ready, will do the upfront needs analysis (via voice or video call), tailor your course, and teach it, too. Talk about continuity and accountability!

## How is your sales process different from that of your competitors?

We're focused less on selling courses than on helping address issues driving the training need. We know your decision may involve multiple criteria and stake-holders. We'll take the time to address everyone's concerns. We care as much about being the right partner for you as you do.

## Ok, so your courses and instructors are among the best available. But are you expensive? Wouldn't a public class, if available, be cheaper?

Using technology to drive down cost, our best-in-class instructors teach spot-on custom courses at prices that are quite affordable, even for a small class. For specialty topics, public classes don't exist. Even when they do, private classes deliver more targeted content in fewer days with just the instructor (vs. all the participants) traveling, offering a better, cheaper class with no travel down-time. Some courses can be taught WebLive™, avoiding instructor travel, too.

## Are your courses backed up by good service?

Since the bulk of our business comes from long-term customers or their referrals, great service is not just something we try to do, it's critical to our business model and ongoing success.

## Will I be taking a chance by selecting Eogogics to teach this course? Are you as good as you sound? Is Eogogics a 'safe' choice?

We know that a great class will make you look good with your peers, and a so-so one, well, not so. You may breathe easier knowing that we've got a 25+ year record of successful executions. Our subject matter and best practices knowledge, plus content specific to your audience/need, will make your technology journey quicker, smoother – and make you look good, too.

***So minimize the time/money lost to the learning curve, synch up with the industry best practices, receive a second opinion on your strategy, and arrive at your technology destination happier, more successful. Call or email us today!***

***About the Eogogics Team:*** Eogogics is led by KK Arora, formerly Founder and Managing Director, Wireless Institute. A wireless telecom industry pioneer, award winning teacher, and author with 25 years of executive experience, he leads a team of highly accomplished professionals who rank at the top of their chosen fields and have earned many distinctions including patents, publications, and awards/honors. Our five-person leadership team collectively offers: 106 years of technology experience (91 years in telecom, 66 years in wireless), 156 years in training (106 years in technology training, 50 years in soft skills training), and 101 years in consulting (61 years in technology, 40 years in soft skills).



## One of the Largest Curricula in the Industry

400 technology courses augmented by 100 soft skills courses

### Engineering

#### Engineering

Systems (Methodology, Best Practices, Management), Unleashing Engineering Creativity, TRIZ, GD&T, Statistical Tolerance Analysis, Poka Yoke, Materials and Processes (Metals, Plastics), Print Reading

#### Software Engineering

Principles, Writing Requirements, Configuration Management, Testing, Project Management, Project Estimation, Quality Assurance

#### Statistics, Process Control

Industrial Statistics, Design of Experiments, Statistical Process Control

#### Reliability Engineering

Root Cause Failure Analysis (RCFA), Failure Modes and Effects Analysis (FMEA)

### Wireless, RF, SATCOM

#### 4G+ Wireless

4G (LTE Advanced, VoLTE, LTE, IMS LTE Interworkings), Emerging 5G (Cognitive Radio, DSA, ...), OFDM/MIMO

#### 3G/3G+, 2.5G/2G, and Other Wireless

WiMAX, 3G (UMTS, UMTS TDD, HSDPA/HSUPA), GSM, GPRS/EDGE, CDMA, 1xRTT, EVDO, iDEN™, TETRA, MPBN, WiFi, Bluetooth, ZigBee, Positioning/Location, LBS

#### RF Systems

RF, RF Safety, HF/VHF, Propagation/Fading, Antennas, Microwaves, SATCOM, Spectrum Engineering and Management, Signal Processing, IEEE WCET Exam

### Other Telecom

#### Networks

Cloud Computing, Cyber Security, Carrier Ethernet, Ethernet OA&M, SNMP, Design/Implementation, Traffic Engineering, Security, Switching/Routing, ATM

#### IP

IPv6, MoIP, IP Sec, BGP, MPLS, IMS, SIP, SIP Sec, VoIP, VoIP Sec, EoIP, IP TV, IP Geo-location

#### IN, Charging

CAMEL, SS7, IMS, Diameter

#### Optical Networks

SONET/SDH, DWDM, CWDM

#### Telecom in Defense, Security, Public Safety

Emerging Technologies, 5G/4G/3G (Defense/Government Uses), Cyber Security/Warfare, Data/Infrastructure Security, Land Mobile Radio, Public Safety Radio, E911, 911 (Voice and VoIP), CALEA

#### Other Telecom

Mobile Backhaul, TM Forum Methodologies (Framework, eTOM, SID, TAM), Unified Comm.

### Technical Management, Soft Skills

#### Technical Management and Communications

Project and Project Portfolio Management, Budget/Risk Management, Scope/Change Control, Delivery Performance Improvement, Quality Management, Cost Reduction, Engineering Economics, Manufacturing Leadership, Offshore Supplier Management, Virtual Collaboration and Management, Problem Solving, Technical Writing, Proposal Writing, Technical Presentations

#### Soft Skills

Time/Stress Management, Team-play, Conflict Management, Delegation, Coaching, Feedback, Negotiation, Influencing, Difficult Employees, Supervision, Management, Leadership, Leading Up, Strategic Analysis/Planning, Internal Consulting, Customer Service Excellence, Sexual Harassment, Workplace Violence, Diversity, HR Metrics, Career Transition