

### Want Awesome? Get Awesome!

With a tailored class taught by a best-in-class instructor. Choose from our 500+ cutting-edge courses or let us create one just for you. We also consult and publish market research on emerging technologies. We've been wowing clients for 15 years. Let us wow you!



### Cutting-Edge Courses

Our courses track the state-of-the-art; many are available only from us. When you train with us, you benefit from our deep knowledge of industry best-practices and first-hand experience with large 'first of a given technology' projects conducted worldwide over 25+ years.

### Best-in-Class Instructors

Our courses are customized to your technical specs and taught at your offices by distinguished instructors with 25+ year subject matter experience, outstanding presentation skills, publications, patents, awards, honors, and a passion to share knowledge.



### Join a Distinguished Fortune 100/500 Clientele

AT&T, Lockheed Martin, Disney, Boeing, IBM, DIRECTV, Raytheon, Dell, UBS, General Dynamics, Sprint, Comcast, Verizon, L-3, Exelis, SAIC, URS, Shaw, T-Mobile, Crown Castle, NII, Intelsat, LightSquared, Harris, Booz Allen Hamilton, Time Warner, Spectra Energy, Xerox, Cooper, Bain & Co, Zebra Technologies, ITT, Embraer, DoD, DHS, DoE, DoC, DoJ, GSA, FBI, NASA, national labs.

**We Deliver Knowledge, Passion, and Experience!**

**Call or email us now to schedule a free 30-minute SME consultation!**



KK Arora, President



## Who are you and your clients?

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

## What makes you different from your competitors?

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

## Do your instructors specialize in what they teach, or are they 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. Some have security clearances.

## How can you customize and teach this class for us?

A single, no-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.

### 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 who 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 telecommunications, 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).

## Can you tailor your course to our audience, application, equipment, methodologies?

You want to train for a reason; we will work hard to understand what that is, then deliver content specific to your need. You will begin by discussing your issues directly with the instructor via phone/video (letting you evaluate him as well). After the call, you will receive a detailed, customized course outline – at no cost or obligation. Incidentally, we rarely charge extra for the customization. And, yes, we have 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 are ready, will do the upfront needs analysis (via voice or video call), tailor your course, and teach it, too. The result is greater continuity and accountability, along with a course that meets your expectations.

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

We are 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 will take the time to address everyone's concerns. We care as much about being the right partner for you as you do about selecting the right vendor.

## 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.

## Can we count on you to get the job done right?

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 have 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.

Eogogics Inc is a Virginia corporation, established in 2005. Located in the Washington, DC, metro area, it serves clients worldwide. Eogogics is a SAM-registered (CAGE 43D19) SDB with VA DBME certification.

NAICS codes: 611430, 611420, 541330, 541618, 541690, 541611, 611710, 541612.

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## Our Training and Consulting Skill Set

*We tailor all offerings to your organization, whether commercial, DOD, DHS, or other governmental.*

### 5G, M2M, IoT

5G/5G+ technology, applications (commercial, DoD, DHS), and security. (Also, 4G/3G and WiMAX). Multi-Access Edge Computing (MEC), M2M Communications, IoT and IoT Security, Machine Learning, WiFi, Bluetooth, BLE, ZigBee, Thread, and more.

### RF and SATCOM

RF, RF for Public Safety, Microwaves, Satellite Communications (commercial and military), earth station design, RFP propagation and fading, antennas, and more.

### Networks

SDN, NFV, Cloud Computing, Blockchain, IPv6, IMS, SIP, VoIP, EoIP, MPLS, Wireshark, SNMP. Also, SS7, CAMEL, Diameter, and more.

### Optical

GPON, SONET/SDH, DWDM, and more.

### TM Forum

Frameworkx, SID, eTOM, TAM.

### Innovation

TRIZ, Brain Storming, Synectics, Biomimicry, Quality Function Deployment (QFD), Axiomatic Design, Lateral Benchmarking, Kano Model, Trimming, Nine Windows, De Bono's Six Hats, De Bono's Concept Fans, Bisociation, and more.

### Engineering

Root Cause Failure Analysis, Failure Modes and Effects Analysis, Experiment Design, GD&T, Tolerance Analysis Using GD&T, Poka-Yoke, Quality Management, Cost Reduction, Plastics Parts Design and Failure Analysis, and more.

### Tech Management

Leadership, Project Management, Project Portfolio Management, Software Project Management, Management and Supervision, Managing and Leading Up, Change Management, Influence without the Authority, and more.

### Interpersonal & Team Work

Collaborating, Consulting, Negotiating, Presenting, Technical Writing, SWOT Analysis, Strategic Analysis and Planning, Relationships and Conflict Management, and more.

## Also, Market-Research Intelligence Publications on Emerging Technologies



Broadband Technologies (e.g., 5G/6G, WiFi, LPWAN), Computing Technologies (e.g., Cloud, Edge Computing, Quantum Computing), Immersive Technologies (e.g., Augmented Reality, Virtual and Mixed Reality, Haptic/Tactile Internet), Internet of Things, Industrial Internet of Things, Big Data and Analytics, Artificial Intelligence, Automation and Robotics, and much more.