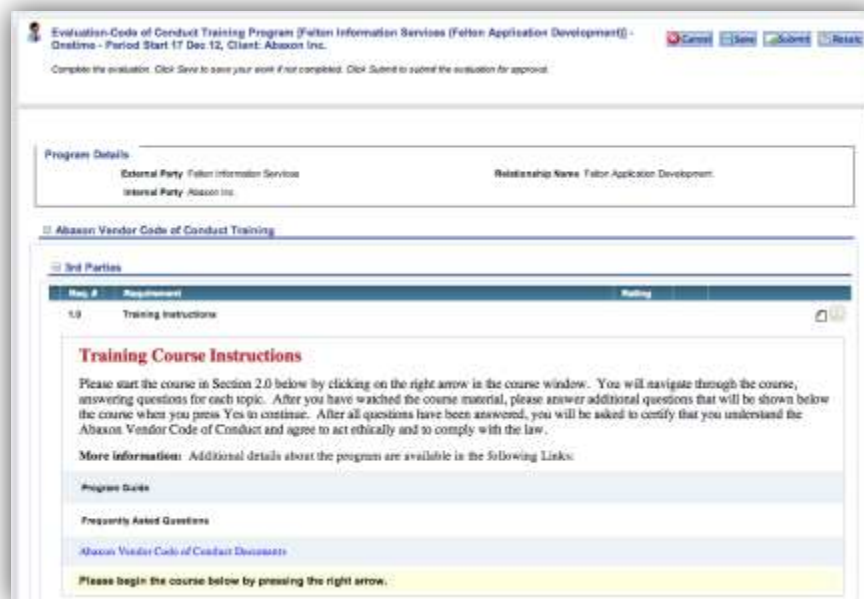


## 3rd Party Management - Training Challenges

Your 3rd parties are critical to the growth and profitability of your company. Due diligence and risk management, on-boarding, contract management and performance management are all key elements of your 3rd party management program. For most organizations, the complexity associated with initial due diligence and managing 3rd parties on an ongoing basis, means that training individuals within those 3rd parties has become one of the most challenging aspects of developing and enforcing specific corporate risk, compliance and performance initiatives. At the same time, many companies require 3rd parties to conform to their Vendor Code of Conduct and regulators and corporate ethics and quality standards. Regulators also expect them to deliver training as part of an effective compliance program.

However, most organizations do not know with any level of certainty:

- Who their 3rd parties are and what business they do with them
- The person within their organization who manages specific 3rd party relationships or the key contact details for the 3rd party
- If and when the 3rd party has received appropriate training



Traditional approaches to training have inherent limitations. In person training, while often effective, is expensive, inconsistent and does not scale across large volume of 3rd parties. Learning management systems do not integrate with your 3rd party management programs and do not allow the necessary collaboration between your external 3rd parties and your internal stakeholders.

### 3rd Party Management – Training Requirements

In order to deliver consistent, timely, and targeted training to large and growing numbers of disparate 3rd parties and to individual learners within those 3rd party companies, you need the ability to:

- deliver specific, localized, tailored training materials in appropriate formats
- deliver regular, timely training – versus limited (“one and done”) or no training
- integrate with 3rd party management tools to identify companies that require training
- manage communication with point of contact for your 3rd parties
- manage by exception
- identify and communicate with individuals learners for your 3rd parties
- manage attestations
- solicit and manage learner feedback
- deliver testing and track effectiveness
- provide integrated scorecards, metrics, reports and audit trail
- satisfy demands of an external regulator
- scale to deliver and manage training to 1000s of learners

### Hiperos Training

3PM Training is a fully integrated component of the Hiperos 3PM SaaS platform. 3PM Training allows an organization to integrate training into its 3rd party management activities and to align training with its broader business objectives. It also allows training to be incorporated into your risk, compliance and performance initiatives; training can be delivered, scored and audited for specific issues such as anti-bribery/FCPA, compliance with other regulations, quality standards, health and safety, ethics and other corporate policies. Targeted training can be delivered to specific learners within target organizations and delivered on a one time or continuous basis. The results of the training can be used to support initial or on-going due diligence requirements as well as provide auditable reports for management, board members and regulators.

### Enterprise-Level Scalability

Hiperos Training has been implemented by some of the largest corporations in the world to deliver and manage training to their more than 100,000 3rd parties. Hiperos Training has been benchmarked to deliver and manage training to in excess of 500,000 individual learners.

### Hiperos 3PM

*Hiperos Training* is a fully integrated module of Hiperos 3PM. Hiperos 3PM helps you manage the ongoing oversight of and collaboration with your 3rd party relationships, including initial and ongoing, risk analysis and management, compliance and performance activities.

### Contact Us

Please visit our website [www.hiperos.com](http://www.hiperos.com), or call our main office at (908) 981-0080.

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