

TREXX



TREXX CONSULTANCY MARKETER BRIEFING

Sponsored By:
TREXX CONSULTANCY
(202401042861)

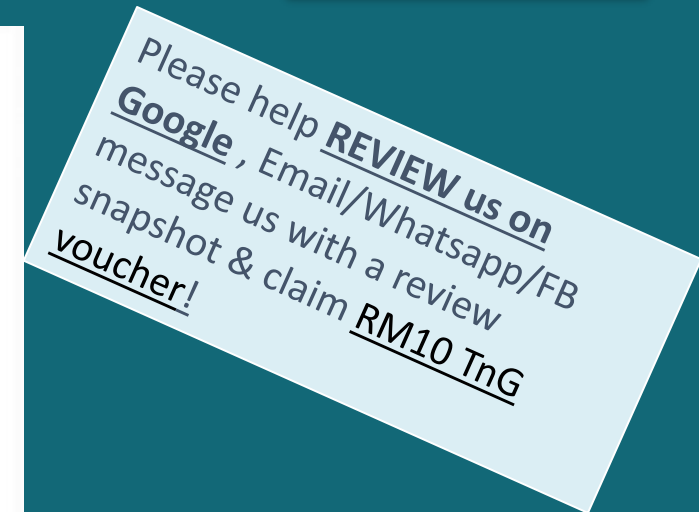


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TREXX CONSULTANCY



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TRAINING PROVIDER

- Founded in 2020
- HRDCorp Registered training provider, all courses are HRDCorp levy-claimable
- Based at Penang & Kuala Lumpur
- Team: 6 Trainers, 2 Admins
- Focus: Project Management (Traditional/Agile/Hybrid)
- Other Topics: Engineering, Finance, Human Resource, Soft Skills, Team Building
- Consultancy: PMO Setup, Project Management Framework, Project Team Coaching, Project Watch Brief

Ir. Ts. Prakash Rajah



TRAINER INTRODUCTION

- Lead project management trainer at Trexx Consultancy. Accredited HRD Corp trainer.
- 20yrs+ working experience in the corporate world as an engineer.
- As a trainer: project management
- Education: B.Eng (Elec-Telecommunications) UTM, MBA (General Management) UPM
- Membership: Corporate Member of IEM (MIEM), Professional Engineer (BEM), Professional Technologist (MBOT), ASEAN Chartered Engineer (ACPE)
- Certification: Project Management Professional (PMP-PMI), Certified Agile Practitioner (ACP-PMI), Certified Scrum Master (CSM-Scrum Alliance), Certified Senior Project Manager (IAPM)
- Publication: 2 white papers, 4 patents

CORPORATE TRAINING - HCC



- **HRD Corporation:** Formerly known as Pembangunan Sumber Manusia Berhad (PSMB), under Kesuma
- **Training Levy:** Mandatory contribution by employers to fund employee training and development.
- **Objective:** HRD Corporation aims to upskill the workforce, close skill gaps, and drive economic growth through continuous learning and development.
- **Applicable to:** Employers in the private sector who have at least 10 employees, or those who fall under specific sectors defined by HRD Corporation.

CORPORATE TRAINING - HCC



➤ Levy Rates:

- Generally, the levy is set at 1% of employee's salary
(E.g. Comp A has 30 employees → 30 x average salary ~RM5k x 12mths x 1% = RM18k/yr)
- Different rates may apply for certain sectors, such as a reduced levy for small businesses or specific industries.

➤ **Training Programs:** Funds from the levy can be used to subsidize the cost of training programs for employees, governed by Allowable Cost Matrix (**ACM**) table. HRDCorp levy claimable courses are generally called **HCC**. Only training companies registered with HRDCorp are allowed to provide HCC courses.

➤ **Penalties:** Employers who fail to pay the levy or submit required reports may face penalties or fines.

➤ **Dormant Levy:** If the levy is unclaimed for 3 years (since last payment OR last claim), the entire amount is forfeited.

HCC Allowable Cost Matrix (ACM)

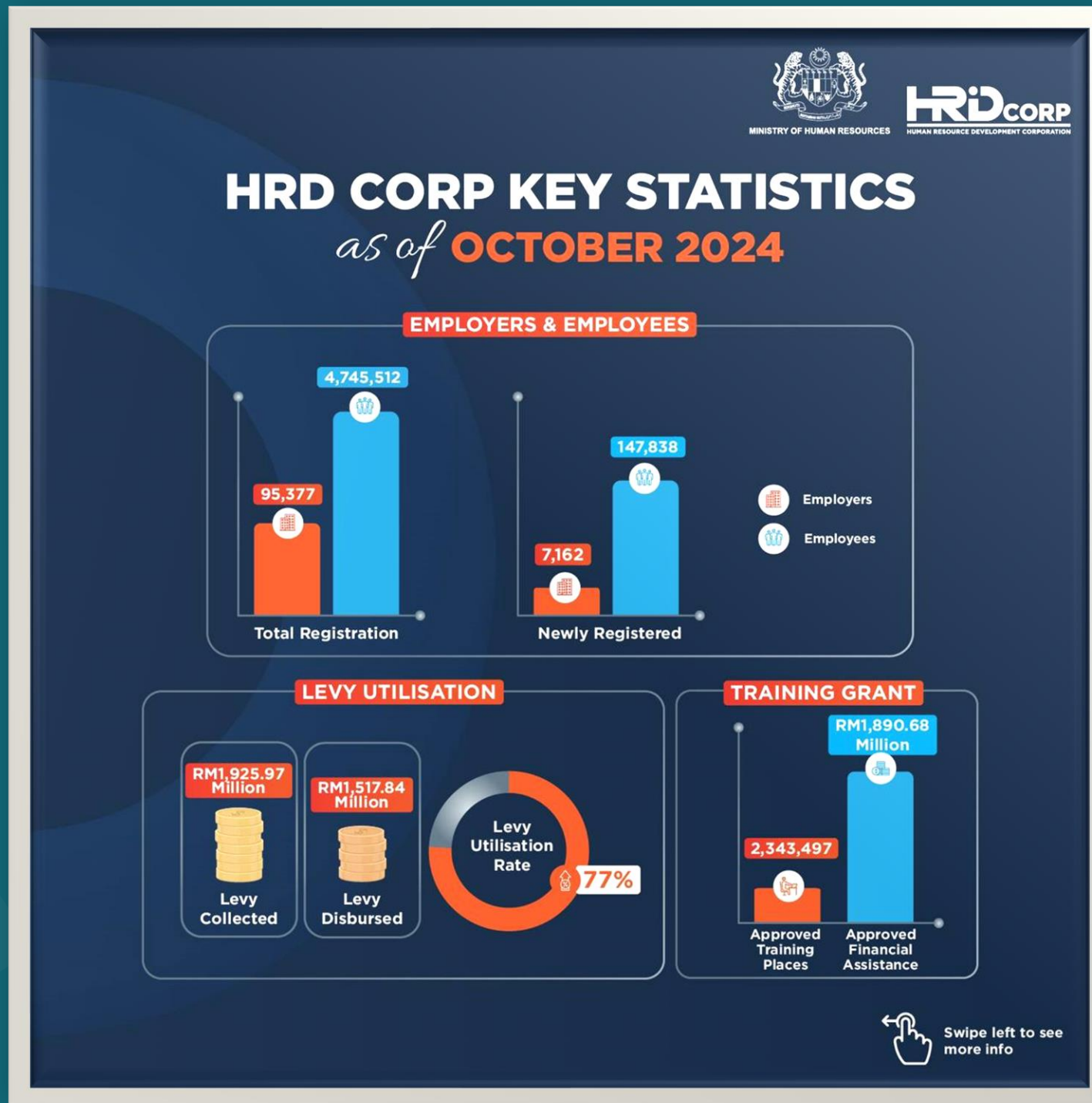


Course	Type	Mode	Before 1st Nov 2024	After 1st Nov 2024
General Courses	Inhouse	Face-to-Face	Max RM 6k/day/group	Max RM10500/day/group or RM6k/half-day/group
		Remote Online	Max RM 6k/day/group or RM700/day/pax	
	Public	Face-to-Face	Max RM 1300/day/pax	Max RM1750/day/pax or RM1k/half-day/pax
		Remote Online	Max RM700/day/pax	

Note:

- 1) Per group is min 5 (else pro-rated)
- 2) For Inhouse course, client has to arrange venue, food, equipment.
- 3) All of TREXX courses are listed under general courses
- 4) Traditionally TREXX has been charging RM6k per day per group (F2F)
- 5) Traditionally TREXX has been doing fullday training (not half-day) & mostly 2 Days course (e.g. RM 12k per course per company)
- 6) If client has less than 5 pax OR no venue, usually they opt for public courses (max 9pax per company).

HRD Statistics

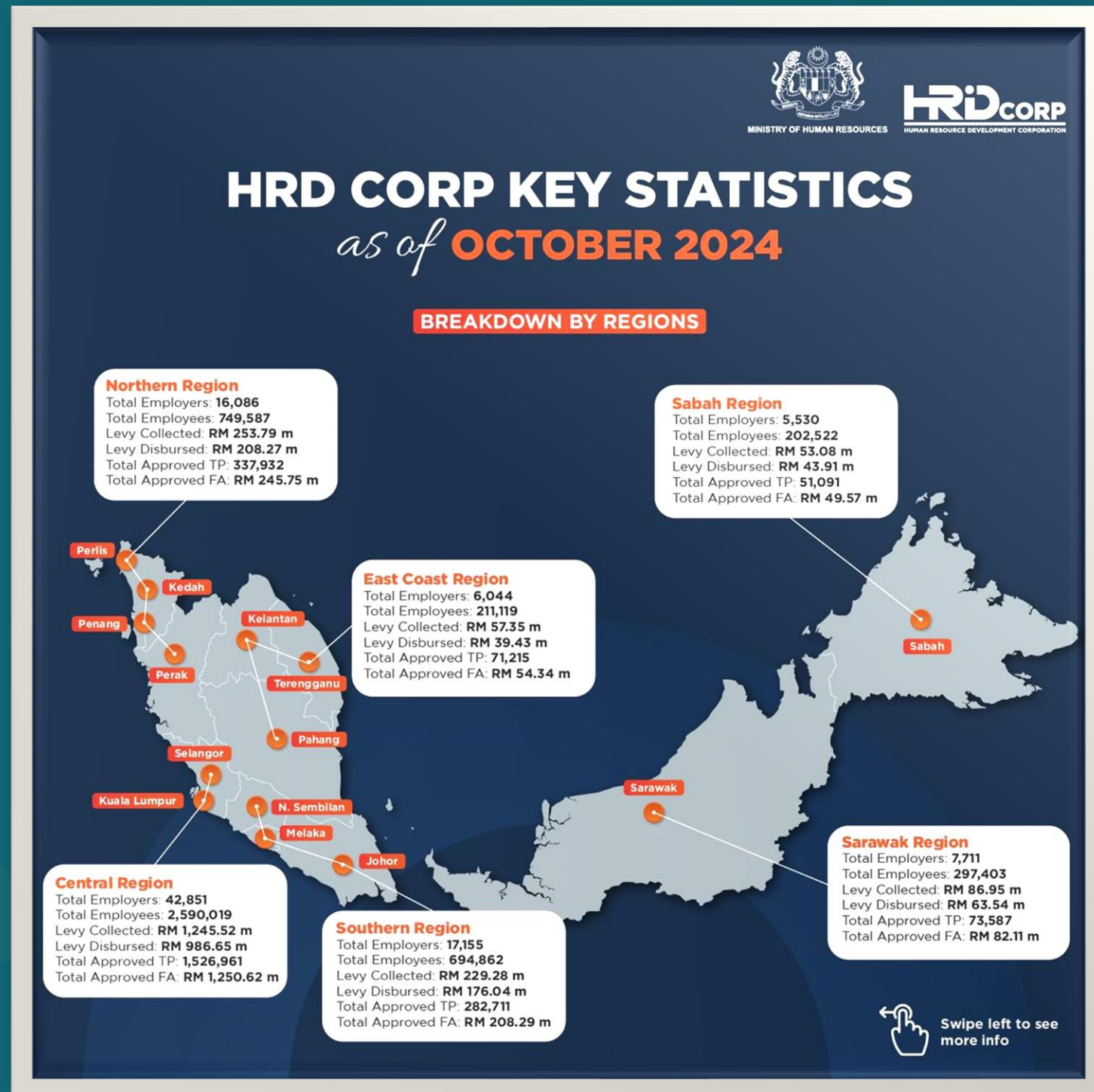


Levy Collected : RM 1.9B

Levy Disbursed: RM1.5B

Utilization Rate: 77%

HRD Statistics



➤ Highest Levy collection:

1. Central Region
2. Northern
3. Southern

➤ Central is 5X Northern levy collection

HRD Statistics



HRD CORP KEY STATISTICS *as of* **OCTOBER 2024**

TOP SKILLS AREA BY REGIONS



- Management & Leadership is top training course at Central & Northern
- Safety is top training course at Southern

TREXX HCC Courses



1) Fundamentals of Project Management

(Level: Beginner, Duration: 2 Days)

2) Agile Leadership: Developing Leaders & Transforming Organizations

(Level: Intermediate, Duration: 2Days)

3) Project Risk Management: A guideline to Identify, Analyze & Mitigate Risk

(Level: Intermediate, Duration: 2Days)

4) A Guideline Towards Effective Project , Vendor & Contract Management

(Level: Intermediate, Duration: 2 Days)

5) Practicing Agile & Implementing Scrum at Your Workplace

(Level: Beginner, Duration: 2 Days)

6) Essentials of Project Management

(Level: Beginner, Duration: 2 Days)

7) Hybrid Project Management: The New Norm

(Level: Beginner, Duration: 2 Days)

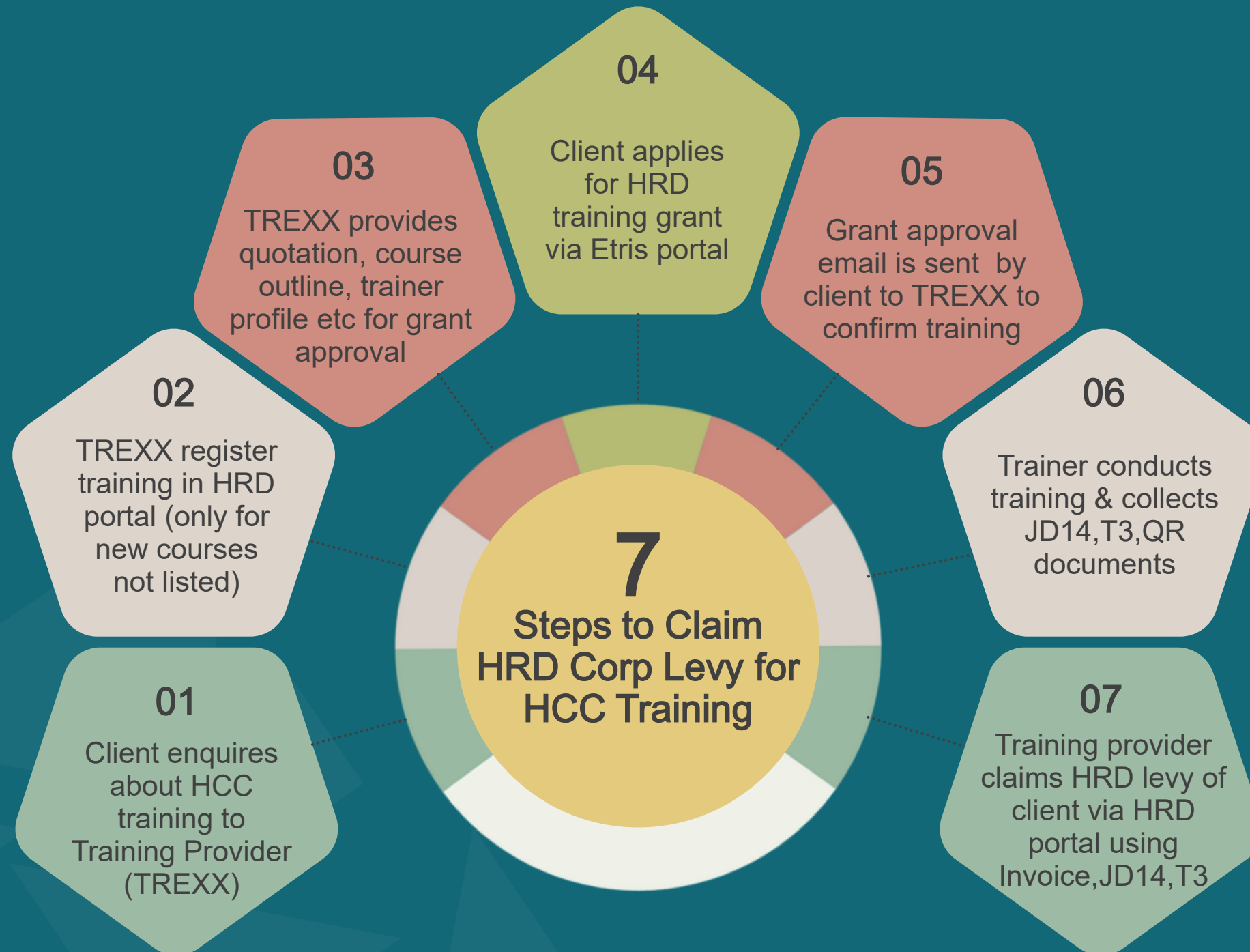
8) Effective Communications & Stakeholder Management in Projects

(Level: Beginner, Duration: 2 Days)

TREXX Training Gallery



Overall HRD Corp Claim Process



Marketer Role



Marketer promotes TREXX CONSULTANCY courses to known companies (current company, ex-company, friend's company etc). If the company does engage TREXX for any of the courses (claim HRD Corp or not), commission will be given to marketer. Any follow up courses (same topic) from the same company will also result in commission being paid continuously. Target is to get companies to engage inhouse courses (face-to-face/remote/public)

- Part-time basis, NO fixed salary, NO \$ commitment
- Can be done at your own time & pace
- Commission will be paid after grant is approved & training DAY 1 commences

Marketer Commission



For any corporate account that engages TREXX services via Marketer, following Marketing commission will be paid:

Type	Cost/day (RM)	Pax	Venue	Date	Commission per day (RM)	Comm for 2Days Course (RM))
Inhouse	6000	Max 25	Client	Client	500	1000
Inhouse	8000	Max 25	Client	Client	750	1500
Inhouse	10000 & above	Max 25	Client	Client	1000	2000
Public	1750	1	Trexx	Trexx	100 (per pax)	200 (per pax)

Note:

- 1) Per group is min 5 & max 25
- 2) For Inhouse course, client has to arrange venue, food, equipment.
- 3) If client has less than 5 pax OR no venue, can opt for public courses (max 9pax per company).
- 4) Commission will be paid to marketer again even if client repeats the same training (same topic) in future → build the relationship!**

Tools For Marketers



FUNDAMENTALS OF PROJECT MANAGEMENT
Code: RPM1
Date: 23 & 24 January 2025

2 DAYS COURSE OUTLINE
(Remote Online Public Course)

conducted by:
TREXX CONSULTANCY SDN BHD
202401042861 (1588706-T)

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HRD CORP CLAIMABLE

Course Outline

TREXX
growing together

COMPANY PROFILE

TREXX CONSULTANCY
202401042861 (1588706-T)

Project Management
Training & Consultancy

HQ
C-7-6, The Clovers, Lengkok Merbah 3,
11900 Bayan Lepas, Penang, Malaysia.

Mobile: 017-3009588
Email: support@trexxconsultancy.com
Website: www.trexxconsultancy.com

REGISTERED TRAINING PROVIDER

Company Profile

TREXX CONSULTANCY

EXCITING PUBLIC EVENTS IN 2025

- 09 JAN** **EFFECTIVE PROJECT MANAGEMENT**
8.00 PM - 10.00 PM (WEBINAR)
Zoom (Remote Online) **FREE**
- 23 & 24 JAN** **FUNDAMENTALS OF PROJECT MANAGEMENT**
9.00 AM - 5.00 PM (2 DAYS COURSE)
Zoom (Remote Online)
- 19 & 20 FEB** **FUNDAMENTALS OF PROJECT MANAGEMENT**
9.00 AM - 5.00 PM (2 DAYS COURSE)
Wydham Grand Bangsar, Kuala Lumpur
- 6 & 7 MAR** **FUNDAMENTALS OF PROJECT MANAGEMENT**
9.00 AM - 5.00 PM (2 DAYS COURSE)
Pullman, Kuching

www.trexxconsultancy.com

HRD CORP CLAIMABLE

Promotional Posters

Ali AhHock Muthu
Marketing Director

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growing together
Training & Consultancy

TREXX CONSULTANCY
202401042861 (1588706-T)

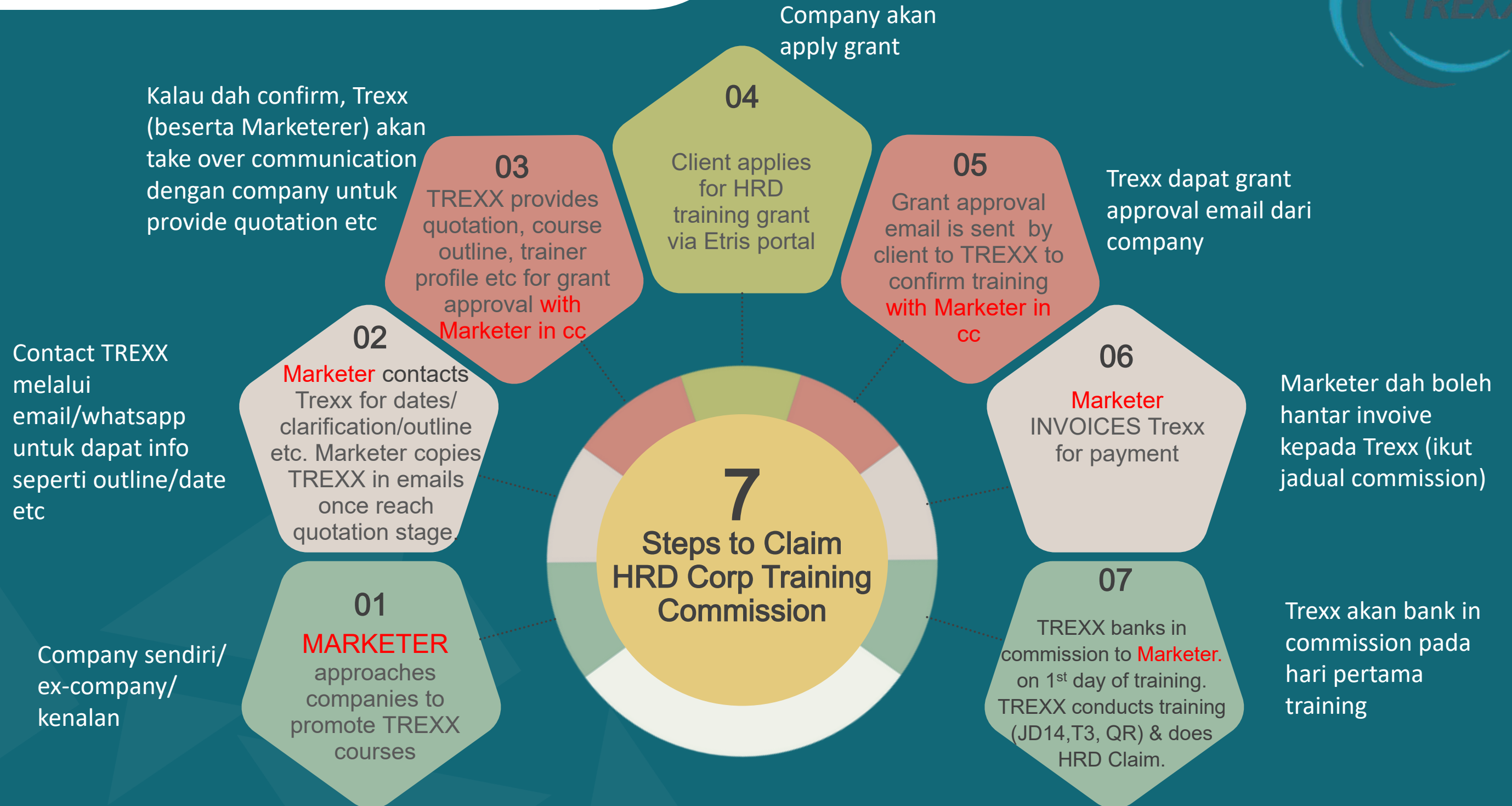
Traditional Project Management
Agile & Scrum
Project Risk Management
Project Vendor & Contract Management
Hybrid Project Management: The New Norm
& other courses on demand

REGISTERED TRAINING PROVIDER

E-Business Card

Other documents e.g. Invoice template, company SSM info etc will also be provided for usage

Marketer Commission Process



Example Scenario



1. Company Sendiri/Tempat Kerja Sedia Ada

- Approach HR
- Promote project management importance & mengenai Trexx
- Bagi info HR kepada Trexx & kami boleh start email (emel respon akan di forward kepada Marketer)
- Commission diberikan sekiranya training jadi

2. Ex-Company Sendiri/Kenalan

- Approach HR
- Promote project management importance & mengenai Trexx
- Start emel/corespondence dengan HR secara official menggunakan Marketer Tools
- Approach Trexx untul info atau bila perlu quaotation sahaja
- Commission diberikan sekiranya training jadi

NEXT STEPS (if interested to proceed further)



1. Fill in Trexx Marketer registration form & email back to us (this serves as confirmation of interest). Please also LIKE & FOLLOW & REVIEW our Google Page/Facebook/Instagram.
2. Marketer Id will be issued (internal processing only)
3. Trainer tools will be emailed to you
4. Start approaching companies at your pace & time
5. Approach Trexx officially via email once at quotation stage (can approach earlier via whatsapp OR email if need further clarification or documents)

Public Course Schedule



Effective Project Management (Code: EPMW)

Date: 9 Jan 2025 (8pm to 10pm)

Venue: Zoom

Level : Basic/Introduction

FREE

Fundamentals of Project Management (Code:FPM2)

Date: 23 & 24 Jan 2024

Venue: Zoom (Remote Online)

Level : Beginner

Fundamentals of Project Management (Code:FPM1)

Date: 19 & 20 Feb 2024

Venue: Wyndham Grand Bangsar, Kuala Lumpur

Level : Beginner

Fundamentals of Project Management (Code:FPM2)

Date: 6 & 7 Mar 2024

Venue: Pullman Hotel, Kuching

Level : Beginner

- All courses available for inhouse training too (HRDCorp Claimable)
- Please contact us via email/phone for more details regarding the course (dates, outline, fees, group discount etc)



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Questions & Answers

Please type in comment or ask directly



THANK YOU!!



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TREXX CONSULTANCY IG



Review Us on Google!

Please help **REVIEW** us on **Google**, Email/Whatsapp/FB message us with a review snapshot & claim **RM10 TnG voucher!**



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