

SELECT CUSTOMERS

Organizations using SSB Training to enable their accessibility initiatives include:

- Hewlett-Packard
- BEA Systems
- Bechtel-SAIC
- Social Security Administration
- Wells Fargo Bank

TRAINING COURSES

SSB Technologies offers training courses on several accessibility subjects, including:

- Web Accessibility
- Software Accessibility
- Hardware Accessibility
- InFocus Training
- JAWS Training
- Acrobat Accessibility
- Office Suite Accessibility
- Java Accessibility
- Windows Accessibility
- Flash Accessibility
- Federal Sales Training

FEDERAL SALES TRAINING

Federal Sales Training enables sales and marketing staff to use accessibility as a competitive advantage in public sector sales. The training instructs attendees on handling accessibility questions from sales prospects, responding to RFPs that require accessibility statements, creating Voluntary Product Accessibility Templates necessary for government procurement, conducting demonstrations that showcase your product's accessibility enhancements, and identifying accessibility problems with competitor's products. Federal Sales Training will help your organization protect and increase its public sector sales. The training covers:

- Overview of Section 508 and its impact on Federal sales.
- Creating documentation including the Voluntary Product Accessibility Template (VPAT).
- Increasing sales through marketing the accessibility of your organization's products.
- Minimizing the revenue-loss impact of inaccessible IT systems.
- Communicating accessibility requirements to product managers and engineering teams to enable Federal procurements.

TRAINING BENEFITS

SSB Training is a critical component of a comprehensive accessibility initiative. Training provides:

- Expert advice to reduce the time necessary to implement accessibility enhancements.
- Easy-to-understand instruction that provides your organization with the implementation knowledge required to achieve accessibility.
- Customized course content that enables developers to identify and address known problems in your organization's Information Technology (IT) systems.
- Integration of accessibility into ongoing development processes in order to avoid costly retrofitting projects.

TRAINING METHODOLOGY

Developed by working with over 400 customers on more than 600 projects, SSB training courses include the following features:

- Instruction by Accessibility Experts tailored to your organization's needs.
- Training manual for future reference.
- Onsite or online course delivery, in half-day and full-day increments.
- Customization to incorporate material specific to your organization, such as known accessibility problems and participants' experience levels.
- Integration of training with other SSB products and services to facilitate your organization's overall accessibility initiative.

WHO ATTENDS TRAINING?

Federal Sales Training is targeted towards Federal sales staff, product managers, and marketing departments seeking to use accessibility as a competitive advantage in increasing your organization's public sector revenues.

WHERE DOES TRAINING FIT IN THE PROCESS?

Training is part of the Address phase of SSB's Assess, Address, Assure accessibility solution. Before implementing enhancements, SSB training provides your organization with the necessary tools to manage and implement an effective accessibility initiative. Training also enables your organization to derive maximum value from other SSB products and services.

ABOUT SSB TECHNOLOGIES

SSB Technologies provides solutions that resolve the revenue loss, punitive damages, and compliance risks created by inaccessible Information Technology (IT) systems, including Web sites, Web applications, software, and hardware. SSB's proven Assess, Address, Assure™ solution integrates the business and technical requirements necessary to transform accessibility from a liability into a competitive advantage. With over 400 public and private sector customers, 600 successfully completed projects, and award-winning software, SSB has the experience and expertise to ensure that your organization reaches its accessibility goals.



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