

# Training and Consulting Services

***making risk and statistical analysis accessible***

***"The instructor was able to pass the knowledge to a very diverse group. Good value for the money."***

– John Pitt  
Pitt & Sherry Consulting Engineers Australia

***"The instructor was professional, knowledgeable and enthusiastic. Provided valuable instruction and maintained a good pace."***

– Gail Simkus, Agricorp

***"Each of the attendees said that they were able to bring away valuable knowledge from the training, and several have even applied this knowledge to current projects already! It really puts Palisade Corporation on the list of our valued training vendors."***

– Benjamin Juster, Futron Corporation

## **■ The Importance of Good Decisions**

You know the best decisions are only possible through detailed analysis. But how many times do you find yourself having to make a decision – one with a lot of money or time at stake – based on less-than-complete information? How often do you have to rely on "gut feel?" In today's breakneck-speed business environment, you have to act fast or be left behind. Chances are, you don't perform a proper analysis. Chances are, there is critical information you are missing when making your decisions. Chances are, you are missing opportunities – or heading for a fall.

## **■ Good Analysis Doesn't Have to be Complicated**

But who has the time to perform risk and statistical analysis – or to even learn how? The reality is that comprehensive quantitative analysis doesn't have to be complicated or time-consuming. Look no further than Palisade Training and Consulting. We'll show you how to apply valuable analytical techniques without having to go back to college. Analyses such as simulating thousands of scenarios or uncovering trends in your data are within your grasp – techniques that could save you time and money!



Make better decisions with Palisade Training.

### **PALISADE TRAINING AND CONSULTING: DIRECT FROM THE SOURCE**

All Palisade training instructors are experienced teachers and consultants. Possessing a range of background experience – from utilities to finance, oil and gas to environmental engineering – Palisade's consultants are well-positioned to teach you and your staff what you need to know to make the best possible decisions. They have extensive experience using @RISK and other Palisade software. In addition, Palisade consultants offer unique benefits *unavailable from other sources*:

- Palisade consultants have firsthand knowledge and access to the latest software versions and developments.
- You benefit from not only your instructor's expertise, but also from the Palisade team of consultants working on the creation of your course.
- You have access to Palisade technical and development staff.
- You receive a comprehensive, software-plus-training risk analysis solution, *and* enjoy the "one-stop" convenience of working with a single company.

## Good Decisions Start with Quality Training.

When performing risk or statistical analysis, how you apply your software tools is just as important as which tools you choose. The fact is, even the best software can't guarantee quality results if it is not used properly. @RISK, The DecisionTools Suite, and StatTools are industry-leading software packages upon which Fortune 500 companies rely. But if you don't know how to use these tools and apply them to your particular problems, the result will be poor, misinformed decisions. That's where Palisade Training and Consulting comes in.

# Training

# Consulting Services

## On-Site Training

Palisade's analytical software is designed to be powerful and easy to use. @RISK, the DecisionTools Suite, StatTools and other software tools are industry-leading packages that deliver professional-grade analyses on your desktop. But just owning the best risk and statistical analysis software isn't enough. You need to use it, explore it, make it work for you. You want to get the most out of your software investment, and ensure that others do, too. That's why you should consider an on-site training course from Palisade.

### ■ Maximise Your Investment

Palisade on-site training will maximise your software investment in two key ways. First, the training is tailored to your organisational needs, so you can be sure you are taking full advantage of all the insights Palisade software has to offer. Second, by teaching members of your organisation the value of the software, you will encourage broad adoption of the techniques and you will be more likely to win over those who resist change.

### ■ Tailored Classes to Meet Your Needs

With Palisade on-site training, you get a custom-designed course that teaches your staff practical ways to apply Palisade software in their day-to-day work. Only features and techniques that are relevant to your organisation's functions will be covered. In addition, we can adapt your own spreadsheet models to use in the class, so that examples presented are readily understood by all participants. This ensures that students get up to speed quickly, reducing learning time and lowering costs.

### ■ An Investment that Pays for Itself

With any project rollout, the acquisition of tools or equipment is never the end of the story. In fact, it's just the beginning, a first step in achieving a larger goal. It's no different with software initiatives. When investing in risk analysis software, you need to be sure people know how to use the software in order to achieve your organisational goals. Consistent, effective application of @RISK and other Palisade tools will inevitably result in better decisions across the



### Features & Benefits of On-Site Training

Feature	Benefit
Customised for your specific needs	→ Less time to get up to speed on software
Real-life application of software using features you might otherwise miss	→ Maximise software investment
Hands-on, active participation using software	→ Learn more effectively and remember material longer
Encourage software use throughout organisation	→ Consistently sound decision-making throughout the group
Attendees don't travel	→ Save time and money
Experienced instructors with firsthand knowledge and access	→ More robust course material; latest software features and insight

board, saving time and improving profits. When you and your group consistently apply techniques learned through Palisade on-site training, your software and training investment can pay for itself with the first good decision.

### ■ The Most Cost-Effective Solution

Because we come to you instead of the other way around, Palisade on-site training is very cost-effective. There are no travel expenses for the attendees, and lost work time is kept to a minimum. Once the class is over, attendees don't need to waste time travelling home. Additionally, volume discounts are available for multiple training classes.

# ing and Managing risk doesn't have to be hard — if you know how ervices

*“The seminar leader did an excellent job. He has the mathematical background to explain how @RISK works, and how it can be used in practice. Indeed, the course was very interesting and helpful!”*

– Dr. Sandra Quickert, Hannover RE

*“The Oil & Gas course was extremely well presented and organised; will have immediate payback.”*

– Steven Broder, Bunker Hill Associates

## Palisade Seminar Series

Palisade Seminars are professional public courses designed to teach you how to apply powerful quantitative risk and statistical analysis techniques to problems facing your organisation. The Palisade software @RISK, The DecisionTools Suite, or StatTools is used. The training includes hands-on exercises and example files. Most seminars are two or three days in length, and we encourage you to enroll for the entire course to get the most out of the training. Palisade seminars have been accredited by a number of industry groups such as the Project Management Institute, enabling professionals in those industries to earn continuing education credits.

### ■ Learn Powerful Techniques

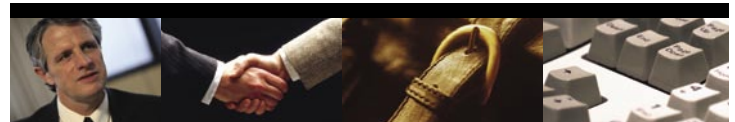
You will learn how to apply techniques such as Monte Carlo simulation to see all possible outcomes, Decision Trees to visually map out complex decisions, and Regression and Forecasting to uncover hidden trends in your data. Using examples based on actual analyses performed for clients, you'll see how other companies benefit from these techniques.

### ■ An All-Inclusive Package

Palisade Seminars are held at modern computer learning facilities where all computer equipment is provided. Learning is hands-on and interactive, giving you a chance to work directly with the software. Lunch and breaks are also provided, giving you a great opportunity to network with other professionals interested in risk analysis. All example files are included.

### ■ Risk Assessment Seminars featuring @RISK and The DecisionTools Suite

These courses show you how to develop a risk assessment and to make a defensible decision under uncertainty. You'll learn how to add uncertainty to your existing Excel models by selecting the best distribution, how to quantify your exposure to risk, and how to test risk mitigation strategies – all with @RISK.



### Features & Benefits of Palisade Seminars

Feature	Benefit
Real-life application of software using features you might otherwise miss	→ Maximise software investment
Specialised seminars for specific industry applications	→ Get up to speed faster and reduce learning curve
Hands-on, active participation using software	→ Learn more effectively and remember material longer
Variety of convenient locations	→ Reduced travel time and expense
Experienced instructors with firsthand knowledge and access	→ More robust course material; latest software features and insight

Other DecisionTools Suite products are also covered, including PrecisionTree for decision analysis using graphical decision trees, and TopRank for automated sensitivity analysis. We also look at optimisation under uncertainty with RISKOptimizer as a means to manage your risk. Check [www.palisade.com.au](http://www.palisade.com.au) for specific course outlines to see which topics are best suited to your needs.

### ■ Special Focus and Web Seminars

Risk assessment for project management, oil and gas, and real options are a few of the Special Focus Seminars available. These courses concentrate on using risk analysis techniques for problems unique to these different industry segments. Live Web Training Seminars are also available, offering the expertise of Palisade instruction from the convenience of your own office. Visit [www.palisade.com.au](http://www.palisade.com.au) for course outlines and dates of Special Focus and Live Web Seminars.

**"Thanks for an excellent course on @RISK. I found it extremely useful in content. Well worth it."**

– Jon Knights, Halcrow Group Limited

## Consulting Services

The quality of your analysis depends as much on the accuracy of your spreadsheet model as it does on the robustness of the software. That's why you should consider consulting services from Palisade. Our consultants can help you put together a model to describe your particular risk analysis problem.

### Beyond Spreadsheets

If you need to develop a custom application outside Excel with the @RISK, BestFit, RISKOptimizer, or Evolver Developer Kits, we can help with that as well. Our consultants have backgrounds in a wide range of industries as well as computer programming skills. Call today and we can start helping you spec out a risk analysis solution designed for your needs.

## Which Service Do I Need?

Consider the following guidelines when deciding which Palisade services are most appropriate for you. A Palisade Sales Representative will be happy to help you further define your needs and put together a custom solution for your organisation. Just call us on **+61 2 9929 9799** or **1 800 177 101 within Australia**, or e-mail **sales@palisade.com.au**.

Situation	On-Site Training	Palisade Seminar	Consulting
Don't own software		X	X
Just a few software users		X	X
More than three software users	X		X
General industry focus	X	X	
Industry-specific focus	X	X	X
Company-specific focus	X		X
Hands-on classroom training	X	X	
Custom spreadsheet model building			X
Custom VBA or other programming			X
Want to travel		X	
Don't want to travel	X		X
Trouble formulating a problem			X

## Don't Wait!

When embarking on any new initiative, it's important to "strike while the iron is hot." You want to make sure that people are trained when the software is new and interest is still high. So call our Sales Department today on **+61 2 9929 9799** or **1 800 177 101 within Australia** for a quote. You can also email us at **sales@palisade.com.au**.

## Companies who Have Benefited from Palisade Training

3M	GlaxoSmithKline
Aetna	Hewlett Packard
Allianz Risk Transfer	Hydro Tasmania
AON	Intel
AT&T	ITT
Australian Dept. of Agriculture	John Deere
Bank of America	Johnson & Johnson
Baxter Healthcare	KPMG
Bayer Cropscience	Lockheed Martin
Bechtel	Mercer Oliver Wyman
BHP Billiton Petroleum	Merck & Co.
Blue Cross/Blue Shield	Motorola
Boeing	NASA
Bombardier Transportation	New South Wales Treasury
BP Amoco	Nokia
Bristol-Myers Squibb	Norsk Hydro
British Ministry of Defence	Northrop Grumman
Capital One	Northwest Airlines
Cell Therapeutics	OneSteel
Centers for Disease Control & Prevention	Pfizer
Chevron Texaco	PriceWaterhouseCoopers
Cinergy	Procter & Gamble
Citigroup	Prudential
CNF	Raytheon
ConocoPhillips	Ryder
Consumers Energy	Shell
Cornell University	SNC-Lavalin
Credit Suisse	Swiss Re
First Boston/HOLT	Telstra
CSIRO Land and Water	Tennessee Valley Authority
De Beers	Texas Instruments
Dell	The Hartford Group
Eastman Chemical	T-Mobile
El Paso Energy	TRW
Eli Lilly	Unilever
Energy Australia	Univ. of New South Wales
Environmental Agency UK	UK Atomic Energy Agency
Ernst & Young	Unocal
ExxonMobil	US Air Force
Fidelity Investments	USDA
FirstEnergy	VISA International
Fluor Corporation	Westinghouse
Ford Motor Company	Westpac Banking
General Dynamics	Whirlpool
General Motors	World Health Organization
Georgia-Pacific	Wyeth Pharmaceuticals

**"We got a lot out of the event and hope to attend others in the future. Keep up the good work!"**

– Kevin Laska, Great American Insurance

