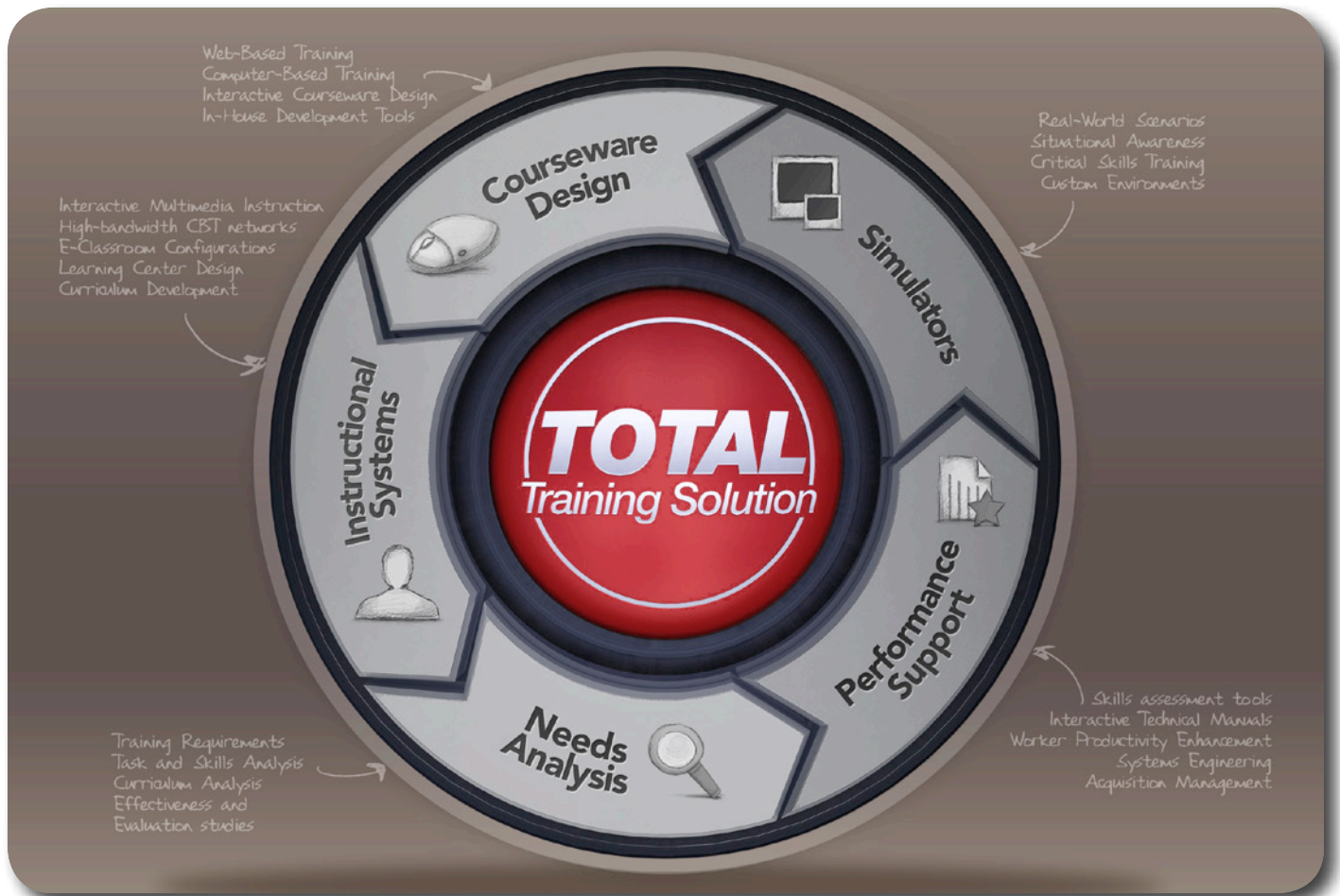


Intuitive, Interactive and Intelligent Training Solutions

L-3 DPA uses a rigorous process to understand your needs, actively working with you to develop the solution that is right for you.



L-3 DPA leads the industry in delivering a Total Training Solution tailored to meet your organization's needs. A Total Training Solution is similar to a blueprint which establishes an overall plan to develop products and services designed to meet your organization's unique goals. We accomplish this goal by enhancing a company's safety and efficiency through a series of individual training engagements.

When a client puts their confidence in L-3 DPA's Total Training Solution, they know our solutions will be specifically designed for their needs. We will simulate your environment, develop your workforce encounters and fine-tune knowledge and skill responses that reduce incidents, improve operational efficiency, reduce costs, and in many cases, save lives.



Frequently Asked Questions

Depending on a clients' needs, we offer a variety of solutions which focus on human performance. Deliverables include:

- » Overall curriculum designed to improve driver performance.
- » Evaluation plan that will ensure ROI for your training investments with professional analysis and support.
- » Blended solutions combining instructor led, online learning modules, and simulator sessions that provide behind-the-wheel training.
- » Simulation based evaluation and assessment to validate targeted training goals.
- » Expert trainers that can provide complete, flexible and scalable options for instructor led delivery.
- » Train-the-trainer services for building effectiveness and consistency among the client's training staff.

WHAT IS A TOTAL TRAINING SOLUTION?

Simply, a Total Training Solution is a process which incorporates a full needs analysis, custom designed training elements such as interactive online courseware, instructor led training, simulations, mobile training services and a complete evaluation process. In our construct, we can provide a driver a concept, test them to ensure they understand the situation and then provide the opportunity to practice in a simulator. The efficiency of our approach comes through the ability to provide a challenging situation on demand.

WHAT KIND OF PROBLEMS DO YOUR CLIENTS COME TO YOU WITH?

There are three primary concerns our clients bring us; their desire to improve their safety record; their need to lower their operating costs; and finally their need to meet Federal or State mandated training requirements. Therefore when we listen to our customers express their needs, we wrap the Total Training Solution around what they want to improve and provide the means to achieve those results.

WHAT IS THE SCALE OF THESE PROBLEMS AND DO THEY MATTER ACROSS THE INDUSTRY?

These issues do matter. If the company can conserve resources and increase safety, it helps the public and the entire economy.

For instance, we have a customer who estimated that if his 2,500 drivers could save a tenth of a percent on MPG, they could save \$100,000 in operating costs. After our training efforts, they saved 4.9%....that equates to \$4.9 MILLION dollars. In addition, using simulation to train means we are employing a Green Technology that reduces carbon emissions.

Most importantly, for an individual company, and everybody on the road, any accident matters. Our driver training programs are proven to reduce accidents. In addition, a trained driver is not only a safer working driver but also a safer personal driver.

WHAT KIND OF RESULTS DO YOUR DRIVING INDUSTRY CLIENTS EXPERIENCE, AND HOW QUICKLY DO THEY SEE RESULTS?

Common results for safety include: reduced frequency of accidents, reduced severity of accidents, and fewer preventable accidents. For operating costs: improved fuel efficiency leads to several other savings; lower maintenance bills from reducing high RPM operations, hard braking, etc. Safety improvements are typically seen within 30-60 days and fuel gains within 30 days. These results are impressive enough. However, our clients find that to sustain these improvements over time there has to be a continuous leadership focus and ongoing training effort that refreshes, stimulates and engages the driver.



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