



# Altkom Akademia

leader of the  
training industry

# Who are we?

We create standards of education for business.



We pass on  
knowledge



We develop  
skills



We shape  
attitude

Altikom Akademia in numbers:

about  
**40 000**

students are  
trained every  
year

more than  
**3 500**

trainings  
every year

over  
**1 500**

trainings  
are in our  
portfolio

more than  
**300**

trainers  
in constant  
cooperation

over  
**15**

vendors from  
the areas of  
technologies and  
management  
methodologies

## Why us?

### Professional trainers

We cooperate with more than 300 trainers. Each of them undergoes a detailed verification process and is regularly assessed by our specialists and customers.

### Quality of services

We maintain a constant, high standard of our training. 9/10 participants would recommend our services according to training surveys.

### Professional advice

Our specialists help clients design employee development.

### Comprehensive offer

We have the widest offer for business and IT on the Polish market. We take care of its continuous updating in order to keep up with the changes in the business and systems of our Clients.

### Partnership agreements

Our partners are the largest providers of software and management methodologies in the world.

### Scope of services

We deliver training all over the world. We have branches in Warsaw, Gdańsk, Łódź, Krakow, Poznań and Wrocław.

### English language offer

We operate on international markets, we have a wide portfolio of training courses in English dedicated to foreign clients.

### Training Assurance

This is our guarantee of the effectiveness of training at Altikom Academy. All learners who, for various reasons, did not learn from the training satisfactorily, we allow free repetition of classes.

# Training offer



## Business trainings

- Managerial competencies
- Digital Marketing
- Personal development
- Project and process management
- Sales, Negotiations, Customer Service
- Well-being and mental health



## IT trainings

- Business applications
- Cloud Computing
- Data & AI
- Database
- DevOps tools
- IT architecture, planning and analysis
- IT service management
- Modern Work
- Office applications
- Operation and Server Systems
- Programming languages and tools
- Security
- Testing

# Formulas of trainings



## Open and closed trainings

We enable registration for our trainings for both individual participants and entire groups.



## Authorized and author's

Our offer includes training courses authorized by specific software providers as well as training courses prepared by our best trainers.



## Online / stationary training / e-learning

We provide remote, stationary training (carried out in our training rooms or at the client's premises) and in the form of e-learning.



# How do we work?

We carry out both individual trainings and the most demanding educational projects

## Identification of training needs



It is used to identify and indicate discrepancies between the current and expected levels of knowledge and skills of employees. Tools and methods used: surveys and direct and focused interviews, diagnostic and knowledge tests, practical tasks and case studies analysis of materials provided by the company.

## Design and implementation of the educational proces



Conclusions from the needs analysis stage are used to determine the objectives of the development project. They are the basis for building a logical sequence of training activities and selecting appropriate methods, tools and trainers for achieving these objectives.

## Evaluation of results



The evaluation of the educational project includes the study of the effectiveness of the training in relation to the objectives of the project, in the areas of: program, trainer work and organization. The increase in knowledge and skills acquired during training is checked by means of appropriate tests.

# Quality of services



International standard  
**ISO 9001:2015**



Numerous  
**educational  
authorizations**



Certificate  
**SUS**

## Our trainers

More than **300 experts** actively working, with nearly **350 certificates**.

We provide them development, an inspiring work environment and support in solving problems and improving their skills. We supervise their work.



## Survey results

We always put the quality of our training in the first place

**9**

out of **10** participants

recommend training and a lecturer  
(based on more than 50 thousand surveys)



# How can we help?



## What HR challenges can we help you with?

- Work in dispersed teams
- Problems with attracting highly qualified specialists
- Growing expectations, problems with retaining the best employees in the company
- Maintaining motivation and commitment in the face of difficult market conditions
- The trend of reindustrialization of employees
- Diversity, Generation Z
- Verification and examination of employees' competencies and training needs



## What IT challenges can we help you with?

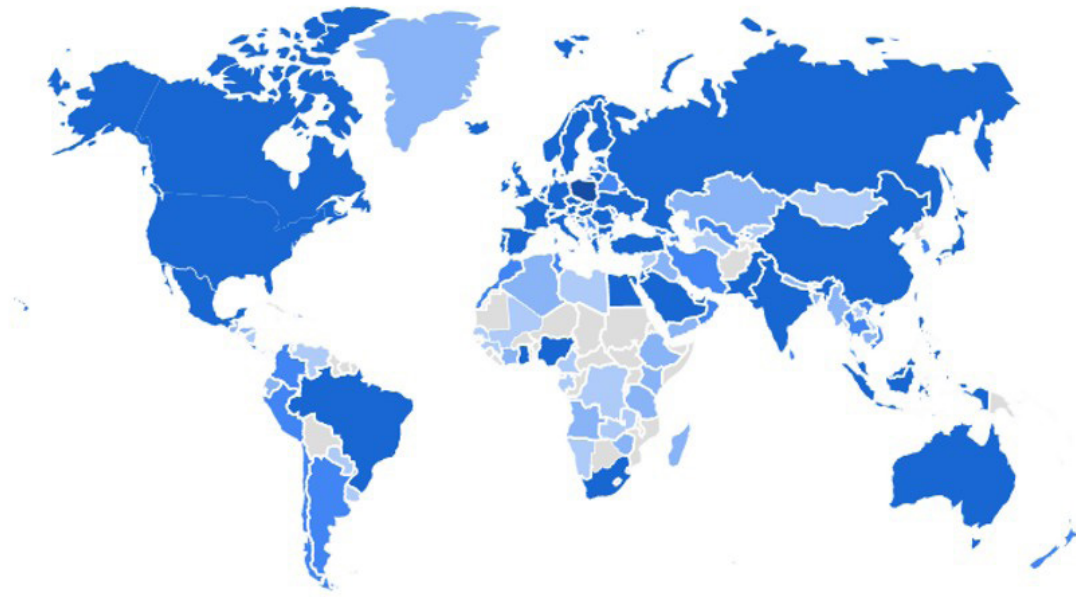
- Shortage of IT staff
- Staff rotation
- The need to continuously adjust the level of competence to the needs of the company
- Continuous development of technology and the consequent need to train employees
- Growing data security challenges for Cloud solutions
- Growing demand in areas of BI/Python developers
- Increase in salaries



## How do we respond to these challenges?

- We are a business partner for our clients, we do not focus solely on providing training
- We help to be “up to date” by constantly following market trends, technological developments and changes in the approach to management
- Together with the Client, we build employee development paths
- We provide a comprehensive training offer, taking into account business and technological areas

# Area of activity

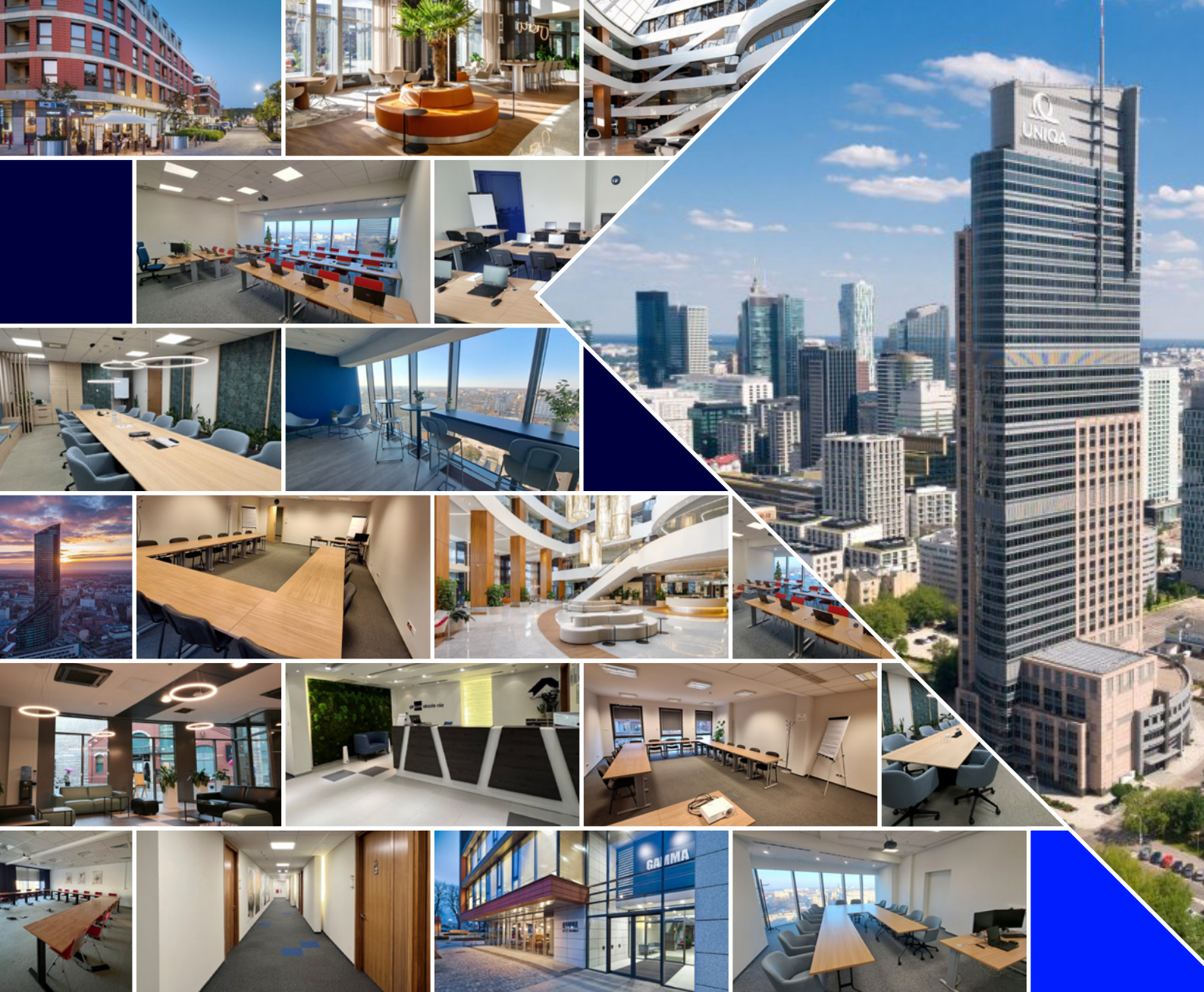


- Altkom Akademia is active on nearly all continents embracing dozens of countries from all over the world.
- Areas indicated on the map show where we are present already by providing trainings and the highest quality of services.
- Thanks to expanded network and global partnerships we reach our clients by establishing our position as the leader of educational industry.

# Authorizations and accreditations







## Welcome to our centers

**Warszawa**  
Chłodna 51  
00-867 Warszawa

**Wrocław**  
Sky Tower, Szczęśliwa 33  
53-445 Wrocław

**Gdańsk**  
C.K. Norwida 4  
80-280 Gdańsk

**Kraków**  
Podgórska 36  
31-536 Kraków

**Poznań**  
Plac Andersa 7  
61-894 Poznań

**Łódź**  
al. T. Kościuszki 103/105  
90-441 Łódź