

FOCUS TECHNOLOGIES

Welcome to Focus Technologies! We are dedicated to driving success and innovation, offering cutting-edge solutions to elevate your business to the next level.

OUR COMPANY HISTORY

Focus Technologies was founded with a vision to revolutionize professional development. From our humble beginnings with a single Sales Management course, we have grown into a global leader, offering a comprehensive suite of training programs across essential business disciplines. Our unwavering commitment to quality and innovation has enabled us to serve clients in Asia, MENA, Europe, and the US, establishing us as a frontrunner in the industry.

Central to our success is our network of world-class experts, who bring unparalleled knowledge and experience to our programs. This expertise has allowed us to consistently deliver exceptional value and empower individuals and organizations to reach their highest potential. Today, Focus Technologies is a beacon of excellence in professional development, dedicated to driving success and fostering growth in an ever-evolving business landscape.



FOCUS TECHNOLOGIES

VISION

To be a global leader in transformative training and consultancy, driving excellence and innovation across industries to empower individuals and organizations for future success.

MISSION

To deliver unparalleled training, consultancy, and research solutions that foster growth, enhance skills, and drive operational excellence, while actively engaging in projects that create tangible impact.

VALUES

Excellence

Integrity

Innovation

Continuous Improvement

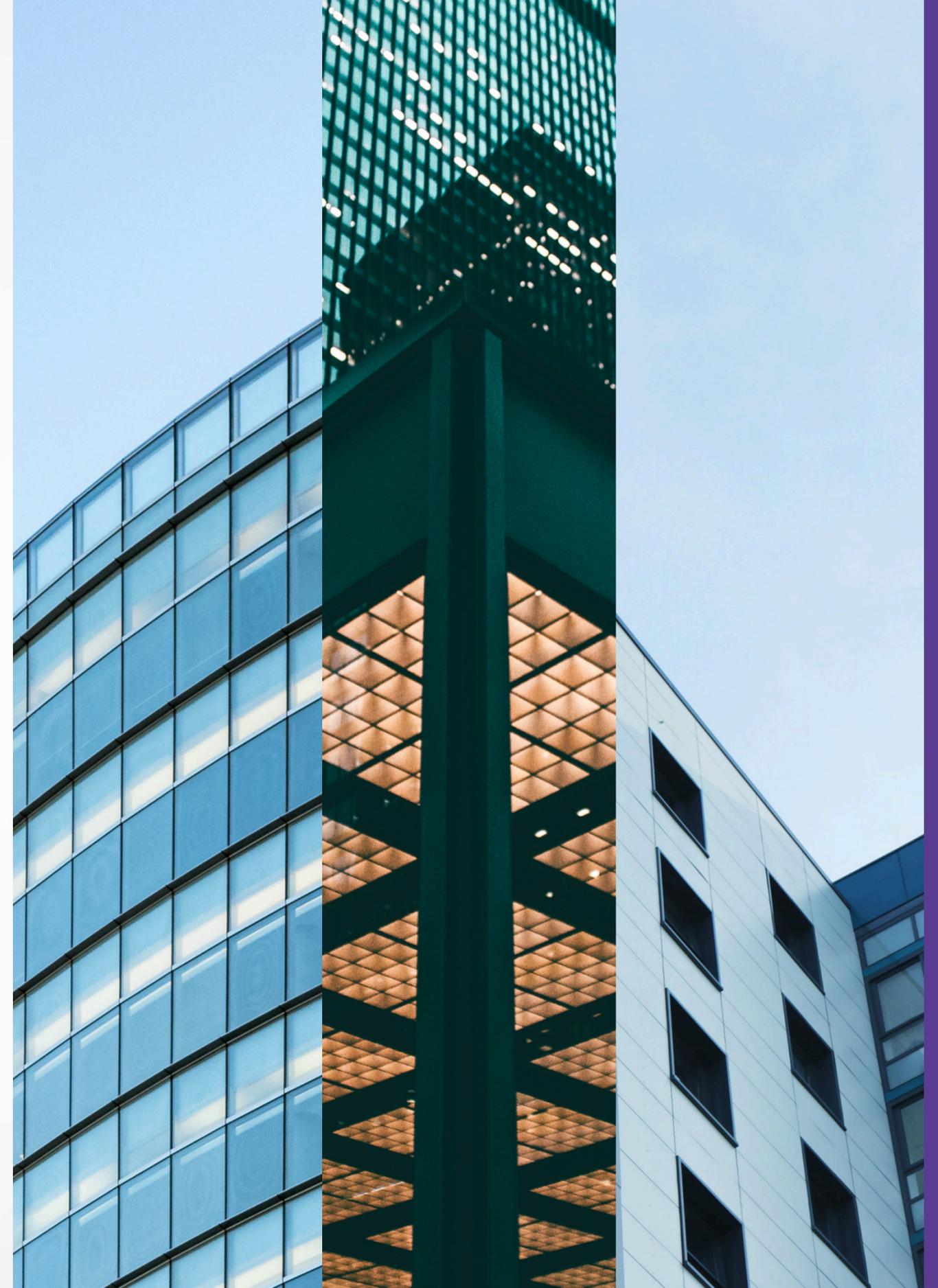
Collaboration

OUR TRAININGS

At Focus Technologies, we are dedicated to providing top-notch training programs designed to equip professionals with the skills and knowledge needed to excel in today's competitive business landscape. Our comprehensive courses cover a wide range of essential business disciplines, ensuring that our clients receive a well-rounded education tailored to their specific needs.

Our training programs includes but not limited to:

- **Sales Management:** Master the art of selling with strategies to drive performance and maximize revenue.
- **Operations Management:** Enhance your operational efficiency with our practical, hands-on training.
- **Entrepreneurship and Small Business Management:** Gain the insights and tools necessary to start and grow a successful business.
- **Quality Management:** Learn how to maintain and improve quality standards in your organization.
- **Competitive Analysis:** Understand market dynamics and develop strategies to stay ahead of the competition.
- **Leadership and Team Development:** Build strong leadership skills and foster effective teamwork.
- **Management Information Systems:** Discover how to leverage information systems to improve decision-making and business processes.
- **Communication Skills:** Improve your communication skills to effectively convey ideas and collaborate with others.



PROFESSIONAL CERTIFICATION PROGRAMS

Our Professional Certification Programs are designed to equip individuals with the expertise and skills needed to excel in strategic planning, performance management, data analysis, and innovation.

- Strategy and Business Planning
- KPI
- KPI Practitioner
- Data Visualization
- Data Analysis
- Benchmarking
- Supplier Performance
- Personal Performance
- MEAL
- Balanced Scorecard Management System
- Customer Service Performance
- Innovation Performance
- Performance Improvement
- Employee Performance Management
- Business Operations
- Financial Operations
- Information and Technology
- Logical Frameworks and Project Management



OPERATIONS

EXCELLENCE TRAINING PROGRAMS

At Focus Technologies, our Operations Excellence Training Programs are spearheaded by master trainers, including Six Sigma Master Black Belts and other highly skilled professionals. Our expert team is equipped with extensive experience in critical areas such as cost optimization, Lean Management, and quality enhancement. We go beyond traditional training by partnering with organizations to execute real-world projects that drive significant process improvements and operational efficiencies. This dual approach ensures that clients not only acquire essential skills but also see tangible results in optimizing processes, enhancing quality, and achieving comprehensive operational excellence.

KEY TRAINING PROGRAMS:

- COST OPTIMIZATION
- SIX SIGMA
- LEAN MANAGEMENT
- QUALITY ENHANCEMENT
- PROCESS IMPROVEMENT
- SUPPLY CHAIN MANAGEMENT
- PROJECT MANAGEMENT
- OPERATIONS STRATEGY
- INVENTORY MANAGEMENT
- CAPACITY PLANNING
- TOTAL PRODUCTIVE MAINTENANCE (TPM)
- BUSINESS PROCESS REENGINEERING (BPR)
- RISK MANAGEMENT

RESEARCH & DEVELOPMENT EXCELLENCE TRAINING PROGRAMS

At Focus Technologies, our Research & Development Excellence initiatives are centered on harnessing cutting-edge analytical techniques to drive innovation and strategic success. We not only provide advanced research methodologies but also partner with organizations to conduct in-depth research and deliver actionable insights. Our expertise extends to actively engaging in research projects, ensuring that we offer tailored solutions and support that goes beyond traditional consulting. This hands-on approach enables us to optimize processes and drive operational excellence through comprehensive and data-driven research practices.

KEY TRAINING PROGRAMS:

- DATA VISUALIZATION
- DATA ANALYSIS
- BENCHMARKING
- MEAL (MONITORING, EVALUATION, ACCOUNTABILITY, AND LEARNING) FRAMEWORKS
- COMPETITIVE ANALYSIS
- MARKET ANALYSIS
- ADVANCED STATISTICAL ANALYSIS
- RESEARCH METHODOLOGIES
- STRATEGIC INSIGHTS
- PERFORMANCE METRICS



SALES **EXCELLENCE TRAINING PROGRAMS**

At Focus Technologies, our Sales Excellence Training Programs are designed to elevate your sales capabilities and drive exceptional results. We offer a comprehensive suite of training modules, including advanced techniques in sales management, negotiation, and lead generation, alongside critical skills in market analysis, CRM, and sales forecasting. Our programs are tailored to enhance your team's performance, optimize account management, and refine strategic selling approaches, ensuring you stay ahead in a competitive market and achieve sustained sales growth.

KEY TRAINING PROGRAMS:

- SALES MANAGEMENT
- ADVANCED SALES TECHNIQUES
- CUSTOMER RELATIONSHIP MANAGEMENT (CRM)
- NEGOTIATION SKILLS
- SALES FORECASTING
- LEAD GENERATION
- SALES PERFORMANCE METRICS
- STRATEGIC SELLING
- ACCOUNT MANAGEMENT
- MARKET ANALYSIS



MANAGEMENT SYSTEMS EXCELLENCE TRAINING PROGRAMS

At Focus Technologies, our Management Systems Training programs are designed to enhance organizational effectiveness and ensure streamlined operations across various systems. We provide comprehensive training and hands-on assistance with ISO certification processes, including ISO 9001, ISO 14001, ISO 45001, and ISO 27001, to help your organization achieve compliance and operational excellence.

KEY TRAINING PROGRAMS:

- **QUALITY MANAGEMENT SYSTEMS (QMS) - ISO 9001**
- **ENVIRONMENTAL MANAGEMENT SYSTEMS (EMS) - ISO 14001**
- **HEALTH AND SAFETY MANAGEMENT SYSTEMS (HSMS) - ISO 45001**
- **INFORMATION SECURITY MANAGEMENT SYSTEMS (ISMS) - ISO 27001**
- **ENERGY MANAGEMENT SYSTEMS (ENMS) - ISO 50001**
- **FOOD SAFETY MANAGEMENT SYSTEMS (FSMS) - ISO 22000**
- **AUTOMOTIVE QUALITY MANAGEMENT SYSTEMS - IATF 16949**
- **MEDICAL DEVICES MANAGEMENT SYSTEMS - ISO 13485**
- **INTEGRATED MANAGEMENT SYSTEMS (IMS)**
- **COMPLIANCE MANAGEMENT SYSTEMS**



CONTINUE.....

- **BUSINESS CONTINUITY MANAGEMENT SYSTEMS (BCMS) - ISO 22301**
- **RISK MANAGEMENT SYSTEMS - ISO 31000**
- **PROJECT MANAGEMENT SYSTEMS**
- **SUPPLIER QUALITY MANAGEMENT SYSTEMS**
- **SAFETY MANAGEMENT SYSTEMS**
- **OCCUPATIONAL HEALTH AND SAFETY ASSESSMENT SERIES (OHSAS) - OHSAS 18001**
- **CUSTOMER SATISFACTION MANAGEMENT SYSTEMS**
- **SUSTAINABILITY MANAGEMENT SYSTEMS**
- **IT SERVICE MANAGEMENT SYSTEMS - ISO 20000**

COMPREHENSIVE HR AND ADMINISTRATION EXCELLENCE TRAINING PROGRAMS

At Focus Technologies, our Comprehensive HR and Administration Excellence programs are designed to streamline and enhance your organizational operations through integrated HR and administrative practices. We offer targeted training that addresses the critical interdependencies between human resource management and administrative efficiency, ensuring that professionals are equipped with the skills to optimize processes, foster employee engagement, and drive overall organizational success. Our approach combines strategic insights with practical applications to help organizations achieve seamless HR and administrative operations.

KEY TRAINING PROGRAMS:

- HUMAN RESOURCE MANAGEMENT
- EMPLOYEE RELATIONS
- PERFORMANCE MANAGEMENT
- COMPENSATION AND BENEFITS
- RECRUITMENT AND SELECTION
- TRAINING AND DEVELOPMENT
- ORGANIZATIONAL DEVELOPMENT
- WORKPLACE SAFETY AND HEALTH
- CHANGE MANAGEMENT
- LEADERSHIP DEVELOPMENT
- TALENT MANAGEMENT
- HR COMPLIANCE AND LEGAL ISSUES
- ADMINISTRATIVE SKILLS
- EMPLOYEE ENGAGEMENT



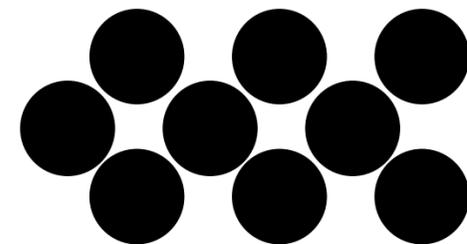
WHY CHOOSE US

With 18 years of industry experience, Focus Technologies stands out for its expertise and global reach. Our team of senior professionals delivers high-quality training and consultancy tailored to your specific needs, driving organizational success and performance.

We go beyond traditional training by managing projects directly, offering hands-on support to ensure effective execution and clear results. Our integrated approach provides practical solutions and ensures your initiatives are successfully implemented.

Our commitment to excellence is reflected in our global reach and the broad spectrum of industries we serve. We combine our extensive experience with a forward-thinking approach, ensuring that our services are relevant and impactful in today's competitive landscape. Whether you're looking to optimize operations or achieve strategic growth, our expertise will guide you every step of the way.

Choosing Focus Technologies means partnering with a trusted provider dedicated to your success. We are not just a training provider but a reliable partner committed to delivering exceptional results and supporting your journey towards operational excellence.





MEET OUR TEAM HEAD



DHANANJAYAN MUNIRATHINAM

DJ, the founder and CEO of Focus Technologies, is on a mission to transform lives by impacting one million people through his expertise and collaborative efforts. With extensive experience in training over 25,000 professionals and a commitment to continuous improvement, DJ blends his passion for learning with his role as a certified EFQM Assessor and ISO 9001 Implementation Trainer.



ANIL RAO

Director at Focus Technologies, brings extensive experience in the automotive industry with a focus on operational excellence and quality management. As a Principal Consultant, he specializes in training, audits, and consultancy, leveraging his deep industry knowledge and strong network to drive exceptional results.

OUR TEAM HEADS

Our team heads embody a confluence of profound expertise and strategic acumen, orchestrating a symphony of innovation and operational excellence to propel our mission forward.



**PRASANTH
NASERY**



**DIANA IOANA
BAWEJA**



**TAHIR
MEHMOOD**

OVERVIEW

At Focus Technologies, we specialize in delivering top-tier training and consultancy services across diverse industries. Our extensive experience and expert team provide tailored solutions that drive organizational excellence and performance.



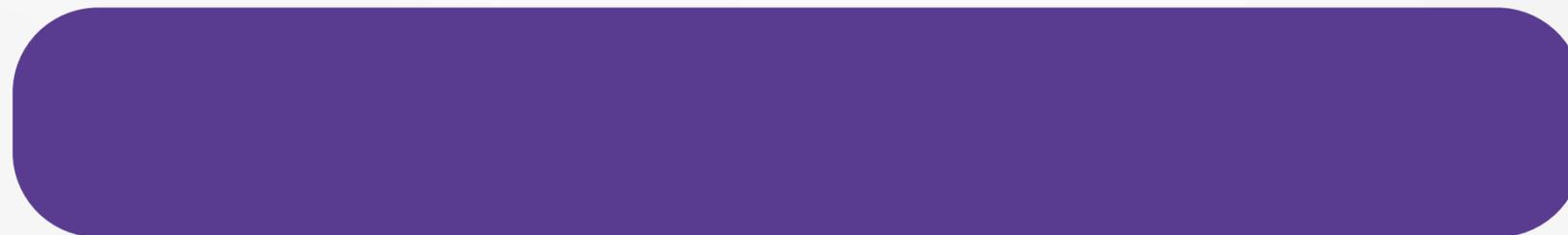
VIEWS

We are committed to a forward-thinking approach that embraces innovation and best practices. Our goal is to equip clients with the tools and knowledge needed to navigate and succeed in today's dynamic market landscape.



GROWTH

Our focus on continuous improvement and strategic insight helps organizations achieve sustainable growth and operational success. By partnering with us, you gain access to the expertise and support needed to expand and excel.



CONTACT US

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THANK YOU

Thank you for considering Focus Technologies as your partner in excellence. We're thrilled at the prospect of bringing our expertise and innovative solutions to your organization. Our mission is to empower you with the tools and insights needed to excel in a competitive landscape. If you have any questions or need further assistance, our team is here to provide unwavering support. We eagerly anticipate the opportunity to collaborate and achieve remarkable success together.



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