

Genesis

Training Programs



Customized and Complete Training
for the Successful Launch of Your LSF Business



More than
10 years
of experience in
Light-Steel Framing

From Understanding a Fast Growing Industry to Erecting Your First Project



With over 500 projects completed through a continuously expanding network of licensees Genesis has unequivocally demonstrated that its unique world class Light-Steel Framing (LSF) technical and business expertise can be successfully transferred to recipients on a truly global basis.

This expertise has now been encapsulated in a comprehensive selection of LSF specific training programs, developed by industry specialists and delivered by a multi-disciplined team of dedicated trainers. Program content is constantly monitored; any new relevant developments are instantly updated into the program ensuring that participants receive the latest and most precise information available.

Training programs can be delivered either in our Corporate Knowledge and Training Centre in Toronto, Canada or alternatively at the customer's location. A combination of meticulously prepared training modules which encompass theoretical and hands-

on classroom, plant and site activities are delivered together with all supporting material; instruction can be on a one-to-one or in a group basis. The ultimate goal of the training programs is to prepare the recipient with the necessary tools, expertise and confidence to engage in selling, manufacturing and /or installing LSF projects. Genesis can also deliver customizable advanced training modules designed to suit the specific requirement of a company or individual.

Regardless of previous construction market experience Genesis' dedicated trainers will transfer all the knowledge and experience required to leverage this rapidly expanding and lucrative business opportunity. LSF is a universally accepted offsite building technology and it is gaining momentum; governments around the world are recognizing that this green building innovative methods of construction is viable and competitive against traditional methods.



► Seminars

Delivered for free at our Corporate Knowledge and Training Center quarterly and at trade shows around the world¹, these sessions will teach all the benefits of light steel as a structural building product and the success factors and opportunities associated with this innovative concept in today's construction market.

► Business Management

This series of courses is geared towards Genesis Licensees' general managers and GSP² business owners. It provides the roadmap and all the tools to launch and manage a scalable Light-Steel Framing business: industry overview, business planning, information and cost management, and business start-up courses are provided.

► Product Engineering

From learning to optimize the design and structural engineering of infinite architectural building styles to understanding all the characteristics affecting the building envelope, this series of programs is focused on transferring all the technical knowledge required to design LSF building to suit the local aesthetic appearance and building code regulations in any area of the world. The nucleus of the program is the hands-on engineering and design of a project supported by the Genesis software applications of StructuralDesigner and FrameBuilder.

► Cost Analysis and Estimating

From running preliminary designs for cost estimating with the VirtualDesigner software to managing your pricing database with GEM³, cost analyst(s) are taught how to leverage powerful tools for cost competitive analysis and accurate estimating.

► Sales

Learn how to best position the combined advantages of a socially and environmentally friendly solution with cost competitive and innovative light-steel products. Tailored to the specific conditions and competition of each regional market, this series of courses provide a complete selling kit from issuing accurate proposals using the ProposalBuilder software to managing your sales pipeline with the SalesBuilder application.

► Manufacturing Operations

These courses are designed specifically for the Genesis range of industrial equipment. They are focused on instructing manufacturing staff how to operate and maintain not only each machine individually but also the complete industrial system by utilizing the quality and production monitoring tools hosted on the Genesis ERP system, GEM³. These modules are delivered at the customer's facility after the equipment has been installed and commissioned. Included in this facet of the training is the complete manufacture and assembly of a building project.

► Finance and Administration

This series of courses is balanced between giving finance officers and accountants the key indicators to track profitability and the tools to manage the administration necessary to run the day-to-day business: Accounts Receivables and Payables, Purchasing, Invoicing.

► Project Management

The Project Manager has a key role and broad responsibilities when a project has been awarded. He/she needs to understand and manage the combined needs of all internal (buyers, factory) and external (erectors, contractors, logistics) stakeholders to deliver on-time, profitable, and quality projects, to the satisfaction of the end customer. These modules focus on providing your project manager(s) the steps and procedures to follow to successfully transform each order into a successful project.

► Site Installation

From erecting panelized systems, stick-framing engineered kits, controlling the quality of a fully-framed structure and finishing the building envelop, these courses are designed to teach on real projects the best and most economical way to erect and finish your Light-Steel Framing systems.

¹ Check our website for updated listing of trade shows and seminars

² Genesis Solution Provider

³ Genesis Enterprise Manager

Training Programs Available to GSPs and Licensees

Session/Course Description	Session Course Code	GSP Genesis Solution Provider								Genesis Licensee	
		Seller		Seller Installer		Seller Fabricator		Seller Fabricator Installer		Prepaid	Optional
		Mandatory	Optional	Mandatory	Optional	Mandatory	Optional	Mandatory	Optional		
► Seminars (In-House Trade Shows)											
The Business Case of Light Steel Framing	SEM-BCS 01		✓		✓		✓		✓		✓
Building with Light Steel: The Real Sustainable Alternative	SEM-RSA 01		✓		✓		✓		✓		✓
Light Steel Framing Materials & Technics	SEM-LSF 01		✓		✓		✓		✓		✓
Key Success Factors in the Light Steel Framing Industry	SEM-KSF 01		✓		✓		✓		✓		✓
► Business Management											
Business Model Overview	MGT-BMO 01	✓		✓		✓		✓		✓	
Software Products Overview	MGT-SFW 01		✓	✓		✓		✓		✓	
Business Plan Development	MGT-BPL 01	✓		✓		✓		✓		✓	
Road to Successful Start-Up	MGT-IMP 01	✓		✓		✓		✓		✓	
Leveraging Technical Knowledge & Collateral	GNET IQNet	MGT-KNW 01	✓		✓		✓		✓		✓
Engineering Collaboration Tools	GNET InfoX	MGT-EDX 01		✓		✓		✓		✓	
Staff Costs Tracking	GEM TimeManager	MGT-HRT 01		✓		✓		✓		✓	
Leveraging Global Projects	GNET ProjectShowcase	MGT-SHW 01	✓		✓		✓		✓		✓
► Product Engineering											
Light Steel Framing Products: Form & Function	ENG-LSF 01	✓		✓		✓		✓		✓	
Light Steel Framing Material Sizing and Selection	StructureDesigner	ENG - MSL 01								✓	
Introduction to Cold Formed Steel Structural Engineering		ENG-STR 01								✓	
Advanced Cold Formed Steel Structural Engineering		ENG-STR 02									✓
Introduction to Framing Design	FrameBuilder	ENG-FRM 01								✓	
Advanced Framing Design	FrameBuilder	ENG-FRM 02									✓
Light Steel Framing Building Science: Thermal, Fire & Acoustic Design		ENG-BSC 01	✓		✓		✓		✓		✓
Finishing Light Steel Framing Structures		ENG-FSH 01		✓		✓		✓		✓	✓
► Cost Analysis and Estimating											
Cost Estimating	GEM QuoteBuilder	EST-PRC 01		✓		✓		✓		✓	✓
Preliminary Framing Design for Cost Estimating	VirtualDesigner	EST-PSD 01		✓		✓		✓		✓	✓
Cost Management	GEM EstimatingManager	EST-TLS 01		✓		✓		✓		✓	✓
Cost Estimation Request	GNET QuoteRequest	EST-REQ 01	✓		✓		✓		✓		✓
► Sales (Region Specific)											
Solution Selling		SAL-SOL 01	✓		✓		✓		✓		✓
Effective Sales Proposal		SAL-SPF 01	✓		✓		✓		✓		✓
Delivering & Managing Quality Proposals	GEM ProposalBuilder	SAL-PBR 01	✓		✓		✓		✓		✓
Managing Your Sales Pipeline	GEM SalesBuilder	SAL-SBR 01	✓		✓		✓		✓		✓
► Manufacturing Operations											
Cold Formed Steel Kits Quality Manufacturing MOT Series ³		OPS-FMOT 01									✓
Panelized Wall & Floor Systems Quality Manufacturing C4 Series ³		OPS-FC4P 01				✓		✓			✓
Truss Systems Quality Manufacturing C4 Series ³		OPS-FC4T 01				✓		✓			✓
Floor Joist Products Quality Manufacturing CTJ Series ³		OPS-FCTJ 01									✓
MOT Series Industrial Products Maintenance		OPS-MMOT 01									✓
C4 Series Industrial Products Maintenance		OPS-MC4 01				✓		✓			✓
CTJ Series Industrial Technologies Maintenance		OPS-MCTJ 01									✓
Manufacturing Operations Tools & Analytics	GEM ProductionManager	OPS-TLS 01					✓		✓		✓
► Finance and Administration											
Financial Tools & Indicators for Success		FIN-FTI 01					✓		✓		✓
Enterprise Management Administration		FIN-ADM 01			✓	✓		✓			✓
Purchasing Tools & Analytics	GEM PurchasingManager	FIN-PTLS 01			✓	✓		✓			✓
Invoicing Tools	GEM InvoicingManager	FIN-ITLS 01	✓		✓		✓		✓		✓
► Project Management											
Project Management Fundamentals		PMT-FUN 01			✓	✓		✓			✓
Project Monitoring Tools	GEM ProjectManager	PMT-TLS 01			✓	✓		✓			✓
► Site Installation											
Panelized Products Field Installation	GEM JobsiteManager	INS-PAN 01			✓			✓		✓	✓
Cold Formed Steel Kits Field Installation (Stick Framing)	GEM JobsiteManager	INS-KIT 01			✓			✓		✓	✓
Field Installation Quality Control		INS-QC 01		✓				✓		✓	✓
Interior Finishing ³		INS-IFS 01			✓			✓		✓	✓
Exterior Finishing ³		INS-EFS 01			✓			✓		✓	✓

³ These trainings will require specific material to be ordered by the Genesis Licensee or the GSP

Contact Us

Genesis training programs consist of customized, complete and scalable modules tailored to providing new business entrepreneurs or experienced construction professionals, all the skills, knowledge and tools to start-up and grow successfully a business in the Light-Steel Framing Industry.

For more information, please contact us at:

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