

Choosing the Optimum EASA Complaint Regulatory and Vocational Training Product for your Organisation

You are reading this because you are interested in receiving classroom training from **Sofema Aviation Service (SAS)** www.sassofia.com or Online training from our partner **SofemaOnline (SOL)** www.sofemaonline

We are here for you because you:

- Want to accelerate your learning with SAS.
- Want regulatory and vocational training to be competitively priced and effective.
- Expect your regulatory training provider to listen and to be responsive to your needs.

Introduction

Steve Bentley MD of Sofema Aviation Services www.sassofia.com explains the “ins” & “outs” of choosing the best service or product.

Thank you for taking the time to read this – I am pleased to share how you may benefit from a more detailed understanding of our training options.

Who are Sofema Aviation Services?

Sofema Aviation Services (SAS) launched in 2008 with the goal of becoming a leading provider of Regulatory and Vocational training across a broad spectrum of EASA regulations. Today we are pleased to advise that with more than 12 Instructors and the ability to offer regulatory training on 3 continents SAS is well positioned to support your EASA regulatory training needs. We are holder of EU Training Centre Certificate TC20 issued by Bulgarian Civil Aviation Administration.

From the Start – Prices & Discounts

Both Sofema Aviation Services www.sassofia.com and our sister site www.sofemaonline.com offer extremely cost effective prices together with what we believe to be the most competitive discount program amongst the regulatory training and consulting organisations.

Of course it is not just about prices it is about Standards & Service which is why we focus on the client relationship from our initial pre-course questionnaire to our post-course follow up we focus on Service.

SAS also offers a Preferred Training Partner Program – What is it all about?

<https://sassofia.com/sas-sol-discount-program/>

Sofema Aviation Services are pleased to present our Preferred Training Partner Program which we believe not only provides outstanding value, but which is unrivalled for the benefits on offer.

We are currently opening the PTP offer to additional organisations and companies, if your organisation is progressive and you believe in the benefit of continuous training then you can benefit from great savings with more than 300 Regulatory training courses at your disposal. Once you have completed a SAS “in company” training course you may apply for, or be invited to participate in the SAS PTP program to receive the following additional benefits

- a) You will receive 30% discount for each person attending our open training courses.
- b) If you enrol more than 5 persons you receive additional 10% total 40% discount for Open Training
- c) You will receive 20% discount from the total cost of “In Company Training”
- d) You are entitled to 20% discount through our partner website

www.sofemaonline.com

Meeting the Challenge

We currently offer in the region of three hundred courses and we continue to develop additional training to meet our client’s needs.

Choosing the Course?

The difficulty is first to understand the purpose of the course – is it to meet regulatory compliance or is it to meet organisational compliance, or for other reasons – vocational for example (competence building).

For example with approximately 40 different safety courses it is extremely difficult to respond to a client who asks for a safety course.

Why – Because we do not exactly understand the client’s needs in the way that you understand your needs and objectives!

Making the right choice - Open, Closed (in-company) or Online?

We do not want you to invest more than is necessary to achieve your objectives which is why you need to take a little time to consider your choices
With more than [500 EASA, FAA, GCAA and OTAR Compliant Regulatory and Vocational Training Courses](#) available we are a world leader in supply professional and cost effective training short courses.

So the decision really relates to 3 factors

- a) How urgent is your requirement? (If it is most Urgent then your choices may well be either online or (Closed – in Company)) If it is less urgent – you may be able to benefit from hosting a training – where we advertise to bring external delegates.
- b) The budget – If funds are very tight with small budget then the preferred option is probably online

c) The number of delegates for a particular training as the numbers can significantly impact the choice.

I would like SAS to recommend the best course for me and my colleagues to take - how can I do this?

If you are not sure regarding the particular course please provide as much guidance information as possible:

- a) Who is the course for – (Role and responsibility within the organisation please)
- b) What is the background knowledge relevant to the subject for each of the delegates?
- c) How many training days are you prepared to commit to the subject (the more days the better the coverage – but of course increased cost)
- d) Are there any additional subjects you would like to be included in the training?

We aim to provide the best possible training experience and thank you for taking the time to provide this information which helps us to help you

What if I have additional Questions?

Please email team@sassofia.com with any questions or the above information and we will respond as soon as possible.

Where can I attend SAS Open Training?

Sofema Aviation Services (SAS) www.sassofia.com offers EASA Compliant regulatory training in many different locations including Dubai, Manchester, Dublin, Sofia, Bucharest, Nairobi, Bangkok, Manila, Hong Kong, Jakarta, Yangon, Singapore, Jeddah and Bahrain. Based on anticipated need we continue to arrange open training programs and will continue to welcome our clients and customers onto our open training programs.

But wait there is more! – Because of our flexibility there are several ways we can deliver training either in your work place as an “in company” training or as open training (because of you!) but available at or near your work location. We are also offering instructor lead web based training, as an alternative to the classroom courses.

So how can I organize my own Training Course?

So it all depends on Numbers! We have tried to be flexible and offer unique solutions to the need for regulatory training.

I have more than 8 persons requiring training.

Then it is typically most cost effective to organize a course in your own workplace at a mutually acceptable time to suit your requirements

I have less than 7 persons but more than 4 (or 5 depending on location)

So your best option is to book an open training and we will guarantee to run the course as an open training but we need 4 to 6 weeks to market and advertise, however you may rest assured and we guarantee the training will go ahead.

More than 3 persons

We are prepared to accept the booking and market the training, again for typically 6 to 8 weeks, however we must meet minimum numbers before being able to commit to going ahead with the training.

This period of time is spent carrying out intensive marketing and raising of awareness. Because our prices are extremely reasonable we have a high probability of successes and have delivered many courses in this way following a client request.

But I am on my own – Now what?

So still contact us as we keep a detailed record of what people are waiting for and as soon as a possibility becomes available we will be pleased to inform you. Email team@sassofia.com with your request now.

Is there another option ?

Sure – have you looked at our online training SofemaOnline www.sofemaonline.com where we have more than 60 different courses available now with more being added all the time.

Where Can I view SAS Training now?

Please visit our website A to Z of available training – <https://sassofia.com/courses/> If you do not see what you are looking for no problem. Please contact us anyway. If there is a market need we are usually able to supply a bespoke training at little or no additional cost to the client.

Why do I see the same course available as a 1 day, 2 day, 3 day and 5 day? What is the difference?

For many of our courses we offer a 1 day, 2 day, 3 day and 5 Day option – The difference is as follows:

The 1 day course is typically either delivered as an overview course, an essentials course or a genuine short course due to the subject material length, It is designed to cover all elements but due to time constraints the depth is appropriate for the time available.

The 2 or 3 Day courses are in more depth with more practical guidance regarding industry best practice and specific consideration of the challenges and effective solutions.

Where we offer a 5 day course it is to allow work shop and group activities to aid the understanding of the subject.

5 Day course can be particularly beneficial for example we consider subjects like SMS, Logistics or Quality Assurance where we can review all elements together with a detailed understanding of regulatory and organisational obligations to deliver system optimization.

What's Next ?

Please email team@sassofia.com to discuss your training needs now. It is our pleasure to help you.

Kind regards

SAS Team