



**thevalue.space<sup>®</sup>**



## **Empowering Growth Unlocking Potential**

Enabling business professionals to develop sought after professional skills and grow their careers, talents and skills.

**2024-25 Portfolio**  
thevalue.space

## Greetings!

At thevalue.space, our goal is clear: to lead the charge in revolutionising how companies harness knowledge and translate it into exceptional customer experiences that yield real, impressive results.

Imagine a world where learning isn't just a phase, but a constant driver of action, innovation, and success for businesses. That's the reality we're creating.

Our commitment is simple yet powerful: to provide cutting-edge professional learning courses and powerful services that empower businesses to swiftly gain new skills, deepen their expertise, and confidently execute their strategies.

Join us in shaping a world where learning seamlessly integrates into the heartbeat of every business, propelling them forward amidst industry shifts and unlocking endless opportunities. Welcome to the future.

Explore our portfolio to see how we can help you with:

- **Professional Courses + Academies**
- **Managed Learning Services**
- **Consulting**
- **Coaching + Mentoring**
- **Media Services**

Please contact us to learn more today.

**Welcome to thevaluespace.**

Thankyou,

*Gopal*

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Dr Gopal Kutwaroo  
Managing Director  
**thevaluespace**

# Our Clients



# Why **thevaluespace**?

- Helping 520+ companies, developing over 3,200 people.
- Average delegate satisfaction score 90%+
- Results-driven approach to help companies achieve their goals and milestones.
- Industry practitioners up to date with the latest trends.
- Flexible delivery options (online, face to face, hybrid) to meet your needs.
- Customised approach for every company size: Start-ups, Scale-ups, and Enterprise.
- Ongoing support and mentorship.
- Connect with potential partners, investors, industry experts.

## Who We Are

**thevaluespace is a pioneering professional development and services firm dedicated to revolutionising how businesses thrive in the dynamic landscape of today's markets.**

**Our vision is to be the leading catalyst in empowering companies to efficiently acquire knowledge and deploy formidable customer experiences to achieve tangible and remarkable results.**

## We Can Help



### Empower Knowledge Acquisition

We empower companies to efficiently acquire knowledge. We believe that informed teams drive success, and we're committed to providing the tools and resources needed for continuous learning.



### Build Formidable Customer Experiences

We specialise in helping organizations deploy formidable customer experiences. By bridging the gap between learning and action, we enable firms to create memorable interactions that resonate with their audience and drive loyalty.



### Innovate

Our forward-looking approach ensures that our clients stay at the forefront of innovation. We envision a future where companies seamlessly integrate learning into their processes, resulting in tangible and remarkable results.

## Our Services

**Courses + Academies**

**Managed Learning Services**

**Consulting**

**Coaching + Mentoring**

**Media Services**

# Courses + Academies.

## Acquire powerful skills

By collaborating with senior leaders in sales, marketing, partnerships, product management, customer experience functions, and L&D, we have curated an extensive portfolio of highly coveted business development programmes specifically tailored for today's business professionals.

## Our Approach

We develop customised training programmes that align with identified needs of the organisation. We tailor the content, delivery methods, and assessment criteria to ensure maximum effectiveness and engagement.

We begin by conducting a thorough Training Needs Analysis (TNA). This process helps pinpoint the gap between the current skills and the desired skills required.

## Why Choose Us



**Trusted by over 520 companies, 3,200 delegates and counting!**

Trusted by global clients to deliver powerful courses across Industries, NFP, Public Sector.



### Industry Practitioners

Each course / academy is delivered by industry professionals who have been carefully selected based on their extensive experience, up-to-date knowledge and research in the field, as well as their exceptional delivery and coaching abilities.



### 90% Average Satisfaction Score

We are proud of our results, but always look to improve with feedback and research.

## Subjects

Choose from a compelling range of subjects and we can further customise the perfect course or academy for your people too.

- **Artificial Intelligence**
- **Sales**
- **Strategy**
- **Leadership**
- **Product Management**
- **Marketing**
- **Digital Transformation**
- **Partnerships + Alliances**
- **Customer Experience**
- **Market Intelligence**
- **Project Management**

# Managed Learning Services.

**Cost-efficient, expert-led, people-focussed**

Unlock the power of thevaluespace Managed Learning Service to supercharge your in-house team's training initiatives with expert support and hands-on guidance.

## Our Approach

With thevaluespace managed learning services, businesses can create a superior learning experience for people and turn their training programmes into the edge that puts them ahead of the competition.

We provide personalised skills assessments, craft engaging content, efficiently manage training partners, and maximise learning ROI. Our vision is to bridge the gap between learning and action, driving remarkable results and staying at the forefront of innovation.

## Why Choose Us



### Tailored Solutions

We are committed to providing innovative solutions that will help create a better tomorrow for everyone.



### Innovation + Vision

By staying at the forefront of innovation, we empower firms to adapt and thrive in dynamic environments so they can reach their vision.



### Measurable Results

Our commitment to learning ROI ensures that your investment yields tangible results. We measure, optimise, and enhance learning initiatives, allowing your team to excel and achieve meaningful success.

## Our Services

### Skills Assessment

- Unlock potential with personalised skills assessments tailored to your team's unique needs to align with your organisation strategy.

### Content Production

- We build engaging, relevant content that resonates with learners and drives impactful outcomes.

### Vendor Management

- We efficiently manage training partners to ensure seamless delivery and exceptional learning experiences

### Learning ROI Diagnostics

- We will help you to maximise returns by measuring and optimising the impact of your learning initiatives

# Consulting.

## Advisory services that make the difference

With over 28 years of experience in marketing, sales, partnerships, product development, and customer experience, coupled with C-Suite expertise, we offer strategic and tactical advice to enterprise, start-up, and scaling companies.

## Our Approach

Our consulting approach is a powerful blend of expertise, customisation, and a results-driven mindset. With seasoned professionals who deeply understand your industry, we tailor strategies to fit your unique goals and organisational culture.

Our practical problem-solving approach ensures measurable improvements—whether it's process optimisation or revenue growth.

## Why Choose Us



### Deep Expertise

Our team comprises seasoned professionals with deep industry knowledge. We've successfully tackled diverse challenges across various sectors, ensuring we bring valuable insights to your business.



### Tailored Solutions

We don't believe in one-size-fits-all approaches. Instead, we customise our strategies to align with your unique goals, organizational culture, and specific requirements. Your success is our priority.



### Results-Driven Approach

We're practical problem-solvers. Our focus is on delivering tangible results—whether it's optimising processes, enhancing efficiency, or driving revenue growth. With us, you'll see measurable improvements.

## Our Services

### Assess/Discovery

- We begin by working with you to understand your organisation's current situation, opportunities, and challenges. This helps us create a high-level plan.

### Plan

- Based on the assessment phase, we develop a detailed plan. This includes identifying tasks, responsibilities, and timelines.

### Implementation

- We help you execute the plan, working collaboratively with your team. Our data-driven approach ensures evidence-based decision-making.

### Optimisation

- At post project completion, we continuously optimize and improve results. Our goal is to make your business more efficient, functional, and successful

# Coaching + Mentoring.

## Drive your potential

Whether you aspire to refine your management acumen, enhance your performance capabilities, or elevate your executive leadership skills, we provide tailored coaching solutions designed to unlock your true potential.

## Our Approach

Our team of seasoned coaches brings years of expertise and insight to guide you on your journey towards success.

By selecting from our diverse range of coaching programmes, including management, performance, and executive coaching, you gain access to personalised support and strategies crafted to address your unique needs and objectives.

## Why Choose Us



### Leadership Experience

Our team have led various functions in global and regional companies and have consistently received high levels of positive feedback for individual and team leadership.



### Tailored Guidance

Whether it's career development, skill enhancement, or personal growth, we tailor our coaching and mentoring approach to your unique needs.



### Enhanced Engagement

Both coaching and mentoring contribute to increased employee engagement. By investing in your team's development, you demonstrate care and commitment, leading to greater loyalty and performance.

## Our Services

### Management Coach

Our management coaching proves invaluable by imparting planning, organizational, and implementation expertise. They also enhance resource and people management capabilities, transforming aspiring leaders into confident decision-makers.

### Executive Team Coach

Executive team coaching takes a bilateral approach, enhancing communication and collaboration to boost overall performance. Leaders learn effective team management, while members become more productive.

### Performance Coach

Our performance coach service equips employees with tailored strategies and tactics to enhance task execution, maximising effectiveness. By honing clients' skills and techniques, they empower individuals to excel in their roles, achieving greater productivity and success in their endeavours.



# Media Services.

Execute your vision

Tailored to the unique requirements of each client, we provide a wide range of services. Recognising that businesses differ greatly, we invest time in comprehending our clients' objectives, enabling us to design customised plans to help them achieve their goals.

## Our Approach

At thevalue.space, our commitment lies in tailoring our services to meet the unique requirements of each client.

We recognise that businesses vary significantly, and as a result, we invest time in comprehending our clients' objectives. By doing so, we can design customized plans that empower them to achieve their goals effectively.

Our personalised approach ensures that every client receives the support they need to thrive.

## Why Choose Us



### Strategic ROI

We are committed to providing innovative services that drive solid return on investment for your business.



### Additional Support

If your internal resources are overwhelmed by a backlog of work or lack specific skill sets, our professional services step in. We provide additional resources, expertise, and support to efficiently address critical activities.



### Global Client Base

We are already trusted by global brands to help in the delivery of essential services.

## Our Services

- **Strategy Development**
- **Conference/Event Management**
- **Messaging Strategy**
- **Brand Amplification**
- **Account Based Marketing**
- **Digital Marketing**
- **Customer Segmentation**
- **Sales Enablement**
- **Customer Retention**
- **Campaign Management**
- **Partnership Development**
- **Thought Leadership**
- **Market Research**



# See how far you can go with us!

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