



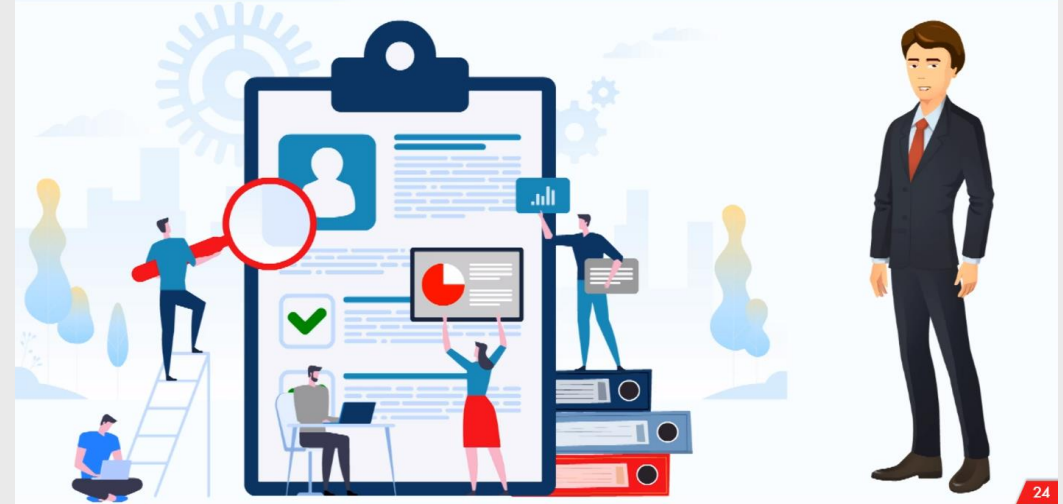
Reference number : BH-01-2021
 Acquisition Date : June 2020
 Expected Duration : 6 months

As part of the provision of an E-Learning platform on a BH-only server, the BH Bank selected SIT E-learning solutions for the implementation and administration of interactive digital learning courses to be integrated on the platform for the benefit of its staff.

SIT E-learning solutions is therefore mandated to:

- The configuration, set-up, and customization of an E-learning platform that supports the international SCORM standard and its hosting.
- The development, scripting, and production of interactive digital educational content for three themes:
 - Anti-Money Laundering
 - Compliance
 - IT security
- Integration of digital interactive courses on the SCORM-compliant E-learning platform
- Support and assistance for proper usage of the platform.

BH ACADEMY Obligations de banques et établissements financiers en matière de LCB/FT
 Obligation d'identification de la clientèle



BH ACADEMY Indicateurs et techniques de blanchiment d'argent et de financement du terrorisme
 Techniques de financement du terrorisme





Reference number : BH-02-2022
 Acquisition Date : 2022
 Expected Duration : 9 months

SIT E-learning solutions was selected, for the second time after a call for proposal launched by the BH Bank, for a project entitled 'Realization of interactive digital learning courses (design of E-learning modules).

The project consists of the development mission, scripting, and production of a SCORM standardized, digital, and interactive educational content, covering the six following themes:

- Sales techniques
- The bank's products
- Managerial techniques
- Operational risks
- Foreign exchange regulations
- Foreign trade

L'ENTRETIEN DE VENTE

PHASE 1 Avant-vente

La Préparation

La prise de contact

L'identification des besoins de la clientèle

PHASE 2 Vente

PHASE 3 Après-vente

BH ACADEMY Section 2 : Développer la performance de ses collaborateurs
 Comment décliner les objectifs stratégiques en objectifs opérationnels ?

Objectif stratégique

Objectif opérationnel

Objectif individuel

Les 2 prochaines années

Augmenter sa part de marché

Année

Accorder 150 crédit immobilier



Reference number : BH-03-2023
 Acquisition Date : January 2023
 Expected Duration : 12 months

Following the success of its first and second project: "Supporting the BH Academy in the deployment of its elearning platform with the production of 9 courses on banking techniques", and following a call for tenders, BH BANK appointed SIT for the mission of "Support and Digitalization of the "Learning Experience" As part of the deployment of the new Banking ERP Temenos-24 (T24)" and more precisely:

- Digitization of procedure manuals, writing, educational design and production of 154 learning units.
- Conducting simulations to allow users to freely interact with the software in a virtual environment identical to the real software without the risk of causing damage or costly errors, which encourages exploration and learning through trial and error.

