

# InspireOne

## COMPANY BACKGROUNDER

InspireOne came into being in 1999 under the name TMI Associates Pvt. Ltd. At that time it was the partner for the global firm Time Manager International (TMI) and offered soft skills solutions to the corporate sector in India. As an exclusive partner for the company in the country, InspireOne was committed to advancing TMI's mission of inspiring change in people worldwide.

Over the years, certain about its passion for transforming people and organizations only by connecting their minds with their hearts, InspireOne added more global partnerships to its fold to offer human development solutions across various functions and practices. From organizational development to customer service, performance management, leadership development and sales training, InspireOne offers customized solutions through its offices in Delhi, Mumbai and Bangalore.

Today it is a leading HR consulting and training firm of the country and part of the 3 global networks: TMI Global, Centre <sup>for</sup> High Performance Development (CHPD), UK and TACK, UK. The new name reflects the company's commitment to support businesses in enhancing their corporate value by INSPIRING and unlocking their human potential and being their ONE preferred partner for all people development needs.

Inspiration is indeed at the core of all its solutions. The belief that no change can be catalyzed without internal motivation is strongly embedded in the solutions offered across practices. Even though InspireOne has now grown in products and partnerships, its core philosophy remains constant: *To be Inspired and InspireOne.*

It is distinguished by its access to a rich global knowledge base, an ability to offer end to end human development solutions and its unique inspirational style of delivery that helps people bring their hearts to work.

Its first partner TMI, was founded in 1975 by one of the world's nine quality gurus, Claus Moller and is today one of the world's largest human resource development companies operating in over 40 countries. World renowned for its innovative soft skills solutions in the areas of Performance Enhancement, Customer Service, and Organization Development, TMI helps organizations maximize their intangible value by investing in their human capital. Every year, more than 2,50,000 people from large and small organizations all over the world attend TMI programs to learn how to better manage their time, people and performance, to deliver exceptional service and quality – and to manage culture change.

TACK International was the second global partner to join hands with InspireOne in 2006. Headquartered in UK, TACK has a success record of 60 years with a deep rooted specialization in sales and sales Management solutions. With vast experience spanning across countries and cultures, it offers world class training programs in a variety of business skills. Its sales training and

process solutions cater to any organization that values its customers, nurtures relationships and lives the sales philosophy. TACK has developed unique models, approaches and tools that offer great benefits to individuals and organizations including: PRO-PAYBACK sales model, FIND--the powerful questioning tool, OFFER ANALYSIS--the customer motivation model that incorporates TACK's unique concept of "YOU" APPEAL and TACK IQ, the key account management tool.

Centre <sup>for</sup> High Performance Development (CHPD) joined hands with InspireOne in 2007. CHPD specializes in the assessment and development of leaders to inspire and sustain personal and business success. It has more than 30 years of research conducted with business and academic partners, such as London Business School and Princeton University, which has resulted in its own, proven method for assessing leaders at all levels – from first time manager to global CEO. CHPD's leadership model has been used by more than 100 organizations around the world and its database of more than 12,000 leadership profiles is recognized as one of the foremost benchmarking tools available today. An extensively researched knowledge base supports its entire range of products and services that comprise talent management, succession planning, assessment, leadership development programs and executive coaching, team development and inspiring sales development Programs.