SHARE IN THE SUCCESS OF A PROVEN LEADER

THE NEW HORIZONS FRANCHISE OPPORTUNITY
GLOBAL BRAND

PROVEN BUSINESS MODEL

WORLD-CLASS RESOURCES

WORLDWIDE NETWORK

IMMENSE DEMAND
THE NEW HORIZONS ADVANTAGE
New Horizons Computer Learning Centers is the largest independent I.T. training company in the world. As an operator and franchisor of computer training centers, our more than 300 centers in over 60 countries around the world, offer a broad range of I.T. applications and technical training courses to companies, government bodies, and individuals building their careers. Many of our locations also offer complementary non-I.T. courses, such as Business Skills and Healthcare Information Management.

1982 Opened first training center in Southern California U.S.A.


NEW HORIZONS IS THE LEADING GLOBAL BRAND IN A MULTI-BILLION DOLLAR INDUSTRY
We offer more courses, at more times, and in more locations than any other company in the computer training industry.

When you develop a New Horizons franchise, you are not just developing a training center, but a relationship with the entire network of training centers under the New Horizons global brand. With locations in over 60 countries, customers that require global training solutions turn to New Horizons. As a New Horizons’ franchisee, you will be supported by a wide range of valuable services that begin before you enroll your first student. You will benefit from advantages like working from our proven business model, tapping into deep global vendor relationships, profiting from our worldwide customer base, and harnessing technology and other resources.
PROVEN BUSINESS MODEL

THE SUCCESS OF THE NEW HORIZONS BUSINESS MODEL IS BUILT ON THREE PILLARS: OFFERING INNOVATIVE AND HIGH QUALITY TRAINING; MAINTAINING A ROBUST SALES SYSTEM; AND ENABLING IT ALL WITH THE MOST COMPLETE FRANCHISEE TRAINING AND SUPPORT IN THE INDUSTRY.
When you are awarded a New Horizons franchise, you acquire a business model that has been perfected for over 30 years.

The New Horizons business model is designed to help drive business to your locations, to give you the tools to satisfy and retain students, and to provide support and resources that will deliver maximum results at minimum cost.

Our business model focused on helping clients identify their present and future training needs. Every step in the process is designed to help franchisees close more sales and increase market share.

New Horizons leads the industry with an aggressive sales system backed by a training model known as Integrated Learning™—the most comprehensive training solution available to individuals and organizations. As a franchisee, you will acquire the know-how to run an efficient training business with access to a wide variety of business management tools and systems.

Our commitment to franchisee training and support begins at the start-up. Once you have been approved as a franchisee, you will start with an intensive training course on how to launch and operate a New Horizons training center. After you have opened or converted your training center, our experts will continue to provide operational support both on-site and from our corporate offices around the world. To help our franchisees stay competitive, we offer ongoing training for all levels of staff within a franchise through extensive online resources, discussion forums, conferences, and other training events.
NEW HORIZONS PROVIDES FRANCHISEES WITH A WEALTH OF RESOURCES THAT INCLUDE EMPLOYEE TRAINING PROGRAMS, SALES AND MARKETING MATERIALS, SOFTWARE TOOLS, COURSEWARE AND OTHER RESOURCES TO HELP DRIVE SALES AND MINIMIZE COSTS. MOST OF THESE TOOLS MAY BE CONVENIENTLY ACCESSED ONLINE.
New Horizons is known for its state-of-the-art I.T. infrastructure, and we continue to invest in customized I.T. solutions which are critical tools that help our franchisees dominate their market. The New Horizons LMS.Net is a hosted, web-based platform that supports the global delivery of online and classroom learning, as well as post-class resources, through a single point of access. It is one of several technology solutions designed to help franchisees provide world-class service to their clients, drive sales, and reduce their investments of time and money. We also offer our franchisees access to industry-leading technology tools that independent training companies cannot afford.

New Horizons continues to lead the I.T. training industry by constantly innovating. Solutions like our award-winning Online LIVE™ and Mentored Learning™ allow our franchisees to stay one step ahead of the competition, while focusing on their operation as the Franchisor perfects the process. In fact, the two training methods of Online Live™ and Mentored Learning™ are key reasons why New Horizons has received multiple industry awards over the past few years. Some, but not all, of these awards are:

- Microsoft Learning Competency Marketing Excellence Partner of the Year Award Finalist (2012)
- KnowledgeAdvisors Best Performance Award (2011)
- Cisco Worldwide Learning Partner Award of Excellence for Collaboration (2010)
- Cisco Excellence in Acceleration Award (2009)
- Cisco Learning Partner of the Year Award (2008)
- Microsoft Technology Innovation Partner of the Year, Learning Solutions (2006)
WITH A GLOBAL NETWORK OF OVER 300 CENTERS IN OVER 60 COUNTRIES, NEW HORIZONS HAS TRANSFORMED BUSINESSES AND HELPED WELL OVER 25 MILLION STUDENTS REACH THEIR GOALS.
NEW HORIZONS MEETS THE GROWING DEMANDS OF A GLOBAL MARKET BY SHARING INFORMATION AND KNOWLEDGE THROUGH ITS WORLDWIDE NETWORK.

Our large worldwide network provides franchisees with opportunities to work top enterprise clients, including Fortune 500 companies and government agencies. Our extensive network also allows our franchisees to build synergistic relationships with other franchisees running similar businesses, giving them a chance to share information and knowledge. Finally, a global network means key relationships New Horizons has built with vendors including Microsoft, Cisco, VMware, CompTIA, Prometric, VUE, ITIL, EC-Council, and others, extends to our franchisees.
Driven by the ever-changing technology sector, the demand for training in i.t. is projected to exceed US $20 billion worldwide in 2014.*

*(Figures reported by International Data Corporation)
THE MARKET FOR HIGH QUALITY TRAINING PROGRAMS IS GROWING AND NEW HORIZONS WILL CONTINUE TO BENEFIT FROM THIS TREND.

Whether it is training for a company or an individual, the New Horizons’ brand is synonymous with quality education that exceeds clients’ demands. As a reputable, complete training solutions provider, we are uniquely positioned to meet the demands of today’s workforce.

With technology advancing at a rapid pace, there is a constant shortage of skilled I.T. personnel to operate and maintain increasingly complex systems. For those seeking professional I.T. certification, New Horizons has the largest network of vendor-authorized training centers in the world, offering certifications from Microsoft, Cisco, VMware, CompTIA, and other leading vendors.

We at New Horizons are optimistic about the future in the I.T. training industry and are continually growing our global network of franchisees. We invite you to explore this excellent opportunity to own and operate a rewarding and lucrative business. We are excited to work with you to understand our business model in greater detail. Take the next step by contacting one of our corporate offices; please find the contact details on the back cover of this brochure.
Before deciding on New Horizons, I took a long hard look at the options. You invest in people, and the power of New Horizons is the network of people who have established many successful New Horizons operations based on a proven sales process and strong global partnerships. Our operation was up and running in three months and operating profitably after nine months. Without New Horizons, it would take anyone starting up several years to establish themselves as a recognized learning provider.

“The New Horizons Mentored Learning™ program really accelerated the growth of our business. The program most definitely delivered on its promise. As a franchise owner, the ability to take an innovative program with a proven success record into the market place with the backing of New Horizons Corporate, changed the profitability metric for our business. This is one example of the franchisees’s ability to tap into the rich knowledge and experience of the New Horizons franchise model and ultimately delight those customers who wish to be trained by a global leader.”

—Liam McMahon, Owner, New Horizons of Ireland.

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—Surinder Randhawa, Owner, New Horizons of Perth, Australia.
“With New Horizons undisputed capabilities in providing high-end training and ensuring the most effective transfer of skills through its Integrated Learning™ approach, it is only logical that New Horizons will be the driving force in meeting the new and changing requirements of today’s workforce. I would definitely say that the future of I.T. belongs to specialists, and New Horizons is uniquely positioned to take the fullest advantage of this opportunity.”

—Ajay Kumar Sharma, President & CEO, New Horizons of India.

“As a franchisee, I can concentrate on what makes me the most money: developing sales talent and closing business. New Horizons Corporate negotiates deals with vendors, constantly looking over the horizons for what is new or next for the training market. This relationship empowers me to be as successful as I want to be, by providing all the tools necessary for my success.”

—Tim Broom, Owner, General Manager, New Horizons, Gainesville, Florida, USA.
Take the next step with a proven leader in an exciting growth industry. Contact us at one of our corporate offices:

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WE EMPOWER PEOPLE AROUND THE WORLD TO SUCCEED THROUGH LEARNING