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Coleman University

COM685.30-1508 Management of Network Technology Readiness (Sahlin) Tu/Th

HW 7C: CPT

On Tuesday August 18th, I attended the presentation in the Lovelace Theater, presented by SoftHQ representative, Ms. Sayli Chandrasckharan. I previously met a SoftHQ representative at the Coleman Career Fair in May of this year, when I left my resume and signed up for email correspondence. I learned more about the benefit of technical training that SoftHQ provides though the email promotions I received twice a week since then. I had an impression that SoftHQ was another school that trained for a fee, so I was reluctant to engage with them. So at the presentation, I asked questions about SoftHQ’s business model based on my uncertainties; and Sayli explained that SoftHQ is like a placement agency but is actually a consultant that I would work for (since SoftHQ trains us). Her answers to my other questions were that training is unpaid and runs 4-5 weeks. Then a new hire is offered $60,000 per annum, with benefits for the first 3 months. Then if a client wants to continue with a contract (typically 3, 6, and 12 months duration), then the employee can choice between 70% of the billing rate or an increase in salary. The contract is disclosed to the employee and is paid on a 30-day cycle invoice.