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## **The Training Associates Releases New Version of White Paper Staff & Contract Instructors: Costs, Comparisons & Considerations**

**Westborough, MA – November 29, 2011** - The Training Associates, the largest provider of training delivery solutions and trainers on-demand, announced the release of their new white paper version of *Staff & Contract Instructors: Costs, Comparisons & Considerations*, as authored by Victor J. Melfa, Co-Founder and CEO of The Training Associates.

The white paper has been published and regularly updated since 1996. It is used by many training organizations as a methodology and strategic tool for re-evaluating and significantly changing organizations' staff and contract trainer usage policies to reduce costs and risk, and to increase external and internal training offerings, sales, and profits. It has been presented by invitation at many public and private training conferences and thousands of copies have been requested and distributed.

This newly released white paper version broadens its scope significantly to include all types of trainers and training organizations, further discussion on trainers as fixed or variable costs, costs and risks of managing independent contract trainers, and the costs, risks, and sales benefits of outsourcing to a specialized trainer staffing agency.

A copy of the new white paper may be requested at [info@thetrainingassociates.com](mailto:info@thetrainingassociates.com).

### **About The Training Associates**

Founded in 1994, The Training Associates (TTA) is the largest provider of IT and business professional skills instructors worldwide. TTA contracts with the highest quality trainer consultants, skilled in virtually all technologies and business skills. We market our trainers to over 20,000 international training and consulting companies, education centers, academia, staffing companies, federal and local government agencies, and other businesses.

TTA offers 15,000 technology and business skills courses, and has delivered more than 75,000 classes to over 500,000 students. Leading technology partners include Microsoft, IBM, HP, Novell, Oracle, Cisco, and many others.

Our proprietary, on-line, fully integrated TrainerTracker™ system and job board enables TTA Trainers to view open jobs, and complements our staff of expert consultants to rapidly and efficiently develop and deploy TTA Trainers. [www.thetrainingassociates.com](http://www.thetrainingassociates.com)