



CONCEPT SPARX

Corporate AI & Productivity Training

Capability overview and programme catalogue

Practical, hands-on AI training for enterprise teams — from workplace productivity to secure, on-premises AI for software engineering.

Prepared by	Concept Sparx (Conceptt Sparx Private Limited) · Mumbai, India
Markets served	India · European Union · GCC
Track record	600+ employees trained at House of Hiranandani · on-premises AI engagement currently in delivery
Delivery	Live online, in-person, or blended
Audience	Enterprise and mid-market teams — technology, operations, finance, HR, sales, design
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Training that changes how the work gets done

Concept Sparx builds and governs AI systems for regulated and mid-market enterprises across India, the EU and the GCC. Training is the front end of that practice: we work with organisations that have decided to adopt AI and now need their people to use it well — safely, consistently, and on real work.

Most AI training stops at tool demonstrations. Teams leave impressed and change nothing. We design for the opposite outcome: every programme is built around the participant's own work, roughly 70% of session time is hands-on practice, and participants leave with reusable artefacts — prompt libraries, checklists, and working habits — rather than slides they never reopen.

We have delivered training at scale — over 600 employees trained at House of Hiranandani across business functions — and at depth, including a secure on-premises AI programme currently running with a software product engineering team. Every engagement is led personally by Mangesh Lad, Founder and Managing Director, and delivered by an in-house team.

We are tool-agnostic by design. Where cloud AI is appropriate, we teach the cloud stack. Where data sensitivity rules cloud tools out entirely, we design and teach fully on-premises alternatives. That second capability is uncommon, and it is where a growing share of our work now sits.

600+

employees trained at House of Hiranandani

25+

years of enterprise software delivery behind the curriculum

3

role tracks — engineering, business functions, design

What makes an engagement work

Role-differentiated content. A developer, a business analyst and a designer need different AI patterns. We build separate tracks off a shared foundation rather than one compromised curriculum.

Distributed practice. Weekly sessions with real work in between beat an intensive one-off block, because the skill has somewhere to land.

Honest about limits. We tell teams what the tools cannot do. It is the fastest route to trust — and to sensible use.

Six training programmes

Each programme runs as a standalone engagement or combines into a wider learning path. Content, examples and exercises are customised to your tools, your documents and your workflows before delivery.

#	PROGRAMME	PRIMARY AUDIENCE
1	Generative AI for Workplace Productivity	All business functions
2	AI-Enhanced Communication & Presentation	CXO, sales, marketing
3	AI Tools & Automation for Developers	Software engineering
4	Advanced Data Analysis & Visualisation	Analysts, finance, HR, ops
5	Office Productivity & Workflow Automation	All business functions
6	Secure AI for Software Teams (on-premises)	Engineering, QA/BA, UI/UX

PROGRAMME DETAIL

What each programme covers

1 Generative AI for Workplace Productivity

CROSS-FUNCTIONAL · NO TECHNICAL BACKGROUND REQUIRED

A practical grounding in ChatGPT, Gemini and Copilot for everyday business work. Participants move from occasional, unstructured use to a repeatable prompting method they apply to their own emails, reports and documents.

- Prompt engineering for non-technical teams — role, task, constraints, output format
- Automating emails, reports and task extraction
- Reading, summarising and interrogating long PDFs and policy documents
- Workflow automation across Gemini, ChatGPT and Copilot
- Where AI is unreliable, and how to check its output before it leaves your desk

Typical format: 1 day on-site, or 4 × 2-hour live online sessions

2 AI-Enhanced Communication & Presentation

CXOS, SALES, MARKETING, BUSINESS DEVELOPMENT

For people whose output is persuasion. Combines narrative structure with AI-assisted slide production, so decks get faster to build and sharper to sit through.

- Strategic storyboarding — building the argument before building the slides
- Slide mastery and infographic design
- AI features inside PowerPoint: Morph, Zoom, Rehearse Coach, Cameo
- Generative tools for design: Gamma, Slidesgo, Copilot for Design
- Editing and critique prompts — using AI to pressure-test your own deck

Typical format: 1 day on-site, or 3 × 2-hour live online sessions

3 AI Tools & Automation for Developers

SOFTWARE DEVELOPERS, LEADS, ARCHITECTS

Integrating AI across the development lifecycle using cloud tooling. Suited to teams whose codebase is not subject to strict data-residency constraints.

- GitHub Copilot for JavaScript, Python, PHP and React
- Prompt engineering for developers — context, specification, and plan-first workflow
- AI for code documentation, review and debugging
- SonarQube with AI for code quality and CI/CD automation
- Critical review — reading AI-generated code the way you would read a junior developer's pull request

Typical format: 1–2 days on-site, or 4–6 × 2-hour live online sessions

4 Advanced Data Analysis & Visualisation

ANALYSTS, FINANCE, HR, OPERATIONS

For teams that work with large datasets and need to move from reporting numbers to explaining them. Focused on Excel power tools and Power BI, with AI used to accelerate the analysis rather than replace the judgement.

- Excel power tools: Power Query, Power Pivot, dynamic arrays
- Power BI for interactive dashboards and data models
- Excel 365 AI integration (Copilot, ChatGPT, Gemini) for faster analysis
- Prompting for data work — cleaning, reshaping, formula generation, error tracing
- Turning a dashboard into a decision: framing, commentary, and what to leave out

Typical format: 2 days on-site, or 6 × 2-hour live online sessions

5 Office Productivity & Workflow Automation

ALL DEPARTMENTS · MIXED PROFICIENCY

Foundational fluency in Excel, Word, Outlook and PowerPoint, with Microsoft 365 Copilot layered on top. Valuable where AI adoption is being held back by uneven baseline tool skills rather than by the AI itself.

- Excel essentials to advanced — formulas, pivot tables, dashboards
- PowerPoint fundamentals and slide design best practice
- Word and Outlook for effective documentation and communication
- Microsoft 365 Copilot for automating routine work
- Building small automations that survive the person who built them

Typical format: 1–2 days on-site, or 4–6 × 2-hour live online sessions

6. Secure AI for Software Teams

An AI enablement programme for engineering organisations whose source code cannot leave the network. Built for competitively sensitive codebases, regulated environments, and client contracts that prohibit third-party processing.

Most AI-for-developers training assumes GitHub Copilot, Claude Code or ChatGPT. For a meaningful number of engineering teams, none of those are permitted — and the conversation ends there. This programme exists for exactly that case: a fully on-premises AI stack, designed, validated and taught end-to-end, with no code leaving the organisation's infrastructure at any point.

What the engagement includes

- **Stack design and validation.** Open-weight model selection sized to your available GPU capacity, served locally and integrated into the existing IDE workflow. We test the stack on your hardware before the first session, not during it.
- **Role-differentiated tracks.** A shared foundation session for everyone, then separate tracks for developers, testers and business analysts, and UI/UX designers. Each role gets the AI patterns that apply to its actual work.
- **Data-handling guidance.** A clear, teachable line between what must stay on-premises and what may go to cloud tools — so the rule survives contact with a deadline.
- **Legacy modernisation patterns.** Using AI on characterisation tests, refactoring and framework migration — the work most engineering teams are actually facing.
- **Reusable artefacts.** Per-role prompt libraries, review checklists, and a lab handout set the team keeps after the engagement ends.

Engagement in delivery · mid-market .NET product engineering firm

A software organisation modernising a large legacy VB.NET and ASP.NET estate to .NET 8/9 came to us with a hard constraint: source code is competitively sensitive and cannot reach any cloud AI service.

We specified and validated a fully local stack running on the client's own dual-GPU server, integrated into their existing IDE, with cloud tools retained only for design work where no code is involved. The programme runs as seven weekly two-hour sessions across three role tracks — approximately fifteen participants spanning development, QA/BA and UI/UX.

Client name withheld under confidentiality. Reference conversation available on request.

Typical format	14 hours across 7 weekly sessions, three role tracks (shared foundation + specialist paths)
Cohort size	10–20 participants across roles. Prerequisite: a GPU-capable server on your network — we advise on sizing before you buy anything.
Best fit	BFSI, healthcare, defence-adjacent, product IP-heavy and contract-restricted engineering environments

How we run a training engagement

The Single-Skill Loop

Our sessions are built from repeated loops rather than long lectures. Each loop isolates one skill and runs it through four stages — Teach, Show, Do, Feedback — before moving on. A two-hour session typically contains three or four loops, with practice and feedback taking the majority of the time.

The discipline is in the grain size. "Prompt engineering" is not a skill you can loop; "giving the model the right context before you ask" is. Narrow scope is what makes the practice stage possible and the feedback stage useful.

Session shape

Teach	Show	Do	Feedback
The concept, stated plainly. Five minutes, not fifty.	A live demonstration on realistic work — including where it goes wrong.	Participants run it themselves on their own material.	Group review of what worked, what did not, and why.

Before, during and after

Discovery	A short questionnaire and a call with the sponsor. We collect real examples — your documents, your code, your reports — and build the exercises around them.
Customisation	Slides, labs and prompt libraries are rewritten for your tools and your terminology. Materials are written in plain, simple English for mixed-proficiency rooms.
Delivery	Approximately 30% instruction, 70% hands-on. Individual support during exercises — floor walks in person, breakout check-ins online.
Between sessions	Participants apply the skill on live work. A mid-week prompt keeps it moving; we stay reachable throughout.
After	A follow-up Q&A session roughly 30 days after the programme ends, included as standard.

What participants take away

- Slide decks for every session attended (PDF)
- Hands-on lab handouts covering each exercise
- A role-specific prompt library — a working artefact, maintained after the programme
- Data-handling guidelines covering approved and prohibited AI use
- A short habits checklist each participant commits to in the final session

Formats, measurement and next steps

Delivery models

Live online	Zoom, Teams or Google Meet. Breakout rooms for lab support. Suits distributed and hybrid teams.
In-person	On-site workshops at your premises. Available across India, the EU and the GCC.
Blended	Foundation session in person, specialist sessions online — a common choice for multi-site teams.
Learning paths	Programmes sequenced into a role-based curriculum across a quarter or longer, with cohorts staggered by department.

Measuring whether it worked

Where a sponsor wants evidence beyond satisfaction scores, we design measurement into the engagement from the start rather than assessing it afterwards. Baselines have to be captured before the first session, so this is a conversation we like to have early.

- **Reaction and learning.** Post-session feedback and short skill checks against the specific loops taught.
- **Behaviour.** Baseline captured before Session 1, re-measured after the programme — is the team actually using the tools on real work, and how?
- **Results.** Agreed with the sponsor up front and tied to something the business already tracks — cycle time, defect escape rate, documentation coverage, turnaround on a specific recurring task.

Beyond training

Two engagement areas frequently follow a training programme. Neither is bundled into a training proposal; both are noted here so the path is visible.

- **AI governance framework.** A written AI policy mapped to your data classification, an approved-tools list, an audit and incident-response process, and an onboarding plan for new joiners — aligned to EU AI Act, GDPR, DPDP Act and ISO 42001 where those apply. Typically 2–4 weeks.
- **AI-assisted modernisation advisory.** Senior-team pairing on a live migration — legacy refactoring at scale, test coverage uplift, architecture review with AI as leverage. Shaped to the client's appetite and need.

Next step

A 30-minute call is usually enough to establish which programme fits, who should be in the room, and what a realistic first cohort looks like. We will send a scoped proposal with commercial terms within three working days of that conversation.

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