

# **HPSI** **Corporate Training Proposal**

Train, certify, and hire hospitality talent — on one platform.

**HPSI Talent Exchange**

Hospitality Performance Standards Institute

# Executive Summary

HPSI Talent Exchange is the only hospitality workforce platform that combines accredited training, verified certifications, and a live talent marketplace. This proposal outlines a tailored corporate training engagement to upskill your team, raise service standards, and reduce turnover and hiring costs.

## The HPSI Difference

Most providers stop at training. HPSI continues into certification and placement — converting your training spend into measurable outcomes. Every course on HPSI Academy maps to a stackable industry certification, and every certified employee earns a higher employability score visible to your hiring managers.

## Training Catalog Highlights

Six flagship courses lead a 30+ course catalog spanning entry-level through executive leadership:

- Customer Service Excellence — Foundation, 8 hours
- Food Safety & HACCP — Foundation, 6 hours
- F&B; Management — Intermediate, 12 hours
- Front Office Management — Intermediate, 12 hours
- Leadership in Hospitality — Advanced, 20 hours
- Health, Safety & Hygiene — Foundation, 6 hours

## Certification Tracks

Five stackable HPSI certifications:

- CSP — Certified Service Professional
- CHS — Certified Hospitality Supervisor
- CHA — Certified Hospitality Associate
- CHE — Certified Hospitality Executive
- CHM — Certified Hospitality Manager

# Pricing

Transparent volume tiers — automatic discounts the more seats you allocate.

Tier	Seats	Discount	Notes
Individual	1–4	—	Pay per seat
Small Business	5–19	15% off	Bulk seat allocation + manager dashboard
Mid-size	20–99	25% off	Dedicated success contact
Enterprise	100+	Custom quote	On-site delivery + SLA

## Course Price Bands

Foundation \$50–\$150 · Intermediate \$150–\$400 · Advanced/Management \$400–\$1,200 · Executive Programs \$1,500–\$5,000 per learner. Corporate volume discounts apply.

## Delivery Modes

Choose the model that fits each cohort:

- Self-paced online — anytime, any device
- Instructor-led virtual — scheduled cohorts with live faculty
- On-site corporate training — HPSI faculty at your property

## Implementation Timeline

Week 1: Discovery & seat allocation. Week 2: Manager onboarding. Weeks 3–8: Cohort delivery. Week 9: Certification & reporting.

## Reporting & Dashboards

Real-time visibility into enrollment, completion, exam pass rates, certification status, and per-location ROI. Export to CSV for finance and HR systems.

# Why HPSI

- Industry-built curriculum written by HPSI hospitality experts
- Verified, stackable certifications recognized across the industry
- Integrated talent pipeline — trained staff visible in your hiring pool
- Transparent volume pricing with no hidden fees
- Single platform: train + certify + hire

## Next Steps

1) Confirm cohort size and roles. 2) HPSI returns a tailored statement of work within 2 business days. 3) Sign + kick off within the same week.

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