

The New
Synergy
Specialists



+

ACCA

Think Ahead

[+working in partnership]

ACCA APPROVED LEARNING PARTNER



*If you want to go fast go alone,
If you want to far go together.*

~African Proverb

Enter to Learn
Live to Achieve

www.thenewsynergyspecialist.com



INTRODUCTION

Overview

The New Synergy Specialists (TNSS) Limited is a Financial Consultancy and Corporate Training firm providing top-notch financial training and advisory to individuals, firms and organizations.

Business Operations

TNSS provides a fusion of vibrant, interactive and tailored learning solutions geared towards ensuring students' examination success across all levels of the ACCA qualification and continuous development for professionals.

Strategy

We are a team of passionate, qualified and highly-experienced tutors operating from a world class facility; delivering an unforgettable learning experience.

**With TNSS, when students enter to learn;
they leave with a lot of achievements.**

WHO WE ARE



OUR VISION

To become the service provider of choice for professional and corporate learning solutions; adding value to our clients.



OUR MISSION

We provide top-notch learning and business solutions to individuals and organizations delivered through experience, passion and innovation.



OUR INSTITUTION

*Finance
Professional Refinery.*



OUR EXPERIENCE

*Combined total of over 80
years' experience*

WHY TNSS

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EXAM FOCUS

Courses @ TNSS cover the key syllabus areas that are examined and explain how they will appear in the exam and how to tackle them.

STRUCTURED TIME TABLE

The timetable and course are flexible to cater for the tight commitment and activities of our students

PASS RATE

We have consistently beat the Global Pass Rate in over 75% of papers of our registered students from our initial examination diet session in September 2015.

TUTORS AVAILABILITY

TNSS employs a team of devoted and dedicated tutors able to answer any questions you may have, within 24 hours on working days..

PAPERS OFFERED

We are the only tuition center that prepare students for all 16 ACCA Papers and Diploma in International Financial Reporting (DipIFR)

CONSISTENCY OF APPROACH

Our approach to tutor training, material preparation and course presentation means that you will get a consistent "message" regardless of the mixture of course types chosen or center you attend.

INFRASTRUCTURE

Excellent Infrastructural facilities.

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1

Our Beginning

Started in 2002 as the first ever ACCA
tuition house in Nigeria
Originally called SWOT Associates
Founded Synergy Professional in 2006
Increased growth resulting in loss of focus
Ivy league exodus in 2013

2

Our Kick Off Point

Re-established as TNSS in August 2015
New focus of commitment and Passion
Creating World-class with local resource
because Nigerian students deserve the
best
Offered 4 weeks free tutoring & Question
Based Revision sessions
September 2015 diet partnering with
ACCA

3

Our Sustainability Track

ACCA Gold Approved Learning Partner by
2016
On course with achieving Platinum status as
ACCA Platinum Approved Learning Partner
by third year anniversary
Commencing Continuous Professional
Development (CPD)

3

Our Achievements

70% pass rate for all diet papers
Full fledged tutoring in September 2015
Approved ACCA Learning partner by
December 2015
Student Prize winners - 2nd Best Global,
Best in Africa
Lecturer base of over 40 persons across all
subjects

INVESTMENT SO FAR

From August 2015 to October 2018, TNSS has invested about N230 Million (almost £500,000) in the delivery of world class ACCA tuition and promotional activities as shown in the table below

Details	NGN	GPB
<i>Facility Use</i>	<i>45,000,000.00</i>	<i>100,000.00</i>
<i>Facilitators' Fees</i>	<i>40,500,000.00</i>	<i>93,114.75</i>
<i>Other Administration Fees</i>	<i>42,898,937.50</i>	<i>107,865.37</i>
<i>Events – Tertiary Institutions</i>	<i>1,400,000.00</i>	<i>3,278.69</i>
<i>Total Assets</i>	<i>31,059,440.00</i>	<i>69,047.34</i>
<i>Miscellaneous</i>	<i>14,000,000.00</i>	<i>32,786.89</i>

OUR PROGRAMMES

ACCA Tuition

TNSS offers weekday & weekend tuition programme, which are flexible and structured to enable our students, meet the demands of their work, study and other commitments.

Oxford Brookes

We provide Oxford Brookes project mentorship for our students who will like to take advantage of a BSc in Applied Accounting from Oxford Brookes University, This service is free of charge for ALL our students.

ACCA

University of London

We serve as a teaching and mentorship center for the university of London, students who are interested in having the MSc in Professional Accountancy will be tutored and supported at TNSS

CPD Trainings

We have introduced a new program for members of the association towards meeting their Continuous Professional Development requirements

OUR PARTNERSHIP



Corporate Partnerships

Price Waterhouse Coopers

Ernst & YoungKPMG

Deloitte

Lagos state Government

Ojike & Partners

Dafinone

Mazars & Co

Sanofi Aventis

Sage

Fate Foundation

Tertiary Institutions Partnerships

Babcock University

Elizade University

Covenant University

Caleb University

Foreign Institution Partnership

University of London

Chartered Quest Institute

South Africa



Marketing Plans

We plan to maximize this partnership by working closely with the ACCA Nigeria, our foremost goal is to have a good number of student enrolled and prepared to take up the qualification. It will enrich our brand reputation to have students tutored by TNSS at the next graduation ceremony, we will require the full support of ACCA in the following area;

Data driven mail	We will require ACCA support to help push out strategic email communications to all her students, affiliates members and employers with this we can enter into strategic partnerships
TNSS Alumni	We will launch the TNSS Alumni platform to enable us connect will all past students of the institution, and share newsletters with them on the benefit of the UoL qualification
Web Paid Campaigns	We will generate video to showcase TNSS, the content will be shared on our web page, and social media and other identified platforms, we will require the financial support of ACCA to promote this on strategic platforms such as goggle
Engagements activities	We also need funds to enable us organize seminars ,symposium, and events geared towards attracting students

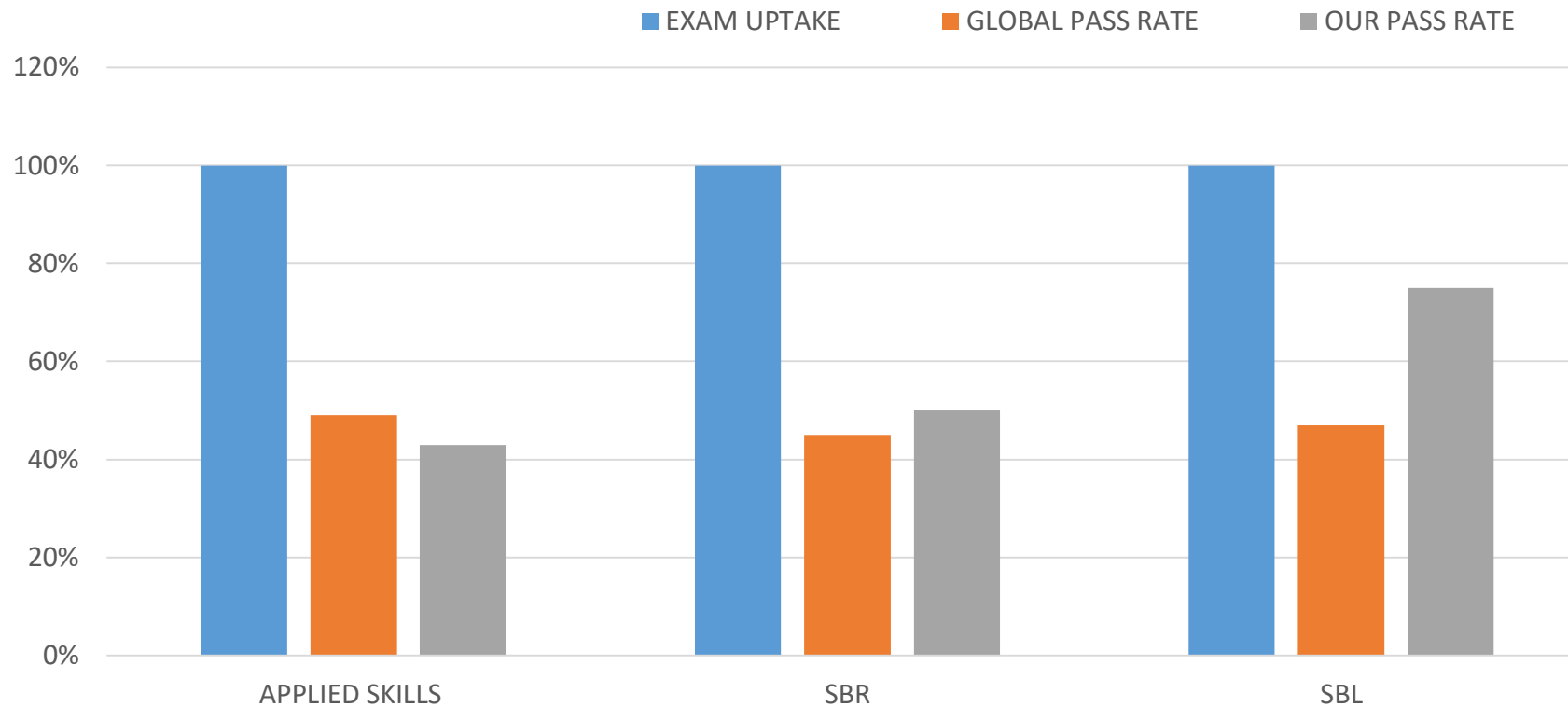
SKANS PARTNERSHIP



PARTNERSHIP WITH LAGOS STATE GOVERNMENT ON IPSAS QUALIFICATION



OUR SUCCESS CHART



OUR TESTIMONIAL



Onome Akpomudia



Busola Sogbolu



Roselyn Efemelu



Top ACCA Affiliate in Nigeria December 2017/2018

What worked for Nigerian Students

With the introduction of the SBL paper, we realigned our Faculty towards providing the right tutoring for the paper, with 6 dedicated lecturers. We also adopted a different teaching approach to help our students better prepare for the exam.

The tutoring style includes – Role plays, student presentation, Group assessment centre discussions and News review sessions towards understanding case study scenarios. As seen from the result below our this style of teaching worked.

Being a new exam we were quite impressed with our students overall performance.,

8 students entered for the SBR exams and 4 passed giving 50% pass rate against global 45%

4 students entered for the SBL exams and 3 passed giving 75% pass rate against global 47%

Learning from last Diet

In order for our teaching strategies to be truly be effective , we will need students to truly embrace it,

We will intensify our approach towards a more engaging tutoring style as we look forward to recording a 100% pass rate in December diet exam.

Our classes will start by focusing more on time management and how to answer case study questions.

We will adopt a blended learning approach to better prepare our students for December diet exam, with this we hope to record 100% pass rate.

Our experience & expectations

As a flow from the success experience last diet our expectation is that ACCA will assist us in marketing, which will invariable position us for visibility. We would appreciate the following support;

- **Newsletter/Emails/Messaging**
- **Print/Publications strategy**
- **Employers communication**
- **Blog/Ad campaign**



**Enrolment/Admission
support**



**Flexible learning
options**



**Student advise
center**

TNSS has been approved as the exclusive teaching institution for the MSc in professional Accountancy from University of London. We now have the responsibility of providing tuition support to ACCA students in Nigeria who are interested in earning this internationally recognized degree, by providing;

- **Face to face study**
- **Online study**
- **Blended learning**

FUTURE OPPURTUNITIES

Students

- Increase number of student ACCA across Nigeria
- Increase number collaborations and partnerships across Nigeria
- Increase examination pass rate for all papers

Members

- Signpost skilled ACCA members to cover the increasing human capital gaps across the global economy.
- Organize outdoor training for corporate organizations on new IFRS exposures and new developments in the industry
- Organize quarterly employability and professional networking seminars

Trainings

- To be one-stop-shop for capacity building
- Build an end-to-end School
- Facilitate Internship placement for students
- Organize training activities

FUTURE OPPURTUNITIES

Examiners

- Limited access to course examiner for an interactive sessions on best practices and guidance on examination requirements
- Difficulty in collaborating with ACCA material managers locally

Funding

- Limited number of computers in our CBE room to carry out CBT mock exams
- Lack of funds to pay for some partnership franchise which would facilitate expansion and brand reputation
- Limited resources to oraganise engagement activities geared towards students recruitment
- Shortage of funds to promote marketing activities

Expansion

- Low level of global support towards local collaborations with tertiary institutions
- Difficulty in collaborating with ACCA material managers locally

Facilitate entering into more agreements with tertiary institutions

Strengthen relationships with the Big Fours

Build more local and foreign collaborations/partnerships with tertiary institution, employers and government bodies

Use data driven marketing to promote recruitment and UoL qualification with support from ACCA

Engage with admission agencies to signpost students interested in foreign qualifications

CBE CENTRE COSTING

We are looking at creating a 100 seater CBE Center at an estimated cost of N43million – GBP 106,000

Details	CBE Cost Current - NGN	CBE Cost Current - GBP	CBE Cost Future - NGN	CBE Cost Future - GBP
Furniture	175,000	438	7,000,000	17,500
Network Systems	244,500	611	5,000,000	12,500
Desktop Systems	275,000	688	20,000,000	50,000
Server	520,000	1,300	10,000,000	25,000
CBE Center Fees	600,000	1,500	600,000	1,500

CBE CENTRE COSTING

Current CBE Center



Proposed CBE Center





Thank

YOU
Question and Answers