

SIGVORA Maritime

Training Center Partner Overview - from course provider to connected maritime education partner

THE ROLE IN SIGVORA

A Training Center is not only a place where a course is completed. Within SIGVORA, it is intended to become a trusted source for training credentials, a recurring point of contact throughout the crew member's career, and a connected partner to crew, agencies, captains, vessels and yacht management.

Why this matters

Today, the commercial relationship often ends when a student finishes a course and receives a certificate. The next refresher or additional qualification may be booked somewhere else years later. SIGVORA is designed to keep the Training Center connected to the professional lifecycle of the crew member - from training and verification to employment, renewal and career development.

1. Train

Crew attends a course or refresher with the Training Center.

2. Issue / Verify

The Center confirms the training outcome and links the relevant evidence or verified status.

3. Crew Profile

The credential becomes part of the crew member's structured professional record.

4. Employment

Authorised agencies, captains or management can rely on the verified status for their workflow.

5. Renew

Expiry and career progression create a clear route back to the Training Center.

The Training Center Dashboard

The planned Training Center view should make the Center's role operational and measurable, rather than adding another administrative inbox. It can bring the most important training, verification and renewal activity into one structured environment.

Students & crew profiles View connected students and the professional profiles relevant to the Training Center relationship.	Courses & availability Manage course dates, course types, available places and planned training activity.	Attendance & results Record attendance, examination outcomes and the status of completed training.
Certificate linkage Link issued training evidence or a verified credential status to the crew member's SIGVORA record, where appropriate.	Verification requests Handle requests relating to certificates or training records within the Center's scope and responsibility.	Expiry & renewals See upcoming expiries and identify crew members who may require refresher or renewal training.
Training recommendations Surface suitable next courses based on existing qualifications, career progression or vessel requirements.	Vessel & agency demand Receive relevant training needs originating from authorised crew, agencies, captains or management workflows.	Learning content Provide preparation material, course information or digital learning content as the product develops.

The trust function

SIGVORA separates the crew member who supplies information from the trusted party that verifies it. A Training Center can therefore become the authoritative partner for the training credentials within its own scope. The crew member cannot simply give a self-uploaded certificate a verified status; the verification remains linked to the appropriate training provider and the credential history.

THE OPERATING IDEA

Train once, connect the credential to the professional record, keep the relationship visible through employment and expiry, and create a structured route back to the Training Center when the next training need arises.

The operational objective: stronger continuing training relationships

The objective is to keep Training Centers connected to crew throughout the professional lifecycle. Verified records, upcoming expiries and role requirements make renewal, refresher and next-course needs visible at the right time. The value is continuity, clearer demand and a stronger education relationship.

1. Renewal continuity qualifications expire and create a direct route back to the appropriate refresher or renewal course.	2. Next-course conversion Recommend relevant additional training based on existing credentials, career progression and future role requirements.	3. New crew referrals Connect suitable crew from the wider SIGVORA ecosystem to Training Centers when a required credential is missing or needs renewal.
4. Vessel & corporate training Turn yacht-level training requirements into group bookings, recurring vessel relationships and structured training programmes.	5. Course capacity Use known training demand to help fill available course places that would otherwise remain unused.	6. Active alumni base Keep past students connected through their continuing professional record instead of losing the relationship after course completion.

From individual course booking to recurring relationship

Traditional model Student books course -> completes training -> receives certificate -> relationship often goes quiet. Future renewals and additional qualifications depend heavily on the student remembering the Center and returning independently.	SIGVORA-connected model Training -> verified record -> employment -> expiry / new requirement -> recommended course -> Training Center. The Training Center remains connected to the crew member's professional lifecycle and can become visible again exactly when training demand arises.
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What should be measurable in the dashboard

Bookings from SIGVORA Number of course bookings originating from SIGVORA-connected workflows.	Training engagement Renewals, referrals, course recommendations and vessel training activity.	Renewal conversion How many expiring credentials convert into an actual refresher or renewal booking.
New vs returning crew Visibility into new customers, returning alumni and repeat training relationships.	Courses per crew member Whether the platform helps increase the average number of relevant courses per professional lifecycle.	Vessel / group bookings Training activity generated through captains, vessels, agencies and management companies.

THE PARTNERSHIP VISION

SIGVORA should not be presented to a Training Center as another certificate database. The objective is to create a digital training and verification channel that helps the Center retain students, recover renewals, receive relevant new demand and remain connected to the crew member throughout their maritime career.

Where the platform stands today

The SIGVORA core prototype already supports structured records, separate user roles, evidence upload, independent verification workflows and protected time-limited access. The dedicated Maritime credential structure and broader partner interfaces are still being developed. The Training Center dashboard, automated renewal logic, course recommendations, demand routing and performance analytics described here represent the intended partner-product direction and should be validated with selected Training Centers before broader rollout.