# Form 51-102F1 Management's Discussion & Analysis (MD & A)

### **Forward-Looking Information**

This MD&A contains "forward-looking information" that is based on management's expectations, estimates and projections as of the date of this MD&A. Forward looking information in this MD&A can frequently be identified as incorporating such words as "plans", "becomes", "expects", "estimates", "forecasts", "intends", "anticipates", "believes", "may", "could", "would", "might" or "will". This forward looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the company to be materially different from any future results, performance or achievements expressed or implied by the forward looking information in this MD&A. Actual results may vary materially from the forward looking information contained in this MD&A. The forward-looking information contained in this MD&A is based on the information available as of the date of this MD&A and we have no intention of updating them except as required by applicable securities law. Numerous events and circumstances could occur subsequent to the date of this MD&A that could cause the actual results, performance or achievements that may be expressed or implied by the forward-looking information.

Forward-looking statements are included in sections 1.2, 1.4, 1.5, 1.6, 1.7, and 1.11. Examples of such forward looking information included in this MD&A include, but are not limited to, trends in the marketplace favoring both Quizam's products; the demand for Corporate Computer training being fueled by the increased reliance on computers in the workplace; growing use of the internet helping to improve the awareness and consequent demand for the Quizam product; demand for Quizam's products increasing; the large global increase in the use of cell phones and internet, together with an increased appreciation for education and training giving the company excellent strategic positioning; all future global License sales will be in Canadian dollars; there can be no assurance that the company will be able to obtain adequate financing in the future or that the terms of such financing will be favorable; the company will continue to improve its cash positions by focusing on increasing sales, improving profitability and equity financings; broadening of On-TrackTV; increasing our On-TrackTV sales team; significant parental/family demand for study tools; inventory increasing in value; anticipating receiving deferred purchases; management anticipates more Country Licenses coming on board and increased website visits in the coming quarters.

All of the above forward looking statements are subject to significant risks and uncertainties. Certain material risk factors, that could cause actual results to differ materially from the forward-looking information contained in this MD&A include, but is not limited to, changes in the actions of competitors; fluctuations of exchange rates; the trading level of the company's stock; the continued availability of financing on appropriate terms for future projects; the continued increase of commercial run rates; a decline in market liquidity, and the volatility of global markets. Events and circumstances that occurred during the year ended May 31, 2011, which are reasonably likely to cause actual results to differ materially are the volatility of the global economy and increased competition which could prevent the company from improving its cash position, improving

profitability, increasing Country Licenses or completing necessary financings; decreased usage of the internet, cell phones, and PDA's which could decrease demand for Academic Quizzing software and Quizam's products; the inability to hire appropriate staff and the results of product development activities could prevent further revisions to the software and the development of new products.

The current economy increases the uncertainty of forward looking statements and information included in the MD&A.

### 1.1 Date of Information

September 28, 2011

#### **1.2** Overall Performance

We are pleased with development of On-TrackTV as it has received a great deal of attention in Canada, the United Kingdom and Bahrain and are gaining traction in Australia. On-TrackTV distributes on-line information technology learning over the internet. The business model is based on self-service through a website with residual subscriptions. People are going to the On-TrackTV site and using the training.

We have added a new Learning Management System (LMS) to the On-Track-TV software which is getting more attention from larger corporations. The LMS allows administrators to group users on their team, group assignments to make custom curriculum and to assign custom curriculum to various user groups. In addition we have added our Quizam Engine to the On-TrackTV software so online vignettes now come with their dedicated quizzes. All of the aforementioned new features come with full reporting that allows managers and administrators to monitor their team's usage and progress.

Though the Canadian economy is strong much of the current global economy is unstable and uncertain. Many other countries such as Greece, France, the United States of America, Bahrain and the United Kingdom are less stable. The company competes in the global marketplace and the instability of the global economy creates a more challenging environment for the company. In addition the strong Canadian dollar makes our product more expensive globally.

It appears that trends in the marketplace are favoring Quizam's On-TrackTV product. The demand for corporate computer training is being fueled by the increased reliance on computers in the workplace coupled with the continued releases of new products from software producers like MicroSoft.

Our page hits world wide is as follows: March, April and May 2010 we had over 59,000, 29,000 and 25,000 page hits respectively. In June, July and August 2010 we had 19,000, 18,000 and 19,000 page hits respectively. In September, October and November 2010 we had 13,000, 12,000 and 17,000 page hits respectively. In December 2010, January 2011 and February 2011 the aggregate page hits increased significantly to 29,000, 38,000, 40,000

respectively. In June, July and August 2011 we had 20,000, 33,000 and 32,000 page hits respectively. In addition we are getting great reviews from users.

We are currently transitioning from face to face training to online training. Our online division is growing faster than the face to face training division and the ontracktv.com website is growing much faster than the On-Track face to face training website.

Quizam signed an exclusive agreement for the sale and distribution of ontrackTV.com into the UK market under the name ontrackTV.co.uk. The ontrackTV.co.uk library of online learning videos is sold via annual subscriptions to those seeking to learn about common software packages. With educational videos, users can learn how to use programs like Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Adobe InDesign, Adobe Dreamweaver and many others. Our UK partner is continuing to forge new clients for us in the UK market. We have also been focused on website development for Australian and South African partners.

In March 2010 we established a new partner in the Middle East. We are looking forward to some success with this new territory as well. We will soon start to deliver an Arabic version of our training.

Until now On-TrackTV has focused on information technology computer training, however, due to client demands and custom training requests we are now expanding the curriculum to include soft skill training for corporations. We have added new soft skill courses such as Conflict Resolution in the Workplace, Brain Storming and Increasing Workplace Assertiveness. We have also added 500 new on-line courses in trades including apprentice programs for plumbing, electrical, pipe fitting and carpentry.

In addition to the training services described above, our global strategy with On-TrackTV has been to place our tags on partner's websites, however, revenue from this source has been minimal so far.

The company has two teams familiar with both markets working in Canada and the United Kingdom. Increased demand for On-TrackTV has resulted in reassigning some of the Quizam Software team and as a result, Quizam Software development and sales efforts have become secondary to On-TrackTV. However, we are still working to develop a free shared online Quizam community.

We are also adding administrative components to On-TrackTV which will broaden our corporate appeal. We are looking at broadening On-TrackTV to include other broadcasts such as CEO messages, compliance issues, and other customized corporate communication requirements for clients. We plan to increase our On-TrackTV corporate sales team and to sell the product to Fortune 500 companies.

Management feels that the growing use of the internet will help to improve the awareness and consequently demand for the Quizam product.

Management sees the demand for Quizam's products increasing. The global increased use of cell phones and internet, together with an increased appreciation for education and training will give the company excellent strategic positioning. We are currently developing products for handheld devices such as iPhones and Blackberries.

The company is continuing to add quizzes to its internet library. Many of the topics are classic and timeless. As this library continues to grow it becomes a valuable asset to the company. The company is exploring ways of accelerating the growth of this library either through corporate purchases of content or perhaps a "community" sharing model where quizzes can be added by global users. In either case management sees this inventory increasing in value as time goes on.

During the year ended May 31, 2011, the company's working capital position decreased and its cash position increased. For the year ended May 31, 2011, the company also decreased its net loss as compared to the year ended May 31, 2010.

#### 1.3 Selected Annual Information

	Year-Ended	Year-Ended	Year-Ended
	May 31,	May 31,	May 31,
	2011	2010	2009
	\$	\$	\$
a) Net Sales	574,806	595,141	519,626
b) Net Income (Loss) before			
other items	(1,072,919)	(1,225,135)	(1,232,623)
c) Net Income (Loss)	(1,070,230)	(1,221,417)	(1,239,515)
d) Total Assets	284,914	126,791	255,584
e) Long-Term Liability	0	0	0
f) Cash Dividends	0	0	0

Canadian G.A.A.P. has been employed in all accounting transactions.

Revenue decreased in 2011 from 2010 as a result of focusing on the Ontrack-TV market where the sales cycle is long and the small sales are less revenue. This focus on the more profitable side of the business reduces our focus on face to face training which is higher volume but lower margin.

Net loss before other items and net loss decreased in 2011 mainly because of a decrease in stock-based compensation. Total assets increased as a result of an increase in cash at May 31, 2011 over May 31, 2010.

Revenue increased in 2010 from 2009 as a result of an increase in providing in-class training as a result of the economic recovery. Net loss before other items and net loss were substantially the same in 2010 as in 2009. Net assets decreased in 2010 from 2009 as the Company had less cash at May 31, 2011 than at May 31, 2010.

### 1.4 Results of Operations

Revenue for the year ended May 31, 2011 decreased to \$574,806 from \$595,141 during the year ended May 31, 2010. Revenue decreased as a result of focusing on the On-Track-TV market where the sales cycle is long and the small sales are less revenue. This focus on the more profitable side of the business reduces our focus on face to face training which is higher volume but far less margin. Net loss before other items decreased to \$1,072,919 (2010 - \$1,225,135) during the year ended May 31, 2011. Operating expenses decreased during 2011 mainly as a result of a decrease in stock based compensation offset by an increase in On-Track development costs. This also resulted in a decrease in net loss of \$151,187.

Revenue for the year ended May 31, 2010 increased to \$595,141 from \$519,626. Revenue increased due to an increase in providing in-class training as a result of the economic recovery. Net loss before other items decreased to \$1,225,135 (2009 - \$1,232,623) during the year ended May 31, 2010. Operating expenses during the year ended May 31, 2010, were comparable to the prior year. The minimal decrease in operating expenses is mainly due to a general streamlining of operations. This also resulted in a decrease in net loss of \$18,098 from \$1,239,515 during the year ended May 31, 2010.

The significant changes were as follows:

- Office and Miscellaneous expenses increased to \$78,637 for the year ended May 31, 2011 (2010 \$54,501). The increase in office expenses was as a result of increased manual costs, part time labour costs and hiring and recruiting costs.
- On-TrackTV costs increased to \$354,599 for the year ended May 31, 2011 (2010 \$287,632). The increase in On-TrackTV costs is as a result of additional use of softskill talent, and hiring and recruitment costs for IT experts. These increased costs are as a result of the revamp and development of the On-TrackTV website the expansion of curriculum on the website and updates to our Learning Management System.
- Subcontractor costs decreased to \$3,950 during the year ended May 31, 2011 (2010 \$33,399) due to decrease use of sub-contractors. We introduced new programs requiring outside sub-contractors. We only hire sub-contractors when the revenue is profitable and guaranteed. The cost of the sub-contractor is always built into the price of the job.
- Interest on related party debt increased to \$36,551 during the year ended May 31, 2011 (2010 -\$7,092) as a result of increased amounts owing to a significant shareholder. Amounts owing to the shareholder increased due to additional loans advanced by a related party.
- Investor and finance development decreased to \$49,100 during the year ended May 31, 2011 (2010 -\$76,217). This is as a result of a decrease in the use of investor and finance services.
- Travel and business development decreased to \$126,848 during the year ended May 31, 2011 (2010 \$147,312) as less travel was done during 2011.
- Wages and benefits expenses increased to \$293,493 during the year ended May 31, 2011 (2010 \$271,937) as a result of increased developers expanding On-TrackTV and increased classroom instructors.

• Stock-based compensation decreased to \$39,374 during the year ended May 31, 2011 (2010 -\$256,667) as a result of granting fewer stock options during year ended May 31, 2011 than the year ended May 31, 2010.

The company's cash position has increased during the year ended May 31, 2011, as a result of private placements and advances from a related party during the period. The amount of accounts receivable has increased from May 31, 2010 to May 31, 2011. Our training division continues to improve its performance and management feels we are gaining more market share every quarter. We are blending our On-TrackTV with our face to face offerings to attract more large clients.

### 1.5 Summary of Quarterly Results

The effect of applying the treasury stock method to the company's loss per share calculation is antidilutive. Therefore basic and diluted losses per share are equal for the periods presented. For the quarters ended:

Description	May 31, 2011	February 28, 2011	November 30, 2010	August 31, 2010	May 31, 2010	February 28, 2010	November 30, 2009	August 31, 2009
Net Sales	155,064	136,958	144,756	138,028	120,982	209,163	161,871	103,125
Income or (loss) before other items	(276,012)	(250,889)	(259,722)	(286,296)	(376,535)	(329,520)	(299,659)	(219,421)
Net Income or (loss) for the period	(275,334)	(250,379)	(258,911)	(285,606)	(375,606)	(327,413)	(299,534)	(218,864)
Net income (Loss) before other items per share basic and diluted	(0.01)	(0.01)	(0.01)	(0.01)	(0.02)	(0.02)	(0.01)	(0.01)
Income (Loss) per share basic and diluted	(0.01)	(0.01)	(0.01)	(0.01)	(0.02)	(0.02)	(0.01)	(0.01)

Changes in revenue over the quarters ended August 31, 2009, November 30, 2009 and February 28, 2010 can be attributed to the Quizam Territory Licenses. No global licenses were sold during the three months ended August 31, 2009. During the three months ended November 30, 2009 and February 28, 2010, On-Track TV UK began selling licenses, resulting in an increase in revenues during those periods.

However, the increase in revenues beginning during the three months ended August 31, 2009, and February 28, 2010 was due to an improving economy. Revenue continued to increase during the fiscal quarters ended February 28, 2010 as a result of the improving economy, restored radio advertising, On-TrackTV sales and spin off classroom training from On-TrackTV sales.

Revenue decreased during the fourth quarter ended May 31, 2010 as a result of disruptions caused by the Olympics during the last part of the third quarter and the beginning of the fourth quarter. Loss before other items and net loss during the quarter ended May 31, 2010 was comparable to the last quarter ended 2009. The increase in net loss before other items was attributable to an increase in On-TrackTV production costs, increased, wages and travel expense.

Revenues increased during the quarter ended August 31, 2010 as a result of customers re sponding favourably to the On-Track family of products and services. Cross marketing of On-TrackTV and On-Track computer live training is helping boost sales on both fronts. In addition, the company has started to do webcasts using GOTOMEETING. This allows our instructors to broadcast a lecture worldwide over the web to 1000's of participants concurrently. The new services have also increased revenues. The increase in revenues also decreased our net loss. Net loss and net loss before other items also decreased as a result of achieving better economies of scale as a result of increased revenue and a decrease in stock based compensation.

Revenues increased during the three months ended November 30, 2010, from the prior quarter as a result of a cross marketing effect between On-Track training and On-TrackTV as clients have opted for a blended solution. Net loss and net loss before other items also decreased as a result of increased operating efficiency, increased revenue and a decrease in stock based compensation. Also, gross margin is higher on On-TrackTV online training as opposed to classroom training and there has been a shift in focus to On-TrackTV online which has helped decrease net loss.

Revenues decreased during the three months ended February 28, 2011 mostly due to one of our larger clients deferring their purchase. Last year for the same quarter they did over \$70,000 in training and originally had planned to do the same this year however technical challenges with their proprietary system has delayed that purchase.

Revenue increased during the three month ended May 31, 2011, as there has been an increase in Ontrack-TV and face to face business as well as increased room rentals. Net loss increased during the fourth quarter over the third quarter as a result of an increase in stock-based compensation during the fourth quarter related to the grant of options.

### 1.6 Liquidity and Capital Resources

The company's liquidity has decreased from May 31, 2011 to May 31, 2010.

	May 31, 2011	May 31, 2010
Cash and cash equivalents	181,585	46,010
Amounts receivable & prepaid expenses	70,786	50,512
Accounts payable and accrued liabilities	63,473	127,079
Due to a related party	309,677	45,602

As at May 31, 2010, the company had cash of \$181,585 and a working capital deficiency of \$119,739, compared to cash of \$46,010 and a working capital deficiency of \$68,128 at May 31, 2010. The company's increase in cash is attributable to selling shares for \$982,909 and receiving loans from a related party of \$264,075 during the year ended May 31, 2011.

In March 2011, the Company completed a non-brokered private placement consisting of 5,750,000 units at \$0.06 per unit for proceeds of \$345,000. Each unit consists of one common share and one share purchase warrant exercisable at a price of \$0.15 for the first six months and \$0.30 for the second six-month period expiring on March 18, 2012. In connection with the private placement, the Company issued 302,500 common shares as finders' fees with a fair value of \$18,150.

In June 2010, the company completed a non-brokered private placement consisting of 7,777,777 units at \$0.09 per unit for proceeds of \$700,000. Each unit consists of one common share and one share purchase warrant exercisable at a price of \$0.20 for the first six months and \$0.40 for the second six month period expiring on June 23, 2011. In connection with the private placement, the company recorded 344,722 shares issued as finders' fees with a fair value of \$31,025 as share issuance costs. The company had received \$40,000 in share subscriptions as at May 31, 2010.

During the 2011 fiscal year there were no warrants exercised. During the year ended May 31, 2010, 581,500 warrants were exercised at \$0.30 per share for proceeds of \$174,450 and 45,455 warrants were exercised at \$0.25 per share for proceeds of \$11,364.

During the 2011 fiscal year there were no options exercised. During the year ended May 31, 2010, 210,000 options were exercised at \$0.20 per share, 140,000 options were exercised at \$0.15 per share and 85,000 options were exercised at \$0.25 per share for proceeds of \$84,250 in total.

During the year ended May 31, 2011 the Company used \$1,097,336 of cash for operating activities compared to \$906,764 in the comparative period. The company has financed its operations for the last two years mainly through the issuance of share capital and advances from related parties. The company has raised \$982,909 and \$839,907 net of share issuance costs, through the issuance and subscription of share capital and exercise of stock options and warrants during the years ended May 31, 2011 and 2010. The Company also received advances from related parties of \$264,075 during the year ended May 31, 2011 and repaid \$72,368 to related parties during the year ended May 31, 2010.

The company has incurred losses as it continues to develop its software products. The company continues to be dependent on its cash reserves and future financings.

There can be no assurance that the company will be able to obtain adequate financing in the future or that the terms of such financing will be favorable. If adequate financing is not available when required, the company may be required to delay or scale back its software development and marketing. Any equity offerings will result in dilution to the ownership interests of the company's shareholders and may result in dilution to the value of such interests.

Currently the company has insufficient funds to meet its requirements for the coming year. It will continue to improve its cash positions by focusing on increasing sales, improving profitability and equity financings.

### 1.7 Capital Resources

The company's only capital commitments are two office leases through October 2013. The minimum lease payments over the remaining leases are \$123,344 for fiscal 2012, \$126,112 for 2013, and \$53,370 for 2014.

#### 1.9 Transactions with Related Parties

The following are related party transactions incurred in the normal course of operations:

The Company owes \$309,677 (May 31, 2010 - \$45,602) to a significant shareholder, who is also a director and officer. The loan is secured by the assets of the Company, bears interest at 12% per annum and is due upon demand.

Related party transactions not otherwise disclosed elsewhere in these financial statements were:

- (a) Management, administration, accounting and software development are provided by a company owned by a significant shareholder. An amount of \$548,040 (2010 \$464,381) was paid for these services during the years ending May 31, 2011.
- (b) Marketing and publicity fees totaling \$18,259 (2010 \$15,714) were paid to a company owned by a relative of one of the directors.
- (c) Marketing and publicity fees totaling \$73,365 (2010 \$76,931) were paid to relatives of one of the directors.
- (d) A significant shareholder was paid \$36,551 (2010 \$7,092) in interest on loans to the Company. These fees were recorded at their exchange amount, which is the amount agreed upon by the transacting parties on terms and conditions similar to non-related entities.

# 1.10Fourth Quarter

The 4th Quarter revenue was \$155,064. This is stronger than the preceding 4th Quarter due to an increase in Ontrack-TV, more room rentals and more blended solutions. Ontrack-TV is starting to get some traction.

# 1.11 Proposed Transactions

The company plans to continue to focus on growth and profitability. The main strategies in the process include:

- a) Maintain control over expenses with a disciplined focus on overall profitability.
- b) Continue to develop On-TrackTV markets in the UK, North America, Bahrain (Middle East) and Malaysia and Australia.
- c) Expand the On-TrackTV offering to include learning vignettes other than IT, particularly soft skills and trade skills.
- d) Add quizzing component to On-TrackTV where users are quizzed after viewing content.
- e) Continue to modify and upgrade the look and feel of the On-TrackTV website.
- f) Offering Web Development Services under the name onTrack Web Development. This enables us to leverage our in house team and increase revenue.
- g) Launch Ipod/Blackberry/Android compatibility for the On-TrackTV website.
- h) Continue to enhance the LMS (learning management system) of the On-TrackTV website.
- i) Focus on selling On-Track-TV to larger companies with 500+ employees.

### 1.12Critical Accounting Estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions which affect the reported amounts of assets and liabilities at the date of the financial statements and revenues and expenses for the period reported. Actual results could differ from those estimates. Significant areas requiring the use of management estimates relate to revenue recognition, the valuation allowance for future income tax assets and stock-based compensation.

### 1.13Changes in Accounting Policies

The Company did not have any changes in its accounting policies during the May 31, 2011 year-end.

Future Accounting Changes:

Recent accounting pronouncements that have been announced but are not yet effective are as follows:

In January 2009, the CICA issued Section 1582, Business Combinations, which replaces former guidance on business combinations. Section 1582 establishes principles and requirements of the acquisition method for business combination and related disclosures. The Section applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after January 2011 with earlier adoption permitted. The Company does not expect a significant impact from this standard on its financial statements.

In January 2009, the CICA issued Section 1601, Consolidated Financial Statements, and 1602, Non-controlling Interests, which replaces existing guidance on accounting for a non-

controlling interest in a subsidiary in consolidated financial statements subsequent to a business combination. These standards are effective on or after the beginning of the first annual reporting period on or after January 2011 with earlier adoption permitted. The Company does not expect a significant impact from this standard on its financial statements.

In August 2009, the CICA issued Section 3251 Equity in response to issuing Section 1602 Non-controlling Interests. The amendments require non-controlling interests to be recognized as a separate component of equity. The amendments apply only to entities that have adopted Section 1602. The Company does not expect a significant impact from this standard on its financial statements.

In August 2009, the CICA issued Section 1625 Comprehensive Revaluation of Assets and Liabilities for consistency with new Section 1582 Business Combinations. The amendments apply prospectively to comprehensive revaluations of assets and liabilities occurring in fiscal years beginning on or after January 1, 2011. The Company does not expect a significant impact from this standard on its financial statements.

In January 2006, the CICA Accounting Standards Board ("AcSB") adopted a strategic plan for the direction of accounting standards in Canada. As part of that plan, accounting standards in Canada for public companies will converge with International Financial Reporting Standards ("IFRS"). On February 13, 2008, the AcSB confirmed that the standards will become effective for all publicly accountable enterprises in interim and annual financial statements for fiscal years beginning on or after January 1, 2011. The transition date for the Company will be June 1, 2011 and will require restatement for comparative purposes interim and annual amounts reported by the Company for the year ended May 31, 2011. The Company will adopt IFRS commencing with the fiscal quarter ending August 31, 2011.

The Company is going to retain external advisors to assist in the development and execution of a changeover plan to complete the transition to IFRS and assist with the preparation of our first IFRS financial statements for the quarter ending August 31, 2011.

The transition from Canadian GAAP will involve the following:

- Assessment on the differences between IFRS and Canadian GAAP that are applicable to the company.
- Selection of accounting policy choices available under IFRS 1.
- Selection of other individual IFRS standards applicable to the Company.
- Identification of financial statements' key elements that may be affected by the changeover to IFRS.
- Presentation of opening balance sheet and reconciliation.
- Presentation of comparative period financial statement periods under IFRS.
- Draft financial statements & note disclosures under an IFRS format.

While the Company has begun assessing the adoption of IFRS for fiscal 2012, the financial reporting impact of the transition to IFRS has not yet been fully assessed.

#### 1.14Financial Instruments

The Company's financial instruments consist of cash and cash equivalents, accounts receivable, loans receivable, accounts payable and amounts due to related parties. The fair value of these financial instruments approximates their carrying values unless otherwise noted.

The Company classifies its cash and cash equivalents as "held for trading," its accounts receivable and loans receivable as "loans and receivables" and accounts payable and amounts due to related parties as "other financial liabilities."

#### Fair Value

The estimated fair value of cash, accounts receivable and loans receivable, accounts payable and amounts due to related parties approximate their respective carrying values due to the short periods to maturity. For fair value estimates, the Company classifies its fair value measurements within a fair value hierarchy, which reflects the significance of the inputs used in making the measurements as defined in CICA Handbook section 3862 *Financial Instruments –Disclosures*:

Level 1 – Unadjusted quoted prices in active markets that are accessible at the measurement date for identical unrestricted assets or liabilities.

Level 2 – Inputs that are observable, either directly or indirectly, but do not qualify as Level 1 inputs (i.e. quoted prices for similar assets or liabilities).

Level 3 – Prices or valuation techniques that are not based on observable market data and require inputs that are both significant to the fair value measurement and unobservable.

#### Credit Risk

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and accounts receivable. To minimize its credit risk, the Company maintains substantially all of its cash with high quality financial institutions. Deposits held with these institutions may exceed the amount of insurance provided on such deposits. Credit risk from accounts receivable encompasses the default risk of its customers. The Company manages its exposure to credit risk by only working with reputable companies and by performing ongoing credit evaluations of its customers' financial condition and requires letters of credit or other guarantees whenever deemed appropriate. The maximum exposure to loss arising from accounts receivable is equal to their carrying amounts. Two of the Company's customer accounts (2010 - three) comprise 45% (2010 - 71%) of accounts receivable.

#### Currency Risk

As the Company operates on an international basis, currency risk exposures arise from transactions and balances denominated in foreign currencies. The Company's foreign exchange risk arises primarily with respect to the United States dollar and Great Britain pound. Financial instruments that subject the Company to foreign currency exchange risk include cash and accounts receivable. Approximately 100% of the Company's revenues are denominated in Canadian Dollars (2010 - 100%) while substantially all of the Company's expenses are denominated in Canadian dollars. At May 31, 2011, a fluctuation of 10% in the

currency exchange rate could result in a fluctuation of approximately \$1,219 on our consolidated results of operations, based on US\$ and UK£ account balances. The Company does not engage in any hedging activity. The results arise primarily as a result of the Company having US\$ and UK£ denominated bank account balances.

The Company has completed a sensitivity analysis to estimate the impact on net loss for the period which a change in foreign exchange rates during the year ended May 31, 2011 would have had. This sensitivity analysis includes the following assumption that changes in individual foreign exchange rates do not cause foreign exchange rates in other countries to alter.

The financial position of the Company may vary at the time that a change in the factor above occurs, causing the impact on the Company's results to differ from that shown above.

#### Liquidity Risk

The Company's approach to managing liquidity risk is to provide reasonable assurance that it has sufficient capital to meet short-term financial obligations after taking into account its cash on hand. The Company ensures its holding of cash is sufficient to meet its short-term general and administrative expenditures. All of the Company's financial liabilities have contractual maturities of 30 days or are due on demand and are subject to normal trade terms. The Company does not have investments in any asset backed deposits. The Company will require additional equity financing to meet its administrative overhead costs and software development expenditures in fiscal 2012.

#### Market Risk

Market risk is the risk that the fair value of, or future cash flows from, the Company's financial instruments will significantly fluctuate due to changes in market prices. The value of financial instruments can be affected by changes in interest rates, foreign exchange rates, and equity prices. The Company's ability to raise capital to fund operations is subject to risks associated with fluctuations in equity prices. Management closely monitors individual equity movements and the stock market to determine the appropriate course of action to be taken by the Company.

#### **Interest Rate Risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. As the Company's cash is currently held in an interest bearing bank account, management considers the interest rate risk to be minimal.

#### 1.15Additional Information

Additional information about the company is available on SEDAR (Website: www.sedar.com)

# **Outstanding Share Data**

The following table summarizes the outstanding share capital as of the date of the MD&A:

of shares	Number		
	Issued or issuable		
Common shares 39,418,709			
Stock options available 965,000			
Warrants 5.750.000			

# **Subsequent Events**

The following events occurred subsequent to May 31, 2011:

- (a) On August 15, 2011, the Company's Australian online training division, ontrackTV.com.au has signed a contract with Avalanche Technology Group. Under the terms of the agreement, the parties will share revenue from online subscribers while offering their customers and resellers a discounted learning service.
- (b) On June 23, 2011, 7,777,777 warrants exercisable at \$0.40 per share expired unexercised.