

# HMS solves learning challenges, saves money with OpenSesame

## Introduction

This case study of HMS is based on a March 2017 survey of OpenSesame customers by TechValidate, a 3rd-party research service.

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select OpenSesame:

- Faced the following challenges when looking for training for the company:
  - Training a mix of managers and employees
  - Providing engaging learning formats (short length, long length, quizzes, scenarios, etc.)
  - Offering a mix of courses to meet different levels of courses (beginner, intermediate, advanced)
- Was purchasing courses from 6-10 content providers or publishers before they subscribed to OpenSesame.

## Use Case

The key features and functionalities of OpenSesame that the surveyed company uses:

- Integrated their OpenSesame courses with the following learning management system (LMS):
  - SilkRoad

## Results

The surveyed company achieved the following results with OpenSesame:

- **Saved over \$25,000 after using OpenSesame.**
- The following challenges improved after purchasing OpenSesame:
  - Provide engaging learning formats (short length, long length, quizzes, scenarios, etc.)
  - Offer a mix of courses to meet different levels of courses (beginner, intermediate, advanced)
- Saw the following improvements after using OpenSesame:
  - Increased utilization rates
  - Reduced training costs
  - Higher employee engagement scores.
- Experienced the following benefits after using an OpenSesame integration with their LMS:
  - Saved time and resources finding and syncing courses
  - Improved their ability to administrator and deploy e-learning
- Was spending the following amount on activities per month before they purchased OpenSesame:
  - Finding new courses: 9-24 hours per month
  - Evaluating existing courses: 9-24 hours per month
  - Purchasing courses: 5-8 hours per month
  - Finding courses for learners: 9-24 hours per month
- Saved time on the following activities per month after they purchased OpenSesame:
  - Finding new courses: 26-50%
  - Evaluating existing courses: < 10%
  - Purchasing courses: 26-50%
  - Finding courses: 26-50%

### Company Profile

Company:  
**HMS**

Company Size:  
**Medium Enterprise**

Industry:  
**Health Care**

### About OpenSesame

Leading organizations depend on OpenSesame to train millions of employees. An entirely new and better way—easier, more economical, with less risk—to access the best on-demand training. With thousands of business, safety, technology, and compliance courses, OpenSesame helps train organizations of any size.

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