OPENSESAME CASE STUDY

Global 500 pharmaceuticals company saves time, money with OpenSesame

Introduction

This case study of a Global 500 pharmaceuticals company is based on a November 2016 survey of OpenSesame customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

> "OpenSesame saves me time finding and administering courses for my learners."
>
> "OpenSesame saves my company money in delivering and administering training courses for our learners."
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> "The shift to OpenSesame has helped us financially. The OpenSesame Plus bundle is a lower cost for us than the licensed content we were purchasing from a different course supplier."

Challenges

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

- Major organizational learning and development challenges:
  - Meeting the needs of a diverse workforce (multi-generational, multi-lingual)
  - Offering mobile, on the go training
  - Building a learning culture at their company
  - Managing the consistency of training across multiple locations
  - Demonstrating the ROI of training to leadership
  - Building future leaders
  - Serving the needs of different job functions (sales, marketing, leadership)

Use Case

Learning and development profile:

- Uses the following learning management system (LMS):
  - SAP Success Factors
- Main categories / courses used from OpenSesame:
  - Leadership and business skill
  - Technology (Microsoft Office, Google/G Suite Applications)

Results

- Has seen the following benefits since using OpenSesame:
  - Gained access to a broad spectrum of training courses their company needed
  - Lowered training costs
- Rates the following OpenSesame features compared to other companies delivering course content:
  - Breadth and quality of courses: superior
  - Affordability: best in class
  - Customer service: superior
  - Ease of administering courses: superior
  - Integration with their LMS: superior

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Global 500

Industry:
Pharmaceuticals

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.

Learn More:

OpenSesame