OPENSESAME CASE STUDY

Koenig & Bauer saves time and money with OpenSesame

Introduction

This case study of Koenig & Bauer is based on a November 2016 survey of OpenSesame customers by TechValidate, a 3rd-party research service.

> "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."

> "We now have easy access to a variety of courses."

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
  - Training a mix of managers and employees
  - Building future leaders
  - Easily implementing a learning and development program
  - Serving the needs of different job functions (sales, marketing, leadership)

Use Case

Learning and development profile:

- Uses the following learning management system (LMS):
  - Cornerstone
- Primary reasons for purchasing OpenSesame:
  - It integrated with their current LMS
  - The catalog had the courses they were looking for
  - The catalog had high-quality courses
  - The breadth of the catalog satisfies the broad needs of their company
- Main category / course used from OpenSesame:
  - HR compliance

Results

- Has seen the following benefits since using OpenSesame:
  - Can find the right training courses
  - Can find training courses of high-quality
  - Gained access to a broad spectrum of training courses their company needed
  - Can easily evaluate and curate the training courses they need
  - Lowered training costs
  - Improved employee utilization of training
  - Improved employee engagement / satisfaction with training
  - Lowered their IT / administration overhead
- Rates the following OpenSesame features compared to other companies delivering course content:
  - Breadth and quality of courses: best in class
  - Affordability: best in class
  - Customer service: best in class
  - Ease of administering courses: best in class
  - Integration with their LMS: best in class

Company Profile

Company:
Koenig & Bauer

Company Size:
Large Enterprise

Industry:
Industrial Manufacturing

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

Source: Lois Parks, System Administrator, Koenig & Bauer