

Amerijet International quickly deploys professional development initiative with OpenSesame

Introduction

This case study of Amerijet International 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 were able to combine the immediate legal needs and the desires for professional development quickly and easily after installing our LMS.”

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)
 - Building a learning culture
 - Training a mix of managers and employees
 - Managing the consistency of training across multiple locations
 - Getting leadership to support training
 - Demonstrating the ROI of training to leadership
 - Serving the needs of different job functions (sales, marketing, leadership)

Use Case

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

- Uses the following learning management system (LMS):
 - Ziiva Prosperity
- Primary reasons for purchasing OpenSesame:
 - 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 categories / courses used from OpenSesame:
 - HR compliance
 - Leadership and business skill
 - Technology (Microsoft Office, Google/G Suite Applications)

Results

The surveyed company achieved the following results with OpenSesame:

- Realized a return on their investment in OpenSesame in 10 months – 1 year.
- 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
 - Improved employee utilization of training
- Rates the following OpenSesame features compared to other companies delivering course content:
 - Breadth and quality of courses: best in class when compared to
 - Affordability: superior to
 - Customer service: superior to
 - Ease of administering courses: superior to
 - Integration with their LMS: superior to

Company Profile

Company:
Amerijet International

Company Size:
Medium Enterprise

Industry:
Transportation Services

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:

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