OPENSESAME CASE STUDY

Large enterprise chemicals company saves time, money with industry-specific courses from OpenSesame

Introduction

This case study of a large enterprise chemicals 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."
>
> "We were able to identify diverse courses for entry training topics as well as more advanced topics for existing employees."

Challenges

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

- Major organizational learning and development challenges:
    - Training a mix of managers and employees
    - A lack of access to computers for much of the workforce
    - Demonstrating the ROI of training to leadership
    - Serving the needs of different job functions (sales, marketing, leadership)

Use Case

Learning and development profile:

- Uses the following learning management system (LMS):
    - Oracle
- 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:
    - Industry-specific

Results

- Has seen the following benefits since using OpenSesame:
    - Can find the right training courses
    - Can find training courses of high-quality
    - Can easily evaluate and curate the training courses they need
- Realized a return on their investment in OpenSesame in 7 – 9 months.
- Rates the following OpenSesame features compared to other companies delivering course content:
    - Breadth and quality of courses: best in class
    - Affordability: superior
    - Customer service: best in class
    - Ease of administering courses: best in class
    - Integration with their LMS: best in class

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:
Large Enterprise

Industry:
Chemicals

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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