

Federal government agency saves time, money with OpenSesame

Introduction

This case study of a federal government is based on a November 2016 survey of OpenSesame customers by TechValidate, a 3rd-party research service. The profiled organization 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.”

“OpenSesame has allowed our diverse organization to reach a new level.”

Challenges

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

- Major organizational learning and development challenges:
 - Building a learning culture at their company
 - Getting leadership to support training
 - Building future leaders
 - Serving the needs of different job functions (sales, marketing, leadership)

Use Case

Learning and development profiles:

- Uses the following learning management system (LMS):
 - Cornerstone on Demand
- 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 categories / courses used from OpenSesame:
 - Leadership and business skill
 - Industry-specific
 - Technology (Microsoft Office, Google/G Suite Applications)

Results

- Has seen the following benefits since using OpenSesame:
 - Realized a return on their investment in OpenSesame in 4 – 6 months.
 - Can find the right training courses
 - Can find training courses of high-quality
 - Can easily evaluate and curate the training courses they need
 - Lowered training costs
 - 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
 - Affordability: best in class
 - Customer service: best in class when compared to
 - Ease of administering courses: best in class
 - Integration with their LMS: best in class

Organization Profile

The organization 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.

Organization Size:
Federal

Industry:
Government

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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