OpenSesame

Silkroad customer saw return on investment in OpenSesame in less than 6 months

Introduction

This case study of HMS 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."
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> "OpenSesame saves my company money in delivering and administering training courses for our learners."
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> "OpenSesame has helped us by freeing up the time of our developers to develop more esoteric courses for our company and not worry about the common types of courses we can get off the shelf."

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)
  - 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):
  - Silkroad Learning
- Primary reasons for purchasing OpenSesame:
  - It integrated with their current LMS
  - The catalog had the courses they were looking for
  - The breadth of the catalog satisfies the broad needs of their company
  - Flexible pay per use option was the deciding factor for us and won us over from SkillSoft.
- 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:
  - Can find the right training courses
  - Gained access to a broad spectrum of training courses their company needed
  - Can easily evaluate and curate the training courses they need
  - Improved employee utilization of training
  - Improved employee engagement / satisfaction with training
- Realized a return on their investment in OpenSesame in 4 – 6 months.
- 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

Company:
HMS

Company Size:
Medium Enterprise

Industry:
Health Care

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