

HAI Group saves time, money with OpenSesame

Introduction

This case study of HAI Group 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.”

“OpenSesame saved time and money, rapidly expanded our catalog for subscribers increasing subscriber value, offered requested courses that we could not develop with our pool of SMEs, and gave us an opportunity to experiment inexpensively and learn about what our learners would be interested in.”

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
 - Training a mix of managers and employees
 - Getting leadership to support training
 - Demonstrating the ROI of training to leadership
 - Serving the needs of different job functions (sales, marketing, leadership)
 - Need to develop industry-specific training

Use Case

Learning and development profile:

- 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
- Main categories / courses used from OpenSesame:
 - Health and safety
 - Technology (Microsoft Office, Google/G Suite Applications)

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
 - Lowered training costs
 - Lowered their IT / administration overhead
- Rates the following OpenSesame features compared to other companies delivering course content:
 - Breadth and quality of courses: superior
 - Affordability: superior
 - Customer service: superior to
 - Ease of administering courses: superior
 - Integration with their LMS: superior

Company Profile

Company:
HAI Group

Company Size:
Medium Enterprise

Industry:
Insurance

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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