

Corporate Turnkey Online Universities & Customized eLearning Portals



*Reducing the “Time to Competence” and Costs
Associated with Employee Development*



“Talent Management As It Was Meant To Be”

Use eLearning to Lower Training & Development Costs While Reducing Employee “Time to Competence”...

What is eLearning?

eLearning (online learning, web-based training) is simply training delivered online. In every sector eLearning is exploding - Why? ...because it works. It saves time, travel and money; increases sales with better employee, product and customer training; creates a new way of relating to the customer (reinforcing your expert status); and reaches wider audiences to give you the competitive advantage, faster.



6 Reasons to Use eLearning

1. Efficiency: As part of a blended Training & Development program, eLearning helps you do your job faster. For example, a call center representative takes a customer-service training course where he learns to handle irate customers more efficiently, and as a result s/he spends less time per call and can handle more calls per day.

2. Effectiveness: Training helps employees do their job better. A recruiter may spend the same amount of time interviewing applicants after taking a behavioral interviewing class, but because of the training now s/he makes better hiring decisions.

3. Cost Avoidance: The money you aren't spending on classrooms and instructors (primary costs); travel & lodging (secondary costs) and; work not done, done poorly or re-assigned to another employee (tertiary costs).

4. Customer Satisfaction: How the training impacts the trainees' relationship with customers. This is related to effectiveness but it's not the same, in this case *it's the overall impact training has on the customer's perception of you.*

5. Employee Retention: Substantive research conducted on employee retention concludes that all employees want to feel as though their organization is prepared to invest in their ongoing professional development; a contributing factor many employees identify as important to employee retention is learning that is quick, focused and available when they are (eLearning).

6. Business Innovation: You've learned something that radically changes the way you work. For example, the sales staff learns a completely new approach to team selling that changes the way they sell and the way they are rewarded; this representative example by-product of eLearning can be used to quickly implement & fuel continuous improvement & cost-effective innovation.

eLearning Makes a Significant, Measureable and Sustainable Improvement in How Organizations Develop Their People...

Are there any Quantifiable Numbers to Support eLearning?

Based on the data recently collected over two quarters, eLearning at one Fortune 100 corporation provides **a 900% ROI per course**. In other words, empirical data confirm that for every dollar they spend on eLearning, the company sees a \$9 gain in productivity. Given the costs associated with traditional classroom training, most organizations see significant benefit even in just blending their classroom based curriculum, courses and modules with eLearning.



On average, employees see a **24 percent increase in efficiency** as a result of eLearning and even those who get no time savings see a **17 percent gain in effectiveness**; even if employees see no improvement in their efficiency or effectiveness, there is still empirical data that shows the time savings of eLearning over the classroom, so almost regardless of the metric used, organizations using eLearning come out ahead.

When eLearning is embedded in relationships with the extended enterprise, i.e., vendors and suppliers, the impact of eLearning is even more impressive. For example, **74 percent reported an improvement in the ability to sell or service clients, and 76 percent said that customer satisfaction jumped 50 percent or more thanks to the eLearning Customer Service training.**

The following table presents the findings of a recent eLearning Benchmarking study within which respondents were asked “Which of the following might apply to you if you were given more training?”

I would be able to enjoy a better work/life balance	<div></div>	23.4%
I would be less stressed because I would be more effective	<div></div>	26.3%
I would be a bigger asset to the company	<div></div>	40.7%
I would have a better chance of promotion	<div></div>	27.7%
I would be able to use my time more effectively	<div></div>	33.9%
I would feel more confident	<div></div>	57.8%
I would be more competent	<div></div>	45.3%
I would be more productive	<div></div>	32.4%

* Respondents were allowed to select more than one option

OK, So How Do You Get Started with eLearning?...

... It's as Easy as EasyLearn™

We can have you up and running with your own branded Corporate Online University within 1 - 10 days, giving it the familiar look and feel your employees are expecting. Let us make our entire catalog of over 3,000 hours of online curriculum available to your employees AND YOU ONLY PAY FOR WHAT YOUR EMPLOYEES USE!

Our embedded Learning Management System (LMS) tracks and reports on the progress of every eLearner - to the minute. We have also embedded unit tests, final exams and generate certificates of completion for your employee records and Training Department. Our curriculum, courses, modules, LMS and platform are SCORM compliant and that means that you can blend our curriculum with other SCORM compliant eLearning providers as required, today, tomorrow or in the future.

EPIC Software Corporation makes eLearning easy & affordable through EasyLearn™. With a solid team of eLearning experts and an extended network of Learning Analysts, Curriculum and Instructional Designers, Content Managers, Testers, Learning Management System Designers and Administrators we can rise to any challenge; including converting your classroom training to eLearning. Our 3,000+ hours of eLearning curriculum include:

The Small Business Management Certificate Program (SBMC)
The Small Exporter Management Certificate Program (SEMC)
Professional Administrator's Designation Program
Privacy and Security
Business Diagnostics
Business Management
Business Communication
Business Excellence
International Business
Small Business
E-Business
Personal Development
Human Resources
Finance Basics and Financial Statements
Financial Management
Financial Derivatives
Sales and Marketing
Non-Profits and Community Development
Customer Relationship Management
Telephone Customer Contact Special Price! CSTD Award Winning Program
Health and Safety
Health Care
Education Training
Systems Analysis

By the way, eLearning isn't just for corporate training anymore. Every day, more and more organizations are also using it for compliance training. Smart companies are also using eLearning to get product information out to the Sales Force fast - and that means increased sales. Forward-thinking businesses are also using eLearning to get to their customers with online product training - a new level of customer service. It grows their people and their bottom line at the same time.

LIVE DEMO: For a FREE, No Obligation demonstration of our eLearning Catalog, Courses and Modules contact us by going to <http://www.epic-soft.com/contact.php> or by calling Toll Free at 1-800-627-4151 or by emailing us at info@epic-soft.com.