

Case Study

Training Management for a Service Provider

Problem:

Sunset Learning has been working with a national service provider who came to us with the problem of having engineers spread all over the country, with limited to no travel budget, that needed Cisco training on a variety of Cisco technologies.

Solution:

At Sunset Learning our philosophy is to provide a comprehensive consultative approach that begins with understanding our client's business objectives. In doing this, we are able to map out the most concise training plan across the teams, adjust our training schedule to ensure that all needed training is delivered in the appropriate time frame and in convenient locations for our customers. By aligning our training to our service provider customer needs, we were able to save them time out of the office by eliminating rescheduled courses, but also significantly reduced travel by bringing the training to them in many specific instances. The results of this solution are that more technical staff is being trained while efficiently allocating training dollars.

Financial Impact:

The financial savings was substantial for this customer. Not only did they save money by making their training purchase in bulk, but combined with minimal travel costs to receive all the training needed, it is estimated that **we saved them \$150,312.00 from their training budget.**

