

# THE BUSINESS VALUE OF A TRAINING PARTNER

These new and emerging technologies are creating endless opportunities for business growth, but if companies want to seize those opportunities, they must train their employees to use the products and solutions effectively.



**A learning partner understands where business and technology merge.**

## BENEFIT #1

When a learning partner is fully engaged in your business, they are able to provide ongoing learning and certification courses that provide more than just job skills. The learning partner brings experience and knowledge that benefit both individuals and companies by:



Improving organizational efficiency



Managing training costs



Providing wide-ranging expertise

When it comes to managing new technology integration,

**85%**

of businesses surveyed prefer specialized internal departments<sup>1</sup>

A trusted learning partner not only brings a vast knowledge of technology applications — and how to best employ them — to an organization, but they also bring a unique perspective into the market that might be missing with internal personnel. In all likelihood, that perspective will be forward-looking, and could prove to be invaluable for multiple key areas by encouraging key stakeholders to be proactive rather than reactive.

## BENEFIT #2



The right learning at the right time leads to speed



New technology creates new roles



The costs associated with critical training



Planning for worst-case scenarios

## What makes an effective learning partner?

A true learning partner brings more than off-the-shelf solutions. To function as a partner rather than just a provider, a learning organization must:



**Deliver** the desired ROI and engagement



**Tailor** courses to meet both organizational and employee needs



**Understand** the project, audience and organization's vision



Have the course content, resources and experience to craft **specialty programs** that speak to a company's personnel in their own unique language

## Ready to add a learning partner to your team?

Start the conversation to see how ExitCertified can help learning strategy that works today and in the future. Explore the ROI and learning possibilities with ExitCertified.

To learn more, visit [exitcertified.com](http://exitcertified.com)

