

How StormWind Studios Quickly Solved This F100 Company's Training Dilemma

FORTUNE
100

THE TRAINING PROBLEM

Like most companies, this Fortune 100 company had a serious training challenge. How do you train hundreds of engineers in less time and with ½ the budget they had the previous year? For over 10 years, they relied on a handful of traditional, classroom training providers with 8hrs a day, 5 days a week classes on Cisco, Microsoft, VMware, PMP and Security.

StormWind Studios was exactly what they needed; a new, more effective way to train their team.

Challenges they needed to solve:

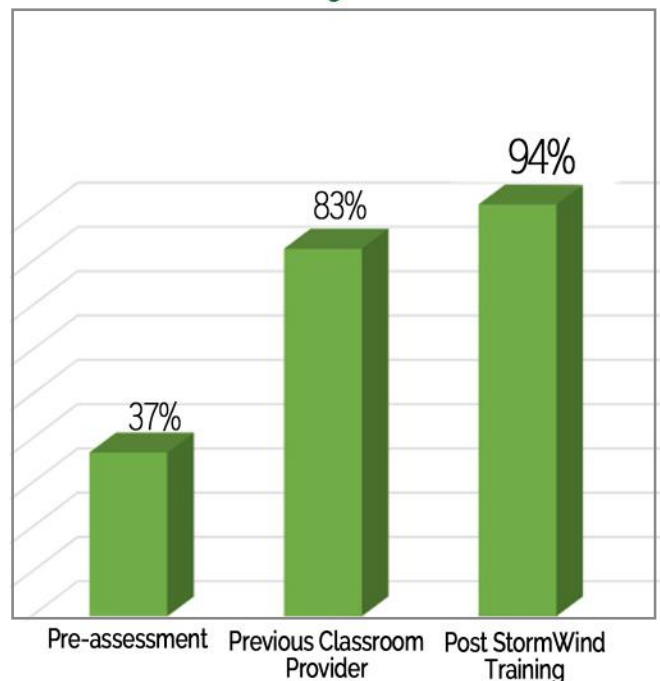
- Tier 2 & 3 techs didn't have time for traditional training classes without being pulled from the job.
- Training budget was cut over 50% yet need for training was up.
- Training days out of the office averaged 15 days per year (3 classes per SE) which needed to be cut in half.
- Using eLearning or CBT training wasn't effective for more than refresher learning.
- Truck rolls (SEs in the field) were eclipsing 300k per year due to poor training.

THE RESULTS

This F100 company needed a more effective online learning solution that replaced traditional classroom yet was effective in teaching true knowledge to their SEs. In a head to head comparison with traditional classroom training, the results were shocking. StormWind Epic LIVE wasn't as good as classroom training, it was better!

- 60%** drop in training costs from \$2,495 per class to \$995.
- 94%** retention exceeding traditional classroom training.
- 2X** the techs trained due to lower cost.
- 53%** reduction in training time from 15 days to 7.
- 99%** completion rate vs. 4% with CBT eLearning.

Knowledge Gained



See the solution.



THE SOLUTION

StormWind Studios was tasked by a Fortune 100 company to provide high-level IT training in a manner that was scalable, cost-effective, and with an increased level of retention. Upon implementation, students were able to attend Live virtual classrooms and interact with instructors, as well as watch replays at their leisure, allowing them to train while they worked. In addition, students had access to their instructors well after the live events to ask questions. This proved to be extremely beneficial, especially when preparing for a service call.

The upfront cost savings played just a small part in choosing StormWind Studios. The ability to customize each student's learning experience accompanied by a Client Amazement team focused on the success of each student resulted in a 65% increase in platform usage.

IT professionals are finally able to train and work at the same time, be mentored by elite instructors, and retain more knowledge in a modular format.



According to an independent third party research study, StormWind scored the highest Net Promoter Score over any other vendor solution, coming in at **51%** with the nearest alternative learning solution coming in at **12%**.