



LEARN**SPECTRUM**

# IT and Business Training Management Made Easy

We find and manage the best courses from top providers. You help your workforce develop the skills they need and only pay the cost of the course.





# Imagine

**Imagine you could provide your organization with immediate access to the best training options available** to develop the skills and capabilities needed to perform their best on the job without adding expenses to the bottom line. With LearnSpectrum, you can.

LearnSpectrum is the single, vendor neutral solution to **outsource time-consuming administrative aspects of managing certifications and training**, so you can expedite the L&D process and spend time on more strategic initiatives.

With LearnSpectrum, you immediately add to your team experts with over 20 years of L&D experience and relationships with over 400 of the industry's most trusted and technologically advanced IT and business training vendors. Agile and scalable to support your specific needs and processes, we become your single point of contact for all training and manage everything it takes to execute it effectively. **Managed L&D is all we do, and we do it at scale.** It's why for our Essentials solution, your only expense is the courses themselves, which include preferred pricing.

# We understand your challenges.

## C-Level & Stakeholders

"We have no comprehensive view of company-wide L&D spend due to a lack of centralized tracking and various payment channels for training."

As your single point of capture for company-wide training, we provide a full picture analysis on L&D activity and optimize your associated spend.

## Learning & Development Team

"There is so much tedious work sourcing a training solution and, with a revolving door of POCs for each vendor, it's challenging to keep track of all my vendor relationships on top of my high-volume workload."

We become your single, vendor solution and sole POC to outsource time-consuming administrative aspects of managing certifications and training, so you can expedite the L&D process and spend your time on more strategic initiatives.

## Managers & Budget Holders

"Are we getting the best price? I need help developing a cost-efficient training plan for my team across multiple topics."

By leveraging our full client base with our partner training organizations, we're able to provide deeper training discounts for your team. We're also able to identify group training opportunities and create a strategic learning plan to extend budget reach.

## Students

"How do I know if the vendor I'm using is reliable? Researching vendors and training options takes time away from my mission-critical work."

We do the research for you and create a customized, multi-vendor quote of vetted partners tailored to your schedule, work requirements, location, and budget, so you don't have to take time away from your job.

# Our Managed Learning & Development Services cover everything it takes to execute training effectively.



## **Sourcing, Administration & Enrollment**

We handle everything from sourcing and procurement to enrollment.

Our training partners are already vetted for quality and experience.

Your dedicated account team supports employees throughout their training experience, from multi-vendor quoting to event coordination, approvals, and vendor management to quality assurance management.



## **Invoicing & Budget Management**

We offer preferred pricing with no minimum purchase, volume discounts, and flexible invoicing options to fit your business needs and processes.

As an additional resource, our prepaid Spectrum Education Units enable you to store your funds now and spend them later, so you don't lose budget dollars.



## **Reporting, Measurement & Analytics**

From standard activity reporting and executive summaries to customized reports and current self-service reporting, we provide the reporting and analytics you need. We'll show you how much you spent on training and where and with whom it was spent.

We can also export the external employee training data and expenses into your HRMS, LMS, or Financial and Accounting systems for better forecasting and trend analysis.

# Our extensive L&D partner ecosystem

Industry-leading partners for every technology journey

We partner with over **400 vendors**, offering more than **3,700 courses**.

We've listened to our customers and collectively curated a list of the nation's leading providers of their respective technology or discipline.

You receive live, virtual, and blended instructor-led or self-paced learning and certification directly from these providers through a single channel – one call, one person, one simplified solution.



# Only pay the cost of the course

With LearnSpectrum Essentials, there are no upfront costs. In fact, your only expense will be for the courses themselves, which include our preferred pricing.

If you want additional support, we also offer Premium services, which are fee-based, yet designed to be cost effective.

	Essentials	Premium
<b>Course Sourcing, Administration &amp; Enrollment Services</b>		
Multi-vendor quoting	✓	✓
Event booking, scheduling, and cancellation/rescheduling	✓	✓
Workflow processes, including management/budget approvals	Standard	Custom
Issue resolution	✓	✓
Internal training resource promotion		✓
Vendor management	In network only	In & out of network
Customer co-branded microsite	✓	✓
Quality Assurance Management	✓	✓
Internal training needs analysis and event management		✓
<b>Invoicing &amp; Budget Management</b>		
Standard invoice for each course	✓	✓
Multiple, streamlined, and/or subcontractor invoicing		✓
Flexible billing services (credit card, batch billing, net terms)		✓
Spectrum Education Units pre-paid training program	✓	✓
Preferred pricing and no minimum purchase	✓	✓
Volume discounts	✓	✓
<b>Reporting, Measurement, and Analytics</b>		
Standard training activity reporting	1/month	Unlimited
Customized reporting		✓
Self-service reporting & analytics		✓
Executive Summary trends & data analysis	✓	✓
Strategic Business Reviews	Annual	Bi-annually

# The value: time saved, money saved, and learning made easier

1

**You tell us your requirements (location, timeframe, budget, etc.)**

We understand that your priorities are important.

2

**We provide course options**

Our consultants are experts in identifying the best courses across 400+ vendors.

3

**You select the best option that meets your needs**

You make the final decision on which course option and format you prefer.

4

**We enroll you in the course**

Our consultants book the class for you and bill you for the cost of the course.

... It really is that simple.

# 44%

of learners are in training within 2 weeks or less

**Total Savings per Course**

**Soft Cost Savings**  
(Time Saved in \$)

**Hard Cost Savings**  
(Tuition in \$)

# Customer success stories

## Cost-effective, efficient training

A Fortune 500® defense, aviation, IT, and biomedical research company

We worked with the client to execute a cyber skills development initiative to multiple cohorts of 25 – 30 people. We negotiated program costs, coordinated the launch, served as the administrator, and oversaw all enrollments. **As a result, the client was able to expedite the training administration process and spend more time on mission-critical tasks.**



**Business unit**



**Employee type**



**Overhead vs  
billable**



**Job title**

## Comprehensive view of company-wide spend

A Fortune 500 technology integrator

The client wanted a more comprehensive annual training summary for their C-suite. We provided three years' worth of data reflecting internal and external training spend by business unit, job title, employee type, etc. We also included what was charged to overhead versus billable to the client's customers. **This took us minutes to provide, instead of hours or days of the client trying to pull data** from various sources or charge codes in Accounting and tally it all up, cross-reference to employee and organizational data, etc.





**LEARNSPECTRUM**

# Let's talk

**We look forward to hearing your story,  
understanding your pain points, and discussing  
how we can help your employees develop the  
skills they need.**

**Call us at 703.757.8200  
or visit [LearnSpectrum.com](https://learnspectrum.com) today.**