

E-Training: Cost Savings

Unlocking the Potential Benefit

***Training Magazine* reports companies save from 50-70% when they replace instructor-led training with electronic content delivery. General Mills Travel costs and employee downtime have been significantly reduced by eliminating the need to fly people to headquarters for a meeting or trainers out to education events.**

(www.microsoft.com)

Cisco Systems saves at least \$240 million annually from its education budget by using e-training; **executives figure that per student, the company saves \$12,000 it would have to spend to send each employee to four classes a year, with travel to half of the courses** -- and that number doesn't include lost-opportunity costs. Oracle estimates that e-Learning saves the firm \$100 million a year.

(www.wfcresearch.com)

Cisco Systems saves at least \$240 million annually from its education budget by using e-training...

(www.wfcresearch.com)

"training is moving online for the same reason that companies attempted outsourcing 10 years ago: not because it is better, but because it is cheaper and more measurable."

(www.pcmag.com)



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Smaller companies with limited budgets also will appreciate the fact that e-learning can avoid wasting precious training dollars on lost tuition and fees due to last-minute cancellations. As one HR professional put it: "With classroom training, you're paying for 20 people whether 20 or 10 show up. With e-learning, when you're using it, you pay for it; when you're not, you don't."

(http://findarticles.com/p/articles/mi_m3495/is_5_46/ai_74829361)

Barclays Bank saved an estimated \$1.5 million by moving its leadership development program online...

(www.wfcresearch.com)

Barclays Bank saved an estimated \$1.5 million by moving its leadership development program online. Over 1,600 days of leadership training were delivered via the Internet in 2004.

(www.wfcresearch.com)

This increase in speed actually increases the value of the course content simply because of its improved availability to the learner. **Speed, in this case, has a clear value.**

(www.learningcircuits.org)



E-Training: Increased Revenue

Unlocking the Potential Benefit

Motorola projects that for every \$1 spent on training, there will be \$30 in productivity gains in 3 years.

(www.sagelearning.com)

Average Fortune 500 Company loses \$64 million per year because of ineffective knowledge sharing.

(www.sagelearning.com)

"There is evidence that suggests that training can have productivity payoffs," says Robert D. Atkinson, vice president of the Progressive Policy Institute (PPI) and director of the Technology & New Economy Project.

"Training can have positive ROI (return on investment) because it can lead to productivity improvement."

(www.sun.com)

Cliff Purington, director of learning and development at Rockwell Collins, a manufacturer of communications and aviation electronics in Cedar Rapids, Iowa. **"When you connect e-learning to the vision of the company it adds value."**

(www.workforce.com)

In the current economic environment, IT budgets are shrinking, "but E-learning software is taking up more of the budget," says Fred McCrea, an analyst for Thomas Weisel Partners. **"That's because the real selling point is an ROI that's tangible and immediate."**

(www.informationweek.com)

E-Learning Delivers a 2284% ROI for IBM

(www.findarticles.com)

Web-based training is paying off handsomely with lower training costs, increased employee retention, and the delivery of better goods & services.

(www.pcmag.com)

E-Learning delivers a 2284% ROI for IBM...

(http://findarticles.com/p/articles/mi_m0EIN/is_2001_Oct_2/ai_78829680?tag=rel.res2)

Some of the tangible benefits according to the type of e-learning program would include increase in sales, increase in customer satisfaction after a customer service program, and reduction in defects by 20-30% in case of a quality control program etc.. **The result of such programs can quantify for tangible results and the ROI can be measured in terms of dollars and not just ratios or percentages.**

(www.articlesbase.com)

Second-tier benefits occur when companies use e-learning to support changes in the company's strategic direction. For example, **Lucent achieved second-tier benefits through improved manager productivity** when it launched reporting and tracking features they could use to follow employee progress without having to prepare reports manually.

(<http://my.advisor.com/doc/11335>)



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E-Training: Increased Productivity

Unlocking the Potential Benefit

50% of employee skills become outdated in 3 years.

(Source: Merrill Lynch "The Book of Knowledge")

Corporations worldwide are now seeking more innovative and efficient ways to deliver training to their geographically dispersed workforce.

(www.learnframe.com/aboutelearning/elearningfacts.pdf)

E-Training is working to enhance the ability of the Federal government to attract, retain, manage, and continuously educate the highly skilled professionals needed for a flexible and high-performing government workforce.

(www.whitehouse.gov)

Around one third of German companies included in the C-Dax stock market index train their employees using e-learning methods.

(www.allbusiness.com)

***E-learning* results in cost savings and enhanced productivity...**

(www.nam.org)

With E-Learning, available online and on demand, you get **maximum convenience** through virtually 24-hour-a-day access—without costly travel or extra time away from the office to attend training.

(www.microsoft.com)

**...for more information
call 1.800.494.2721 Today!**



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ASTD's 2002 State of the Industry report—there is an anticipated growth in the use of e-learning in the future because **manufacturers believe e-learning results in cost savings and enhanced productivity.**

(www.nam.org)

77% of American corporations now use online learning. The Gartner Group says that by 2008, 41 million corporate employees will be functioning in a "virtual workplace" at least one day every week.

(www.successdegrees.com)

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Career competencies can be defined with online learning experiences linked and measured.

(www.hr.com)

Improving individual performance can create a 20 percent or better improvement in an organization's competitive position. Organizations such as Disney and Federal Express demonstrated this growth by setting up systems to deliver the exact knowledge and skills each individual needed in the right way, at the right time.

(San Diego Business Journal)

