

BEST PRACTICES ACROSS FOUR BUILDING BLOCKS

Skillsoft has studied our 6,700+ clients and 45 million end-users to uncover what the best organizations do so well. We've repeatedly discovered that leading organizations execute four best practice building blocks: they engage with the business to set objectives, they align solutions to meet strategic priorities, they enable adoption and they report on learning's value to convey the business impact. More effectively managing the first three building blocks—engagement, alignment and adoption—delivers greater value to the business.

This benchmark examines how our 500+ best in class and average technology customers compare in their industry (best in class clients succeed across all four building blocks.)



Engagement



Alignment



Adoption



Value

ENGAGEMENT



have engaged executive sponsors



conduct benchmarking sessions with their Skillsoft® account teams



have success criteria in place



meet with their Skillsoft Success Consultants at least monthly



have sufficient program management

ALIGNMENT

TOP 3 STRATEGIC ALIGNMENTS

BEST IN CLASS

IT Certification
IT Security
Management Development

AVERAGE

Management Development
Leadership Development
IT Certification

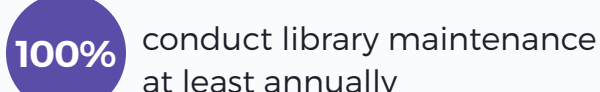
TOP 3 LEARNING ALIGNMENTS

BEST IN CLASS

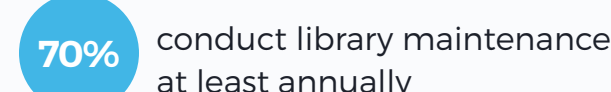
Company Values
Professional Effectiveness
Performance Management

AVERAGE

Professional Effectiveness
Competencies
Just-in-time Learning



conduct library maintenance at least annually



conduct library maintenance at least annually

MOST POPULAR SOLUTIONS LICENSED

SkillChoice® Complete
Skillsoft® Leadership Channel®
Skillsoft® Books24x7® EngineeringPro™

ADOPTION



market learning programs internally to ensure end-user awareness



have created easy-to-access learning experiences

VALUE



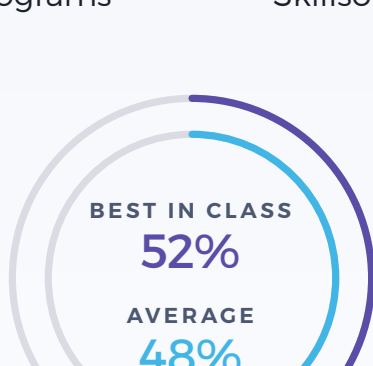
measure the impact of their programs



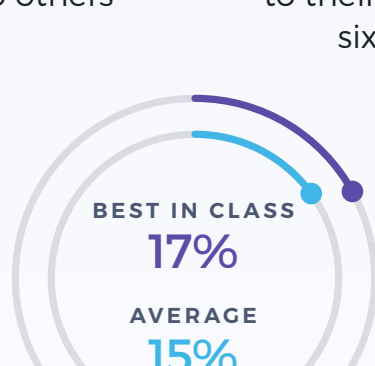
would recommend Skillsoft to others



applied learning to their jobs within six weeks



report this percentage of the daily work is impacted by Skillsoft content



report this average skill gain across learners

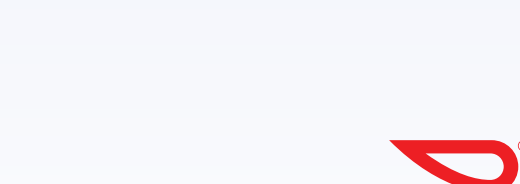
TOP 3 LEARNING MOTIVATORS

1. Continuing education
2. On-the-job learning
3. Certifications

TOP 3 BUSINESS OUTCOMES

1. Increased productivity
2. Improved quality
3. Greater employee satisfaction

SEE WHAT OUR CUSTOMERS HAVE DONE



WHAT TECHNOLOGY LEARNERS SAY

“ I had to learn C# by myself, with the help of Skillsoft. I learned C# in one month.”

“ A big part of my job is to research new solutions and to make recommendations to our department. The leadership courses/info help me to be a better presenter. Books24x7® is a TERRIFIC research tool when I am looking for information. Most recently, I needed detailed information on WordPress - specific to a CMS. I located a phenomenal book in Books24x7®.”

“ I was able to design new business processes founded in research performed on the [Skillsoft learning content] site. These processes improved project efficiency and reduced the need for meetings by 50%.”

Take a closer look.

Visit our YouTube channel for course samples, customer success stories and more.