Extended Enterprise

A unified system to train employees, partners and customers

Dedicated training software to increase revenue, improve quality of service, and develop customer loyalty

CHALLENGE

In the context of a global economy, the performance of a company is more closely linked than ever to the performance of its partners. Enhancing client loyalty and turning training activities into a profit center is the driving force behind the extended enterprise. This is why many companies now consider that the training of key third parties has become as essential as the training of their own employees.

Training Orchestra's Extended Enterprise is the ideal solution for companies desiring to build a close network with their clients, suppliers and distributors through training. The pooling and sharing of training activities allows leveraging resources and increasing customer loyalty, sales and profitability.

BENEFITS

Optimize business cycle

→ Unified process from order to invoice
→ Shared information between all stakeholders
→ Real-time business indicators

Increase Profitability

→ Instant global visibility over sales and expenses
→ Optimized use of resources and increased filling rates of sessions
→ Detailed tracking of all training services

Develop Customer Loyalty

→ Customer-oriented portal for optimized communication flow
→ Simplified processing of requests and orders
→ Customer follow up and training

Drive Business Strategy

→ Precise forecast of volumes and profitability
→ Real-time cost analysis across multiple KPIs
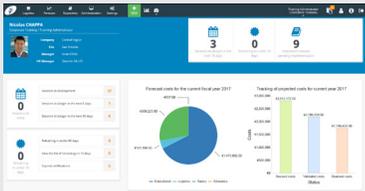→ Integrated best practices and business processes

500+ clients

USAA, New York Life, Areva, Capgemini, General Electric, Johnson & Johnson, PwC, Worldwide Flight Services, Securitas, French Nuclear Institute, Keolis University, Michelin Training Center, Qatar Army Training Center

5,000,000+ users

Sales to invoice integration

- Tracking of revenue flows
- Automated creation of waiting lists

- Automatic cost update on resource registration

Real-time financial analysis

- Live comparison between sales and expenses

KEY DIFFERENTIATORS

Dedicated client portal

- Fully customizable and secured access
- Built-in order features

- Standard integration of industry best practices

Unlimited reporting capabilities

- Tailored indicators and drag & drop templates

ABOUT TRAINING ORCHESTRA

Training Orchestra helps learning professionals optimize the performance of their operation while maximizing their training investment. As a leading Training Resource Management System (TRMS) with more than 500 satisfied clients worldwide, Training Orchestra supports the entire training process from planning and budgeting, scheduling and logistics, to sales and reporting. The integrated solution empowers teams to collaborate effortlessly, enabling L&D Departments and Training Companies to **Train More** *with Less.*

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