



## Learning Enablement for Software Vendors

### Our Learning Enablement Programme

Our services and commercial arrangements are flexible depending on your requirements. We can 'own' the entire programme on your behalf, working as an extension of your organisation, or we can work with and mentor your key stakeholders to transfer knowledge and ensure you have the capabilities to manage in-house.

### Delivery:

- Managed Hosting - branded environment
- Technical Support - Installation, Configuration, Testing, Support Desk
- Consultancy - Discovery Workshops, Strategy, Scoping and Best Practice
- Branded eLearning Content
- Classroom Training
- Author Mentoring and Support
- Content Development/Project Management
- Content Maintenance Programmes

### Marketing:

- Branded Collateral
- Micro Website or source web pages
- Branded Digital Content including business case assistance

### Pre-Sales Support:

- Sales / Services Education and Support
- Online 'Hub' for all resources
- Campaigns - telemarketing, events, webinars
- Technical Audits
- Proof of Concepts
- Templates - presentation and proposal

As a software organisation, or perhaps an organisation marketing a software solution outside of your mainstream business, you want to ensure that your clients understand how to use your product to its full potential. By offering your clients a comprehensive learning and support programme, you are not only offering a value-add to your product but also building a revenue stream.

If the planning, development and deployment of a learning and support programme is something you know you should offer your clients, but your time and resources are focussed on your core product, Larmer Brown is a partner you should consider.

Larmer Brown has more than 20 years' experience supporting both large and small software organisations with the implementation and management of their education programmes. Our Learning Enablement Programme allows you to develop and deliver a comprehensive Learning Academy for your Team to resell as a valuable addition to the product sale. Partnering with Larmer Brown provides you with a revenue stream without requiring experience, a sizeable investment or risk.

Our Learning Enablement Programme provides a modular choice of services which are designed to deliver a return on investment within months rather than years. Focused on knowledge transfer across all lines of your business, our programme encompasses marketing, sales, technical support, development services, training and consultancy.

The experience we have gained working with a number of different learning content development tools and ISVs offers a guarantee that we can help you meet your objectives and accelerate the delivery of your learning solution.