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Choosing a LMS: 5 Must-know Considerations

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Our Presenters

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CERTIFIED SERVICES PROVIDER


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VP, Sales



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VP, Services



AGENDA

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- ✓ Who is eThink?
- ✓ Getting Buy In
- ✓ 5 Considerations
- ✓ Brief introduction of Moodle & Totara
- ✓ Questions



ABOUT

eThink

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totara

**GLOBAL
PARTNER
OF THE YEAR**

2018

eThink Education

Certified Moodle & Totara Partner | High-quality, high-touch

We provide a fully-managed Moodle & Totara experience, covering all LMS-related needs including:

- Hosting
- Implementation
- Integrations
- Consulting
- Etc.



BUY IN

Proving the need

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3rd Annual

2019 Workplace Learning Report

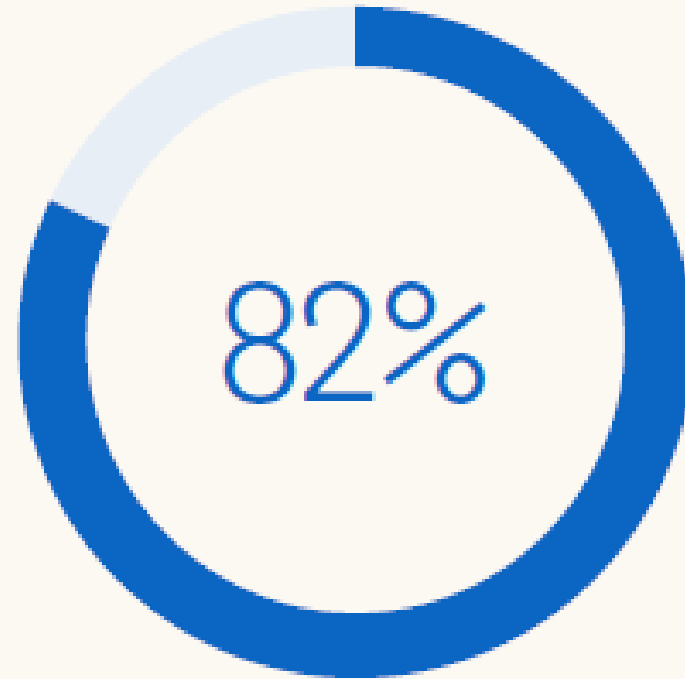
Why 2019 is the breakout year
for the talent developer



<https://learning.linkedin.com/resources/workplace-learning-report>

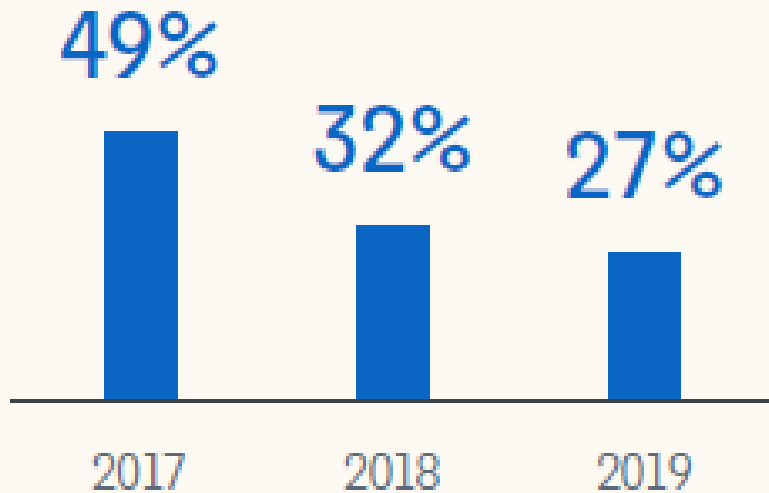
More Than a Trend

Active executive support of L&D



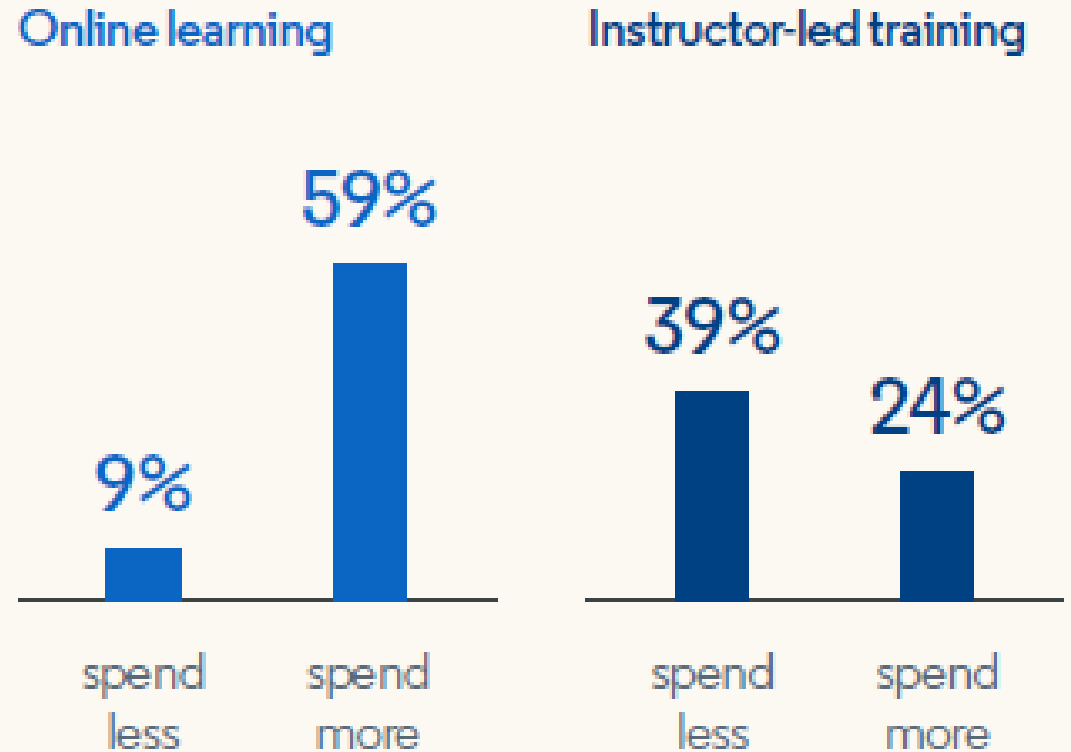
82% of L&D pros say that their executives actively support employee engagement in professional learning.

Fewer budget constraints



Fewer talent developers named 'limited budget' as a top challenge than ever before.

More budget for online learning



Since 2017, 59% of talent developers spend more of their budget on online learning and 39% say they spend less on instructor-led training (ILT).

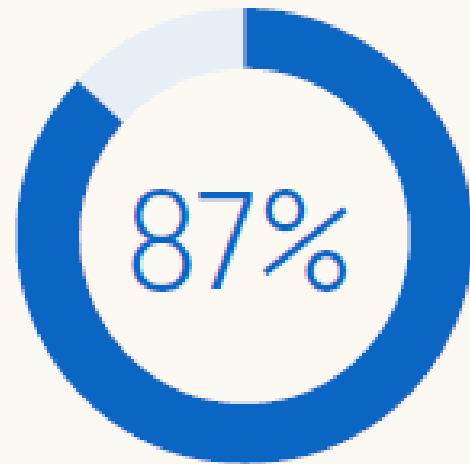
Increased
budgets?



More
headcount?



Talent development teams continue to grow



87% of talent developers report that their teams will either stay the same size or grow this year.

BOOM!

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Now You Have Buy In!

What's

Next?

5 THINGS

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Considerations

- Features
- Service Level
- Open Source vs. Closed Source
- Integration Capabilities
- Sustainability of the solution/Future proofing

1

Features

Shhhh...

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YUP

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The LMS Industry
Has Reached
Feature Parity

2

Service Level

VOLUNTEERS?

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POLL

- Rate the level of service provided by your LMS provider
 - A
 - B
 - C
 - D
 - F

SERVICE

Pulling on the Same Rope

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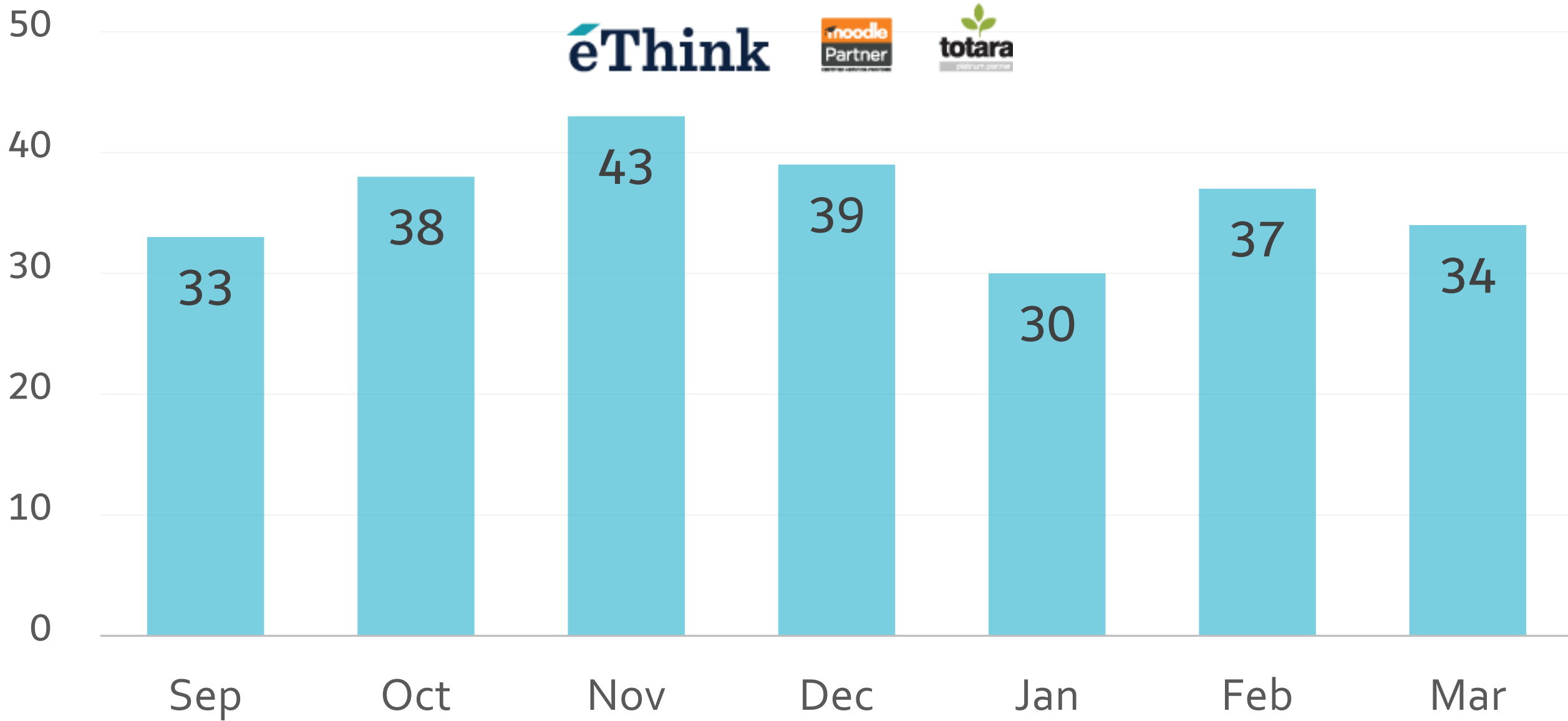


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Average First Response Time / Business Hours



DON'T SETTLE

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2018

Key Service Questions


- How hands on is your team?
- Will you help me with reporting?
- What is your average first response time (Not SLA)?
- What is your average time to ticket closure?
- What costs additional \$\$\$?

3

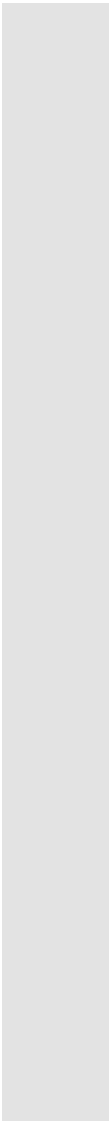
Open Source
vs.
Close Source

What is Open-Source?

- Free Redistribution
(Like a puppy, not a beer)
- Program Must Include
Source Code



Why does Open Source vs. Closed Course Matter?

- Best-of-breed Ecosystem
 - Rich feature set
 - Low Cost
 - Low Risk
 - Flexibility
- 

OPTIONS

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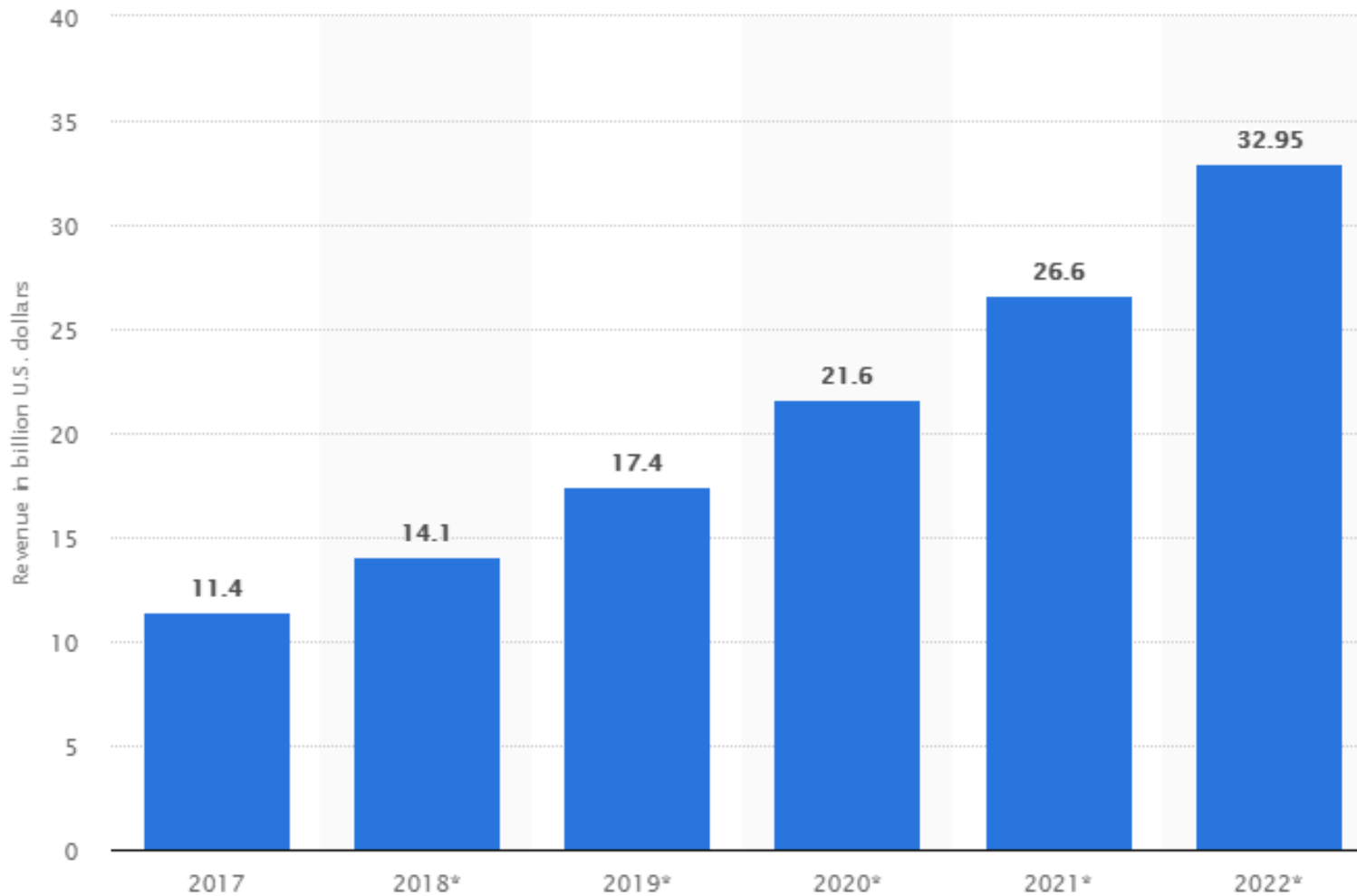
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Multiple Hosting Options

Low cost / High quality





Projected Revenues of Open Source Services 2017-2022

THE TREND TOWARD OPEN SOURCE

4

Integration Capabilities

(Old Model vs. New Model)

BUZZWORD ALERT

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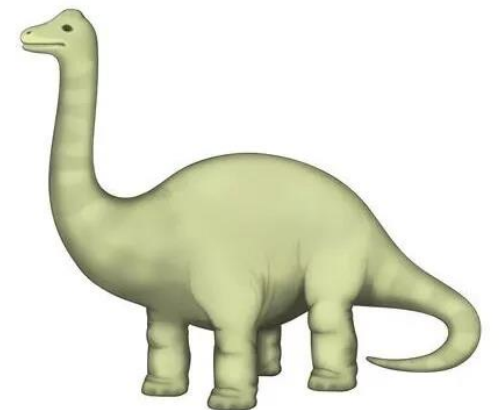
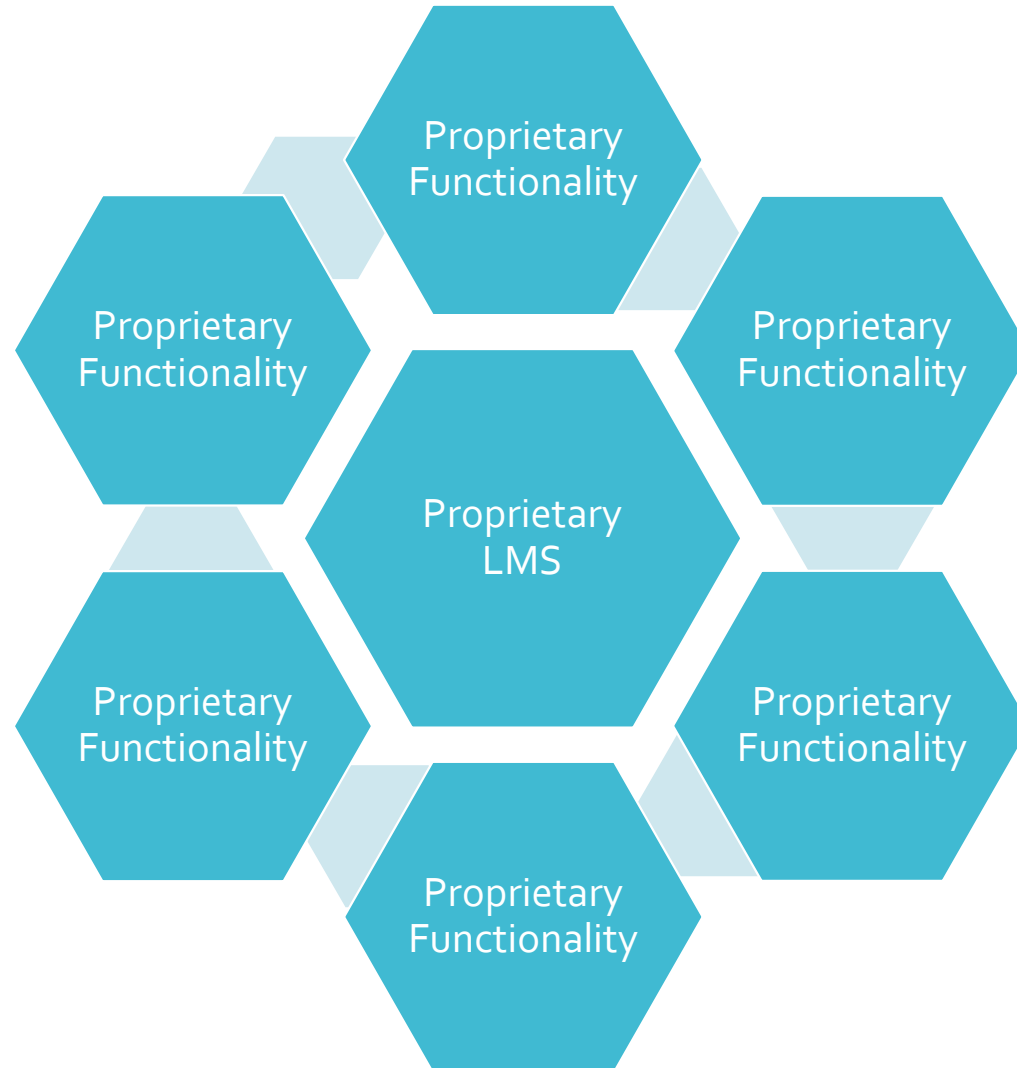
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Learning Ecosystem

- ✓ Technology
- ✓ Content
- ✓ Strategy
- ✓ People
- ✓ Assessment
- ✓ Support structure



The Legacy Learning Ecosystem





What happens if I go down the wrong path???



Best-of-Breed Environment

**Poll: Grade your LMS's
ability to integrate with
other learning solutions**

A, B, C, D, F

5

Sustainability

AKA

Future Proofing

Market

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The LMS Market
Has 700 options

Choose a solution that:

- Offers multiple hosting options
- Has a service first mission
- Allows for a best-of-breed environment (flexible & scalable)



Final Thoughts

More on:

- eThink
- Moodle
- Totara

Mission Statement

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Extraordinary is our ordinary,
everyday we are purposefully
different, intentionally
transparent, and obsessed
with customer success.

#ethinklove

The basics...

What is Moodle?

- Most widely adopted LMS in the world
- **160,000,000+** learners
- Open-source LMS
- Community-Driven
- Best to be deployed by experts

The Most Widely Used LMS in the World



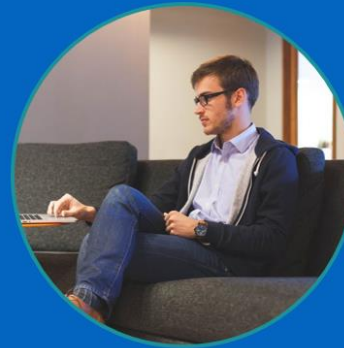
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K-12



Higher
Education



Professional
Learning





- Designed on top of Moodle specifically for the workplace
- Key differentiators
- 12 million users
- 1,600 organizations





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Mutual.**
INSURANCE

guaranteed **Rate**[®]



unitar

United Nations Institute for Training and Research



**Peace
Corps**



vistaprint[®]

Moodle & Totara Migration Experience

From Moodle & Totara
Competitors: 113
From self-hosted: 78

Total: 191

of clients we
have lost to
Moodle
& Totara
Partners

0

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99% client
retention rate

11 years of
business

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