

# Top Reasons to Structure Training Programs for the Long Haul

How Powell's Books future-proofed their training program with open source

# WHAT WE'LL COVER TODAY

- ABOUT US
- THE IMPORTANCE OF OPEN SOURCE
- GROWTH OF L&D
- STRUCTURING YOUR TRAINING PROGRAM FOR THE LONG HAUL
- POWELL'S BOOKS USE CASE



# Our Presenters

eThink

totara

EST. 1971  
**POWELL'S**  
CITY of BOOKS

**Daniel Vecchi**  
VP of Channel Operations  
Totara



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Director, L&D  
Powell's Books



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VP, Business Development  
& Strategy, eThink



# RAPIDLY GROWING GLOBAL CUSTOMER BASE

MARCH 2019

**1750**

ORGANISATIONS

**16m**

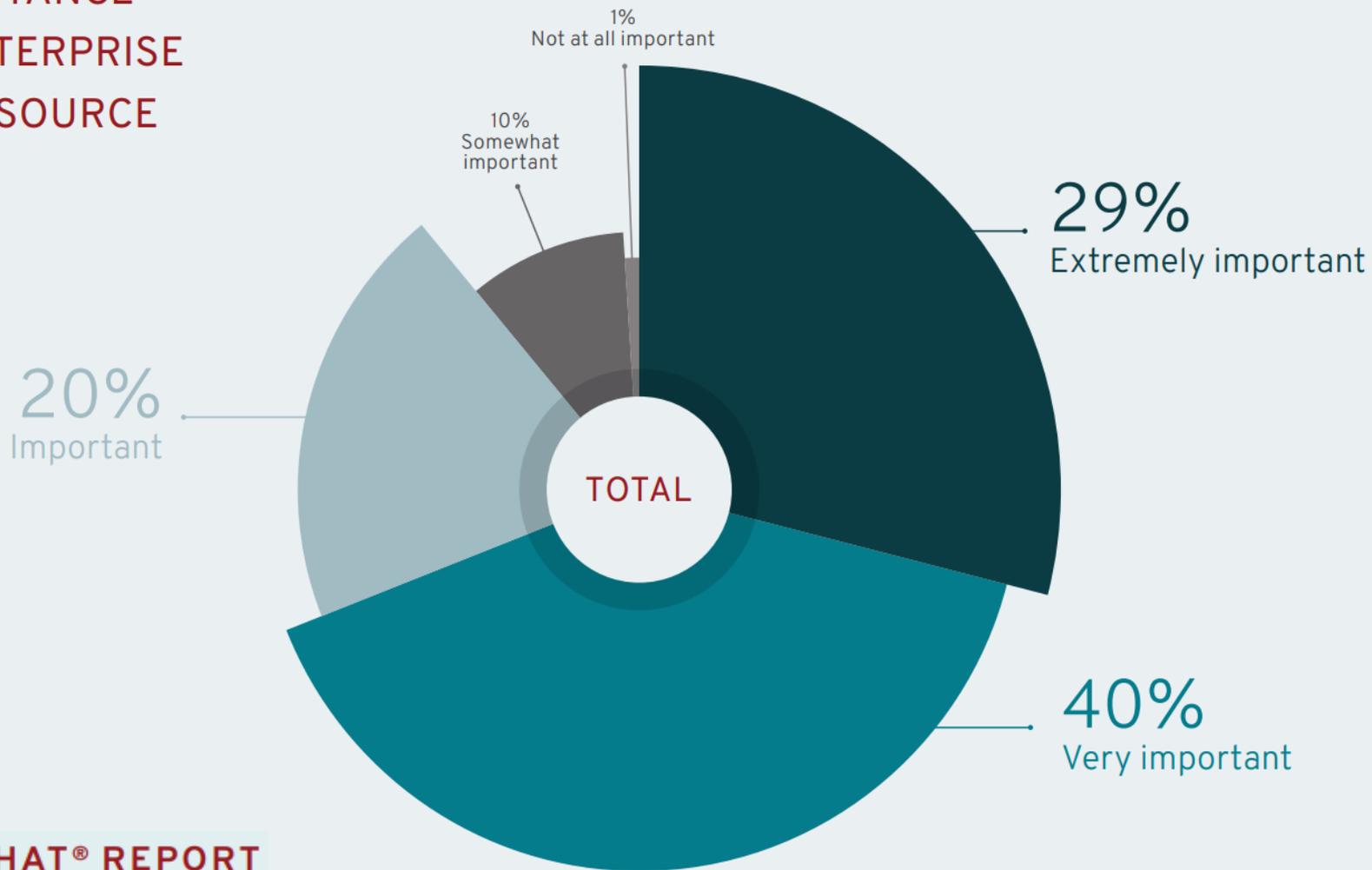
USERS

**245**

SUCCESS STORIES SHARED



# IMPORTANCE OF ENTERPRISE OPEN SOURCE



## TOP BENEFITS OF USING ENTERPRISE OPEN SOURCE SOLUTIONS AND TECHNOLOGIES

33%

Lower total  
cost of ownership

29%

Access to the  
latest innovations

29%

Better  
security

26%

Higher quality  
software

25%

Access to enterprise-  
level support

25%

Ability to customize  
applications

# ABOUT

# eThink



## eThink Education

Platinum Totara Partner | High-quality, high-touch

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

- Hosting
- Implementation
- Integrations
- Content
- Consulting
- Etc.



# Growth of L&D

eThink



3rd Annual

## 2019 Workplace Learning Report

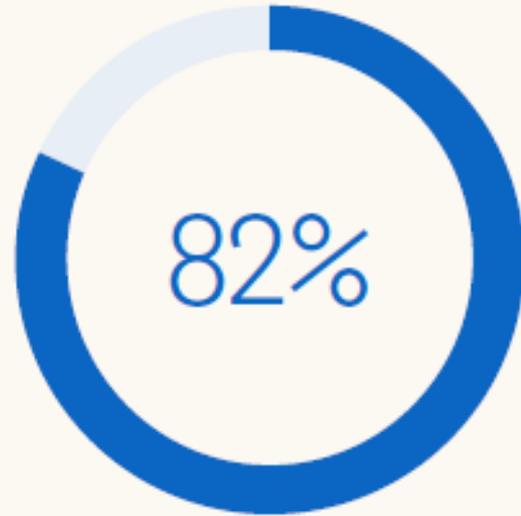
Why 2019 is the breakout year  
for the talent developer



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

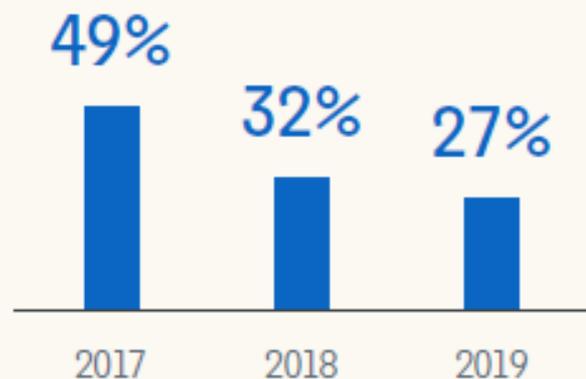
# More Than a Trend

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

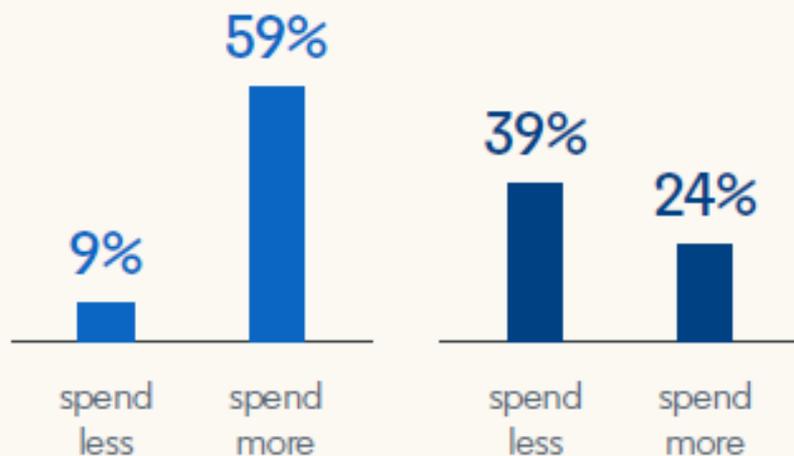


Fewer talent developers named 'limited budget' as a top challenge than ever before.

## More budget for online learning

Online learning

Instructor-led training



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).

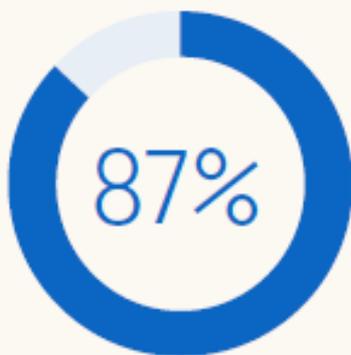
Increased  
budgets?



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.



# Structure Your Training Program for the Long Haul

**OPEN  
SOURCE**



**CLOSED  
SOURCE**

**Technology**

**What is  
Open-Source?**

**&**

**Why is it  
Important?**

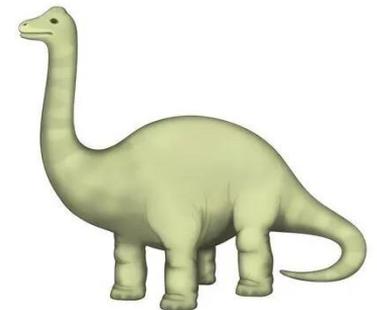
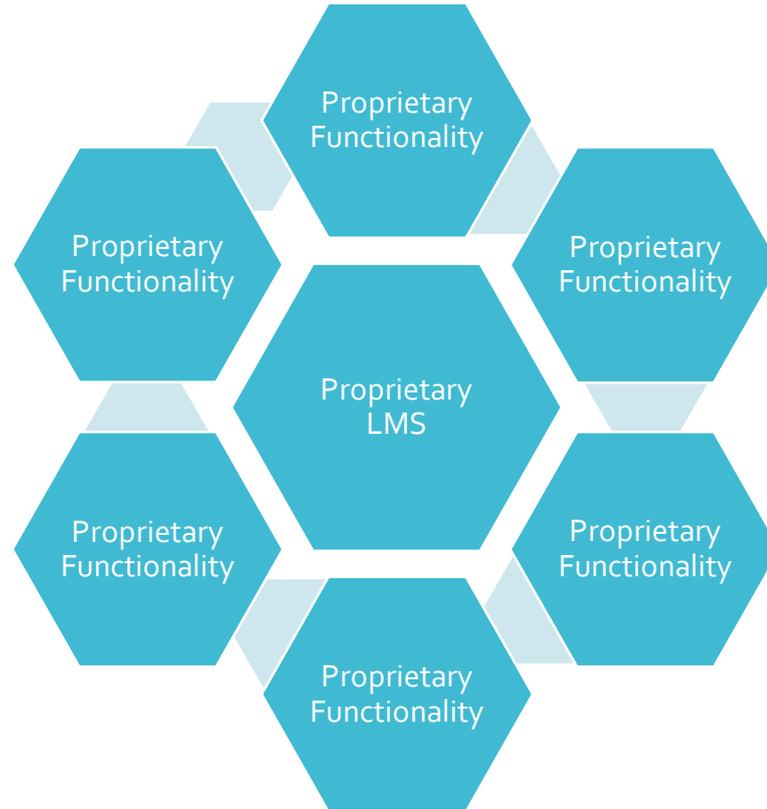
Open-Source means...

- Free Redistribution
- Program Must Include Source Code

The importance?

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

# The Legacy Learning Ecosystem





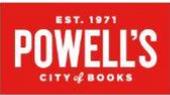
## Best-of-Breed Environment

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

**A, B, C, D, F**



**Powell's Books** Uses Totara to  
Deliver a Personalized Training  
Experience for Employees

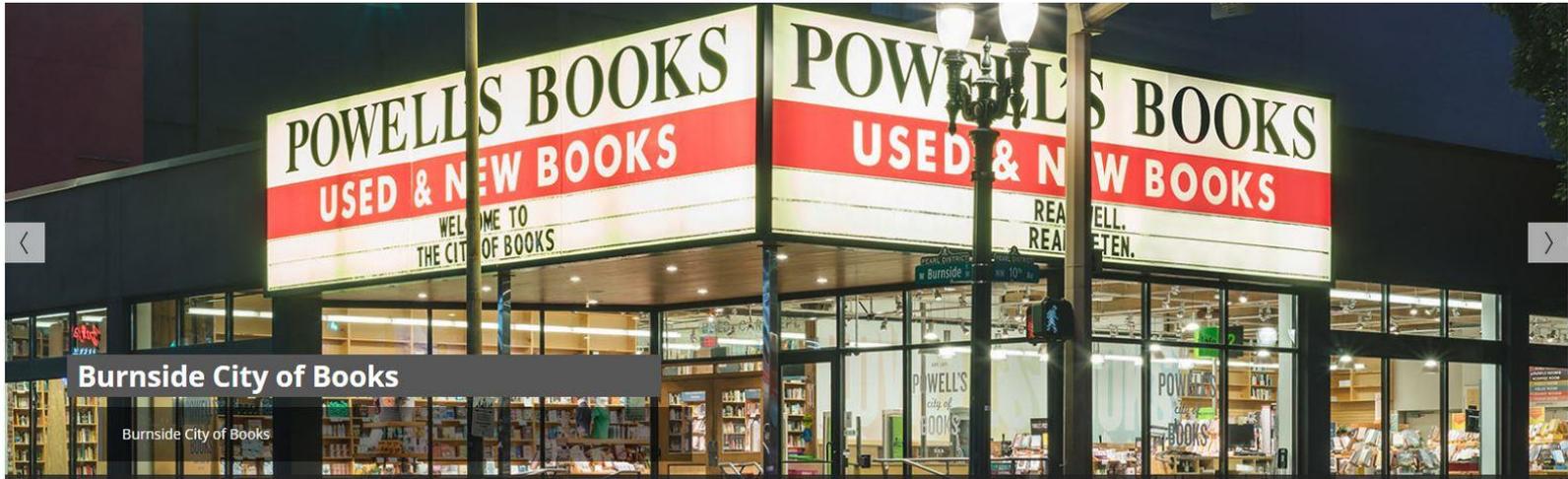


Admin User™



Home Dashboard Record of Learning Team Reports Find Learning Categories

Search courses





Manage courses



▶ **Business Talk Series (5)**

▶ **Career Development (3)**

▶ **Customer Service (2)**

▶ **LinkedIn Learning Courses (7)**

▶ **Management Training (12)**

▶ **Merchandising (1)**

▶ **Miscellaneous (5)**

▶ **Powell's Harassment Prevention Courses (2)**

▶ **Safety & Security (15)**

▶ **eThink test (1)**

Add a new course

# Mission Statement

# eThink

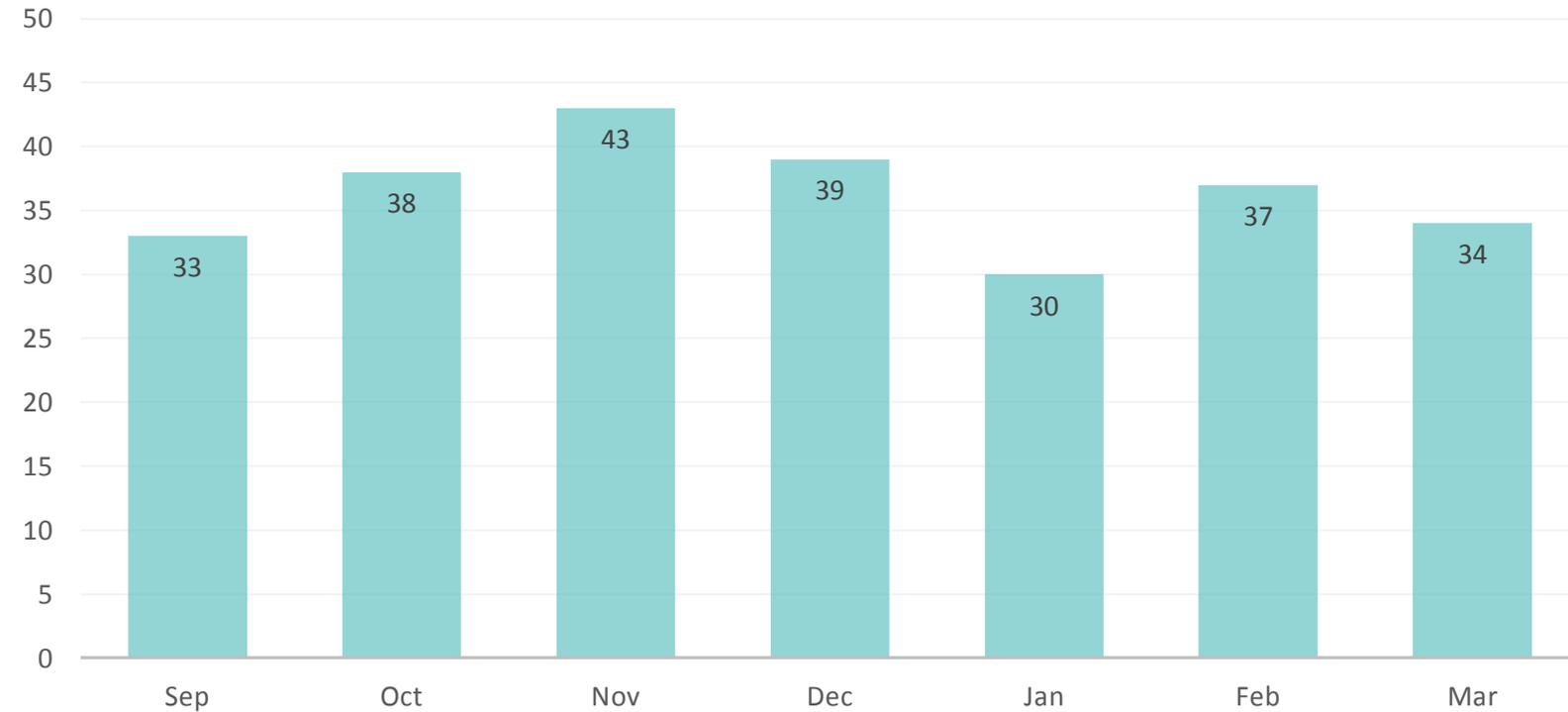


To empower organizations to  
maximize their learning  
initiatives

#eThinkLove

# First response time

Average minutes in business hours



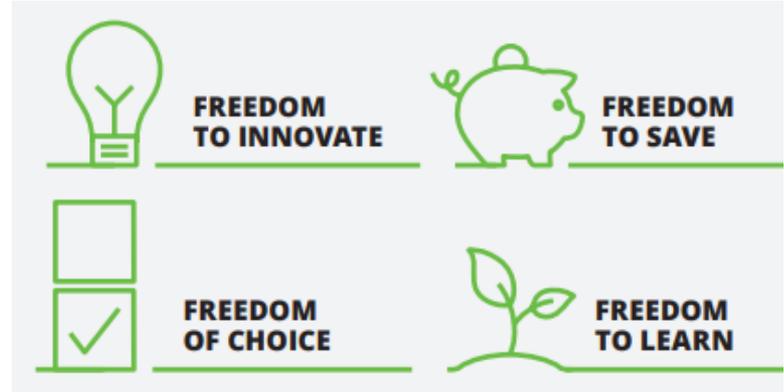
eThink



**PLATINUM  
PARTNER**



- Designed on top of Moodle specifically for the workplace
- Key differentiators
- 11 million users
- 1,500 organizations





guaranteed **Rate**®



**unitar**

United Nations Institute for Training and Research



**Peace  
Corps**



vistaprint®

**eThink**



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**99% client retention rate**

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**11 years of business**

# #eThinkLove

"I can't imagine diving into Totara without having eThink as a partner. With your help I feel like we're truly using the LMS to its fullest potential, which in turn means we're getting our money's worth from the system."

"What is clear to me is that the eThink employees is what people are buying. Their knowledge, skills, experience is what makes eThink unique. And that is something you all should be proud of."

"Thanks for your stepping in to help. You guys rock. I love the support eThink gives us, amazing."

"Knowing you guys are there, there's just so much I don't have to stress about."

"You guys are awesome...seriously not kidding I've never learned a system so fast."

"Thank you, Sir Daniel, great knight of eThink."

**[twitter.com/ethinkeducation](https://twitter.com/ethinkeducation)**

# Let's Grab Coffee!

ONLINE  
LEARNING 2019 

I4PL  
2019 

**FUTURE  
READY**  
OCT 8-10, 2019  
SHERATON CENTRE TORONTO HOTEL

**EDUCAUSE**  
ANNUAL CONFERENCE 2019  
October 14-17 • Chicago, IL

**DEVLEARN**<sup>SM</sup>

October 23 - 25, 2019 • Las Vegas, NV

**oeb**  
Shaping the future  
of learning

incorporating  
**learning  
technologies  
germany**

**atd2020** **LEARNING  
NEVER  
PEAKS**  
International Conference & Exposition  
May 17-20 | Denver, CO

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# JOIN US AT DEVLEARN AND ATD

## October 23 – 25, 2019

If you're going to DEVLEARN this month, make sure you stop by the Totara village **#628** and say hello



## May 17 – 20, 2020

If you're going to ATD in Denver next year, come visit the Totara and eThink teams at booth **#731**

**atd2020** LEARNING  
NEVER  
PEAKS  
International Conference & Exposition

THANK YOU

