



Case Studies in Success

Challenges

- An aggressive acquisition strategy led to the addition of multiple data centers both in the US and Europe, each center's employees having varying levels of knowledge and skills.
- The increase in the number of various project deadlines required the training be delivered in a more versatile and flexible manner in order to accommodate deadline schedules.
- Travel budget limitations restricted access to training for international employees.
- Increased training needs caused an increase in administration and logistics costs.

Background

Founded in 1869, this corporation has established itself as one of the largest global financial services in existence. Their industry focus has been to provide corporate services that entail investment management, securities lending, fund administration, treasury management, and banking services as well as individual mutual fund and wealth management services, among others.

In the past twenty years of business, they have experienced numerous mergers and acquisitions often as frequently as one each year

This rapid growth has resulted in holdings of almost \$6 trillion in assets. Additionally, this company now has offices throughout the United States, Canada, Europe, and the United Kingdom.

For a typical 5-day course, the cost to send 10 students to public training vs. the cost of holding one class for all 10 students at once:

10 public class seats: **\$22,950**

1 private class for 10 students: **\$12,950**

Savings: **\$10,000**

However, despite the swiftness with which they have expanded, strict ethical standards and a devotion to exceeding clients' expectations have been resolute.



BATKY-HOWELL TRAINING™

EDUCATING PROFESSIONAL SOFTWARE DEVELOPERS™

Solutions

1. Provide the corporation's IT professionals with an option for Virtual Delivery of classes, thereby eliminating the cost of travel from the corporation's budgetary concerns. Students in all of the data centers, around the world, receive the same high-quality training — all at the same time.
2. Offer the option of delivering classes in a flexible half-day schedule so that students don't have to be pulled from projects in order to get the training they need to finish those projects on time and on budget.



3. Finally, provide the flexibility of online learning and varied schedules, while maintaining the quality, hands-on, instructor-led classes that Batky-Howell does so well.

Results

- The company is now able to provide training classes to larger groups of students, thus lowering the cost of training per student.
- New skills are now being acquired by the company's IT staff while time-sensitive projects continue to advance.
- Students from all across the U.S., Europe, and Asia now receive the benefit of consistent, high-quality courses at the same time, from the same source.
- Fewer, larger classes and flexible delivery schedules mean that classes are now easier to administer. There is no need to book travel or cover for someone that is out of the office taking a class at an inconvenient time or location.