



How to Buy an LMS for a Compliance-Driven Business

PART 1: Identifying the Problem



Includes Must-Ask Questions when buying an LMS. PLUS an offer you can't refuse. See Page 10.





Unlike other ebooks, this one comes with rules! We know compliance.

This download is just the start of your journey with Kallidus. So it's important to know how to use us best.

We chose you. We want to work with high-consequence businesses because we know how important it is to get it right and we know how.

We have values that matter. Integrity, collaboration and curiosity are our values. If these values matter to you, then we'll work well together.

We know your job isn't easy. We have taken a comprehensive look at how companies buy an LMS and we've done the research and business case for you. But we need you to tell us some specifics so that we can provide you exactly what you need to take things to the next step.

Ready to get started?

Part 1 of *How to Buy an LMS for a Compliance-Driven Business* focuses on the challenges you face.

We'll get through this together but in order to solve the problem, we need to identify it. If at any time, it feels too much like a horror story than a how-to guide, come back to this page and click the icon to the right and we'll step into help.



What's Your Pain, Jane?

Jane Kelly is the Director of Talent Development for a Manufacturing company in California. Her first priority is to keep her workforce compliant. But leadership is challenging her to develop and implement learning programs to help employees acquire skills that will enable the company to compete in a hotbed for innovation. She is competing with top companies such as Tesla, Raytheon, Northrop Grumman, and General Atomics.

Jane and her team are held accountable for the people metrics for the company, including retention rates, compliance and completion rates, engagement and satisfaction rates, and skill or workforce analytics metrics including diversity and inclusion.

As a leader in a high consequence business, Jane is critical to the success of the company. **Are you feeling Jane's pain?**



Let's Break it Down

Leaders in high-consequence industries often face several pain points and challenges, such as:

Ensuring compliance with regulatory requirements. This is a common pain point for leaders in high-consequence industries as they are subject to strict regulations and non-compliance can lead to serious consequences such as fines, penalties, and legal action.

Providing proper training to staff. This can be a challenge for leaders in high-consequence industries, as staff members must be adequately trained to perform their duties safely and effectively.

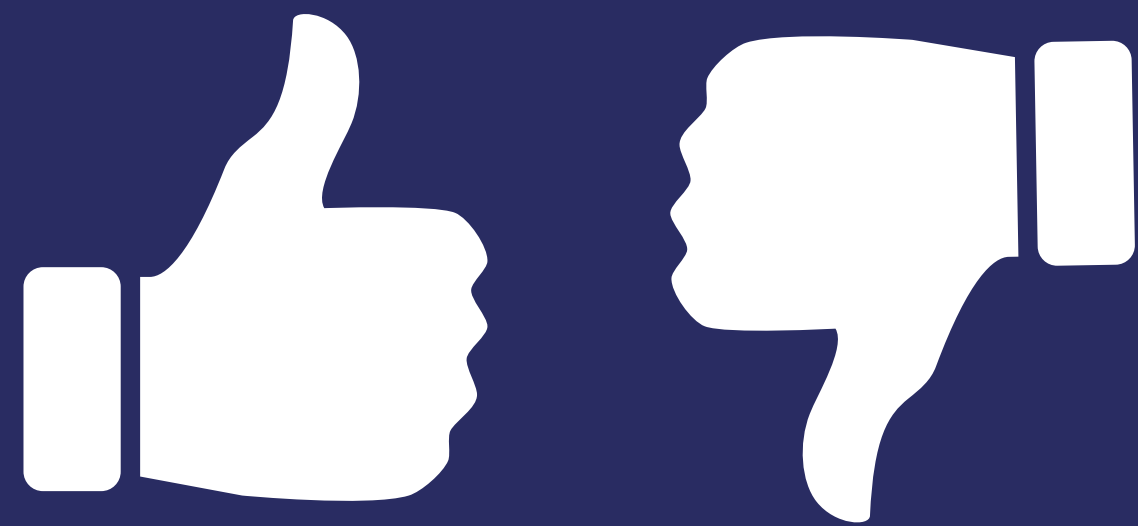
Maintaining accurate records of training and performance. This is critical in high-consequence industries, as accurate records demonstrate compliance with regulations and help organizations identify areas for improvement.

Managing vendor and contractor compliance. High-consequence industries often rely on contractors and vendors to perform critical tasks. Ensuring their compliance is also important.

More still...

Managing high-risk operations. High-consequence industries often have to manage operations that are dangerous or have high potential for harm and they need to be prepared to handle any emergency that could occur.

Risk Mitigation. High-consequence industries often have to manage operations that are high-risk and need to mitigate any potential harm to the personnel or the environment.



Are you feeling any of these pain points? Yes or No?
Kallidus has solutions designed for your unique challenges.



So how can an LMS help?

An LMS, or Learning Management System, can help leaders, like you, in high-consequence industries solve the challenges you face. But just having an LMS won't solve the problem. Knowing how to choose and use the LMS will:

- Automate compliance processes
- Centralize access to training materials
- Track and report training progress

PRO TIP: The best Learning Management Systems will ensure compliance and help your company and people grow, succeed, and innovate. **Choose Kallidus.**



First thing's first.

You need to have answers to some key questions.

Top 10 Questions To Ask Your LMS Provider

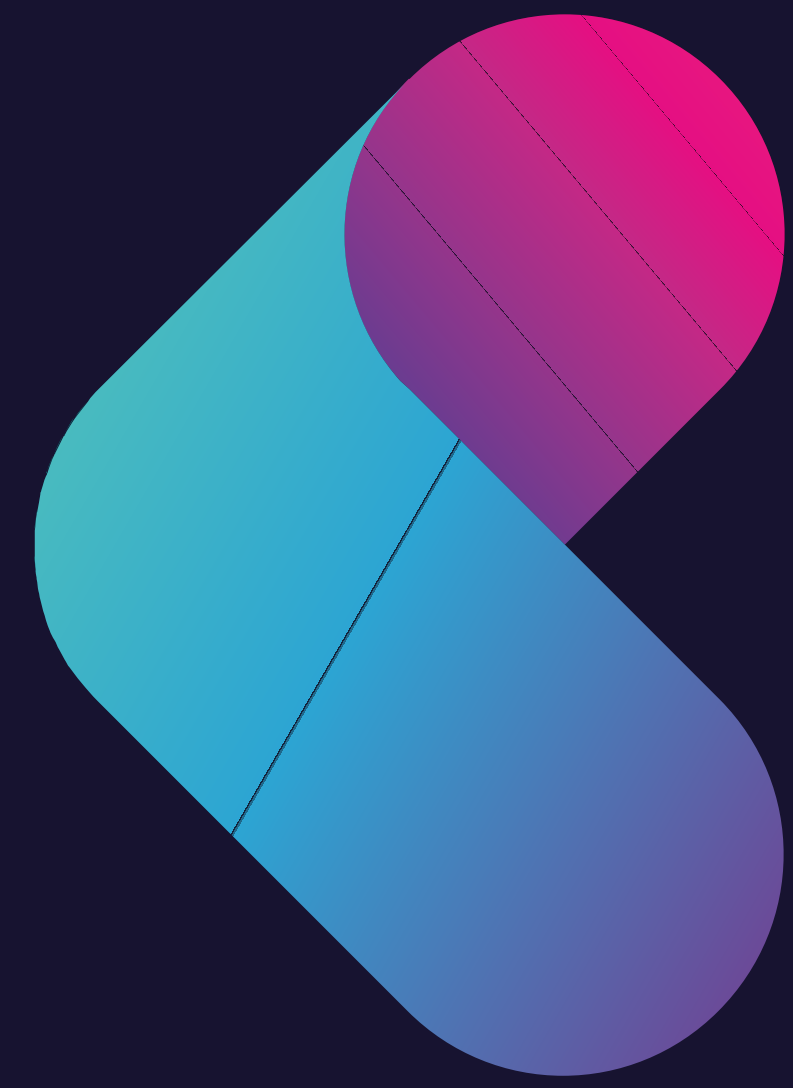
1. How does the LMS handle data security and compliance with regulations such as HIPAA or GDPR?
2. Can the LMS handle large numbers of users and handle high traffic?
3. Is the LMS easily customizable to meet the specific needs of the business?
4. Does the LMS integrate with other systems and tools used by the business?
5. How does the LMS handle tracking and reporting on training progress and completion?
6. Does the LMS provider offer support and maintenance services?
7. Does the LMS provider have experience and references in the High-Consequence industry?
8. Does the LMS support mobile-learning and offline access?
9. How does the LMS handle version control and updates?
10. What is the pricing and licensing model?



Let us get the answers for you.

We've already done the competitive research. That's how we can tell you we are the best. But let us prove it.

1. **Email NAM-sales@kallidus.com with the subject line: I'm ready**
2. **Let us book some time with you to get your specifics.**
3. **Give our team 24 hours to provide you with success measures and customized next steps.**



Kallidus

It's just how we work.



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