



## Fast, low-cost e-learning solution wins IBM Lotus 'Best Lotus Workplace Collaborative Learning Solution' award

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**QuicktoLearn and IT Migrate, on-demand, low cost e-learning solutions that can be deployed as a fully customised portal in less than a week, have won one of IBM Lotus's coveted Awards – for Best Lotus Workplace Collaborative Learning Solution'.**

Despite the 'availability' of e-learning as a medium, many organisations find that obtaining an e-learning solution is still far slower and more expensive than it could be.

For example, many major e-learning companies typically still don't let customers buy courses instantly on line, but point enquiries to a sales person.

This is a major frustration for many companies, but is especially true for IT departments who are rolling out new desktops or PC applications and would like to use e-learning to cut training costs and timescales, but find that organising an e-learning solution is far more time-consuming and costly than they expected.

In contrast, QuicktoLearn provides real on-demand e-learning solutions - at a low cost. At one end of the scale, single and multiple courses can be bought instantly, from a catalogue of almost 2000 courses. At the other end of the scale, for those organisations that wish to have their own Web-based e-learning portal (complete with a library of courses) a dedicated solution can be deployed in less than a week.

Customers can be individuals, SMEs, corporate organisations, or even training companies wishing to establish their own on-line e-learning business.

QuicktoLearn has been created by a partnership of two leading e-learning organisations: Corporate Learning Systems (in Australia) and Transition Associates (in the UK). The two companies have worked together for around five years, bound by highly compatible cultures, business ethics, goals and the commitment to deliver e-learning solutions based on IBM/Lotus technologies.

Alex Moulder, managing director of Corporate Learning Systems, believes that QuicktoLearn is one of the most cost-effective e-learning portal solutions available today. "We created QuicktoLearn in response to the market. Organisations told us that they wanted e-learning fast, at low cost and delivered via their own branded portal. That's what we produced. Winning this Award, against tough competition, really underlines the relevance and quality of QuicktoLearn as a world-leading e-learning solution."

It's this immediacy of deployment, and low cost per user, that also inspired Corporate Learning Systems and Transition to develop another product, based on QuicktoLearn technologies: IT Migrate. IT Migrate is aimed at organisations which are implementing new technology or software and want to train a dozen, hundreds or thousands of users in the fastest and most cost-effective way. Says Moulder: "IT training has become neglected, because the cost of using classroom courses is too high and cannot be justified for 'upgrade' training. E-learning might seem to be the ideal solution, but most current e-learning falls short - because courses cost too much, are too long, and take too much effort to deploy. IT Migrate uses short, focused tutorials, delivering exactly the learning which is required - no more and no less. The average tutorial length is two hours and the average learning session just five minutes."



Moulder is enthusiastic about the benefits of QuicktoLearn and IT Migrate: “E-learning costs and deployment timescales are substantially reduced - by up to 90%. Solutions can be deployed within days. The need for capital investment is eliminated. We operate on a contract basis – and these contracts have a one-month termination period. We make e-learning like a telephone service, or other utility: there when you need it. When you don't need it, you turn it off, and the costs disappear.”

QuicktoLearn's customers include Jobnetwork, learning portal for Australia's unemployed. Jobnetwork is available to all of Australia's 1.2 million unemployed people, via the network of 1200 Job Agencies. JobNetwork was developed and deployed in less than two weeks!

IT Migrate, the IT training version of QuicktoLearn, is targeted at those organisations, which are either implementing new technology or upgrading current technology. Costs are low (from \$37 AUD /£15 GBP / \$ 28 USD - and this reduces significantly with volume). Organisations can take a single course for a few users or multiple courses for thousands of users. Bespoke portals can be established within a few days; these can be hosted or deployed on the clients' own sites.

Moulder believes that the main channel to market for IT Migrate is via software resellers: “It can be sold just like a software product, on a 'packaged' per-seat basis. For example, where a software reseller is selling 6000 IBM Lotus Notes 6.5 seats, this is an easy add-on sale.”

Successful IT Migrate deployments include Corus Steel (500 seats), Niro (2,500 seats), United Kingdom Atomic Energy Authority (50 seats) and Moog (10,000 seats).

“It's always thrilling to receive awards,” says Moulder, “and this one is no exception. It's fantastic to have QuicktoLearn and IT Migrate recognised in this way by IBM Lotus.”

## About Corporate Learning Systems

Corporate Learning Systems is an Australian company specialising in IBM and related e-learning solutions. Corporate Learning Systems offers high-value e-Learning expertise built up over nearly a decade of providing e-learning solutions to a wide variety of organisations, both hosted and in-house. The company is a member of the IBM Business Partner e-Learning Advisory Council and is one of only 3 recognised e-learning hosting partners in the world.

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## About Transition Associates

Transition provides award-winning e-learning products, services and solutions for all sizes of organisation. From easy-to-use e-learning authoring tools like Trivantis's Lectora, powerful e-learning and collaboration technologies from IBM, instantly available courses from QuicktoLearn - right through to complete custom-developed e-learning programmes, Transition can help. Working with best of breed partners such as IBM, BT and Trivantis, Transition delivers great e-learning which gets results.

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