



# Origin Fractal LXP Simplifies Vendor Training for a Global Healthcare Leader



#### Company:

A leading global healthcare Fortune 100 conglomerate dealing in medical technology.



#### Employees

≈54,000



#### Revenue

\$20 billion (2019)



#### Objective

The client needed a platform to train vendors, channel partners, customers, and end-users. The platform needed to offer in-depth learner analytics and detailed reporting dashboards.



#### Impact

Origin Fractal LXP worked as an ideal solution to deploy extended enterprise training. As a cloud-based platform, it offered easy scale-up without any requirement for server maintenance or considerable resource allocation.



#### Solution

Origin Learning proposed deployment of its proprietary Learning Experience Platform Fractal. Fractal LXP's customizable learning paths, rapid deployment, and white labeling capability made it the perfect solution.

## Introduction

Training channel partners and vendors is a crucial challenge for large organizations. It may not be possible to grant access to the corporate LMS for these individuals of the network. However, adequate training is necessary to hit sales targets and keep product adoption high. Vendors, in turn, require a platform to train product-buyers with ease.

## The Challenge

One of our clients, a leading global healthcare Fortune 100 company, faced this challenge. **Despite having a lot of training content on their corporate LMS, they lacked a system to train their vendors, channel partners, customers, and end-users.** Firewall restrictions and corporate IT policies dictated that these vendors could not access the corporate LMS.

It became evident that a readymade solution with easy deployment, minimum maintenance, and administration is necessary to provide access to a remote workforce and extended enterprise. The client also wanted the platform to offer detailed learner analytics and insightful reporting dashboards.

## The Solution

The technical team at Origin Learning studied the business requirements provided by the client and proposed the deployment of its proprietary Learning Experience Platform Fractal. **Fractal LXP's customizable learning paths feature, rapid deployment (in as little as 48 hours) and white labeling capability made it the perfect solution for this project.** Once the client approved the project, the intensive task of transferring all the learning content from the client's existing LMS to Origin Fractal LXP began. It involved intensive testing across devices and operating systems to ensure that the courses worked as intended. Fractal LXP was customized and deployed in compliance with the client's branding guidelines. Every vendor could add new users to the platform and track course completion. This tracking and completion feature ensured that the employees of the vendor could be trained and certified on the client's products and processes.

## The Result

The result was a win-win situation for both the client and the vendors. The system allowed both to scale up their training base without a large investment in setting up a parallel infrastructure.

Origin Fractal LXP works as an ideal solution to deploy extended enterprise training as well as regular employee training within the workplace. Since Fractal LXP is a cloud-based platform, there is no need for expensive server-maintenance or considerable resource allocation. Fractal LXP has been designed with a mobile-first philosophy and provides learners easy access to learning content via their smartphones or tablet devices on Android and iOS.

Get in touch with us at [info@originlearning.com](mailto:info@originlearning.com) to learn how Origin Fractal LXP can help tackle your Learning and Development challenges.