

Customized Corporate Training Ignites High-Octane Savings

Abreon's tailored education solution included trainer certification through an internal train-the-trainer program, user certification requiring all users to complete two certification reviews and a peer-to-peer review to help users become familiar with certain online purchasing features.

This chemical company, which produces motor oil, is a Fortune 500 diversified chemical company with sales of \$9.3 billion. The company operates throughout the United States and in more than 120 countries around the world.

The Challenge

The company sought a training partner that would develop a customized education solution to increase corporate utilization related to their SAP implementation. Two years after making a significant investment in SAP, the company determined that in order to fully realize a return on investment, the company would need to educate corporate users on SAP. More specifically, end users needed training on the business processes involved in using SAP for their online purchasing needs. The chemical company sought a partner to develop an effective customized SAP education solution focused on purchasing processes for approximately 1,200 users as well as advanced-level education, including reporting for approximately 300 users.

The targeted SAP online purchasing training program increased system utilization from 24 percent to 84 percent and produced cost savings of more than \$500,000.

Our Solution

Abreon deployed a team of experienced consultants to assess the company's business processes. From the conducted analysis, we developed customized training for the catalog interface, purchasing, and general financial information modules.

During the following three months, instructor-led classroom training was delivered at six regional training locations nationwide. In order to optimize SAP utilization, all users who completed training were contacted via a follow-up phone call during which a trainer walked them through the process of logging on to the system and offered tips and tricks for using the online purchasing tool. This follow-up proved critical for measuring utilization and reinforcing and clarifying concepts delivered in training.

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The Results

By researching and documenting the company's business processes, Abreon was able to deliver a unique training program tailored to meet the specific needs of the chemical company. Follow-up activities and education delivery reviews ensured that the 1,200 users were able to effectively utilize the knowledge gained in the workplace. The targeted SAP online purchasing training program increased system utilization from 24 percent to 84 percent and produced cost savings of more than \$500,000.

For more information regarding corporate training offered by Abreon, Inc., call us at 1.800.338.5185 .



More about Abreon

With over 30 years of experience implementing change for the Fortune 5000, Abreon transforms organizations by empowering their people to embrace the benefits of change. Our people-centric approach employs customized strategies that align, engage and educate people as they navigate change to produce measurable results. With more than 250 credentialed consultants, Abreon has the experience, talent and change agents to move your people forward.



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