



### Why use an eLearning consultant for your eLearning project?

Despite the almost ridiculously easy benefits offered by eLearning, many companies still end up investing large amounts of capital in eLearning infrastructure and content, without reaping the intended rewards.

#### **Common problems or difficulties experienced in the eLearning industry:**

- Many companies over-invest in eLearning infrastructure because they do not understand their requirements in relation to what is being offered by suppliers.
- Companies over-scope their eLearning initiatives because they do not understand what it takes to make eLearning really work.
- Many companies have to re-invest in eLearning infrastructure after ill-researched infrastructure sourcing processes.
- Companies end up with eLearning infrastructure that is not integrated with other Training or Human Resource information systems, resulting in sustainability problems and unrealistic maintenance overheads.
- Companies end up with eLearning technology that works perfectly, but is not being used.
- One-sided focus on eLearning projects are resulting in numerous failures world wide.
- There is no commonly accepted terminology to classify the different eLearning technologies. What one supplier calls a LMS (Learning Management System), is significantly different from what the next one offers
- Industry content standards (e.g. AICC and SCORM) are causing confusion that results in money wasted or inefficiencies in re-usability of content.
- Many believe eLearning is about delivering online training, but that is only one small component of a wide range of business benefits online learning technology can offer.
- Common perceptions or expectations of the value of eLearning are often inaccurate, resulting in stakeholder concerns or even withdrawal.

#### **What a professional eLearning consultant can do for you:**

- Provide access to global best practices.
- Clarify the confusion regarding the large variety of products available on the market.
- Ensure investments that meet short, medium and long term requirements, **when** they are required.
- Ensure integration of technology with other functional systems, as well as with corporate information technology infrastructure environments.
- Ensure implementation success through a **holistic** approach, focusing not only on technology, but also on processes, people and content.
- Ensure alignment of eLearning to business strategy and focus areas.
- Ensure professional change management and stakeholder engagement.
- Provide peace of mind.
- Mitigate the many risks associated with an initiative of this nature.

**Kalleo:** We make learning happen **quicker, simpler, more cost-effective and business relevant!**