



# Polycom® Solutions for Corporate Training

Efficiently and effectively extending the walls of the classroom through collaborative solutions

## Benefits

- Extended Training Reach
- Reduced Training Time/Costs
- On Demand Training
- Increased Interaction and Interest
- Access to Subject Experts

## Key Business Processes/Workflows

- Corporate Communications
- Distance Learning
- Fiscal Planning
- Interview/Recruitment
- Project Mgt./Event Planning
- Relationship Management
- Training
- Vendor/Supplier Management

Training can often affect the success or failure of an organization. The most successful companies are those that invest in their employees – helping them to improve their skills and succeed in their jobs. In fact, a recent study indicated that of 500 public companies researched, the half that invested more in training outperformed the S&P 500 average return by more than 45 percent. The half that did not invest in their staff's professional development underperformed the market by 22 percent.

However, corporate training departments are faced with shrinking budgets and resource limitations. On-site training is often costly, time-consuming and resource-intensive. And, computer-based, self-paced courses don't provide the interaction required to maintain interest.

Corporate training departments need a solution that increases training effectiveness, yet minimizes the impact on financial and physical resources. Polycom collaboration solutions are the answer.

Key metrics and the associated Polycom benefits for corporate training include:

### Training Effectiveness

With video and other Polycom collaboration solutions, students receive interactive and visual training similar to on-site instruction. Trainers can visually explain concepts versus the alternative of students slogging through self-paced online courses or slide presentations. Training can also be provided more often and can easily be recorded and viewed at a later date or archived for new hires.

### Training Reach

Extend your geographical reach with Polycom collaboration solutions. Training can be given to remote students whether in regional training sites, customer locations, at home, the office, in class, in a coffee shop, in a hotel or virtually anywhere. Our collaborative solutions enable people to share ideas easily and intuitively – no matter where they are located.

### Student/Teacher Ratios

Using Polycom collaboration solutions, large and infrequent on-site training courses can be replaced with smaller, more personable, on-going training sessions. More training can take place, more research projects can be undertaken, and more experts can exchange information – in a forum that is one to one or one to many.

### Training Resource Limitations

Polycom collaboration solutions are on demand. Experts and salespeople, for example, no longer have to fly or take several days of valuable time out of their busy schedules to provide or receive training. The extensive planning and coordination required for on-site courses can be reduced significantly. And, the time and travel associated with training can be minimized greatly.



TOGETHER, GREAT THINGS HAPPEN.

VideoVoiceDataWeb

## A Day in the Life of a Corporate Trainer



### Morning Team Meeting

Regular team meetings allow time to review, reflect and revise. With Polycom voice and video solutions, staff meetings take on a new dimension. Conferences can include colleagues, other institutions, or corporate entities. Potential trainers can be interviewed. New courseware evaluated. And the bonus – with collaboration, time, costs and resource requirements are minimized.



### Content Creation

Polycom solutions allow departments, personnel and outsourced partners to collaborate and create content in real-time instead of relying on email or other time-consuming communications. What's more, instead of paper-based handouts or other presentation material, actual recordings of training courses can be stored and retrieved for playback at later dates.



### External Trainer Interview

Time and costs associated with travel to an on-site location for interviews or in-person instruction is reduced significantly with Polycom. Travel related issues such as visas, airline delays, security/ safety concerns can be alleviated and work/life balance is improved.



### Resource Management

Key resources that can't attend meetings in-person can participate remotely via HD video or audio. An hour or two out of a busy schedule, instead of costly, time-consuming travel, results in higher productivity. Schedule coordination is easier without the worry of hotel/ room reservations, airline flights or resource availability.



### Training

Organizing a training class often requires several steps that can result in a time-consuming, resource-intensive and high-cost planning. From material preparation and schedule coordination through class implementation, Polycom collaboration solutions provide a more streamlined process for developing and implementing the most effective training classes possible.

For more information on Polycom enterprise solutions, contact us at [enterprise.solutions@polycom.com](mailto:enterprise.solutions@polycom.com).

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