SCALITY

"A platform that I never have to update, tinker with, or worry about at all was vital to us. At a startup, our most precious resource is time."

SCALITY SCALES THEIR TRAINING PROGRAM WITH ACCREDIBLE

SUMMARY

Scality's small Strategic Alliances team was being bogged down by the logistics of issuing paper certificates while trying to focus on growing their training programs. The 30-day lag time between course completion and receiving your certificate was not conveying the professionalism of their high-stakes professional training. In just one afternoon, Scality was set up issuing digital credentials to their trainees, which have become very popular with their training partners, and most importantly, has their process "running on auto-pilot".

CHALLENGES

Scality's Strategic Alliances team provides training to ensure that their technology partners can deliver and sell their software product - and it needs to appear professional and worthwhile to command respect from their enterprise-level partners (Cisco, HPE, Dell). These programs have largely been delivered in person, but are increasingly being offered online in order to reach a wider audience. Growing Scality's business hinges on their ability to effectively deliver this training, so their attention has focused on scaling their training programs. At the time of creating their online program, the team consisted of just two people, who were responsible for enabling the training of literally thousands of individuals all around the world. Chris Moberly, Scality's Senior Technical Lead in charge of their certification program was finding issuing credentials after a completed training program was particularly chaotic: "I actually hand-folded shipping packages for each, bubble-wrap and all, after engaging our marketing team to hand-write details on each certificate." There was just no way

⊟ Accredible

to scale their process with the growth of their online training program without introducing technology and automation. Scality needed to decrease the time and cost of issuing credentials, while promoting their growing online programs, and importantly, providing the professional, polished learning experience expected from their top-tier partners. There was no way they could both offer that polished experience and continue to ship paper certificates at the scale they were growing into.

HOW ACCREDIBLE HELPED

Accredible's integration with Moodle learning platform was a huge boon to Scality's learning program. Since all of their training material was set up on the Moodle platform, the existing integration meant that Scality had to do next to no work to start automatically issuing digital credentials to trainees who had completed their program. In less than an hour, Scality was set up to issue digital credentials through Accredible. To put the icing on the cake, their professional graphic designer created a branded certificate template to convey the professionalism and care of Scality's training program. Issuing credentials automatically through their learning management system meant that many hours a week were being saved by the directors of the training program, freeing them from performing repetitive tasks to focus instead on growing the program. No longer did their CEO need to sign all of these pieces of paper; no longer was there a need for hand-folded shipping packages or a risk of getting tangled in bubble wrap.

RESULTS

The reduction in labor time has been key for Scality - without a solution that could drastically cut the time spent printing and packaging credentials, they "would have literally stopped issuing certificates". A credential used to take roughly 30 days to reach a trainee - including printing, signing, packaging, shipping. Now, it happens automatically. Their online training program alone has scaled from roughly 300 students to 1200 students in the period using Accredible, with no additional workload needed for their certificate issuance. The most important thing for Scality is that they no longer need to spend time thinking about this part of the process:

"Making that experience professional and rewarding has made a huge impact in our ability to scale our business."

"Accredible allows me to focus on projects that accelerate our revenue, while it just ticks along in the background making us look great to our partners."
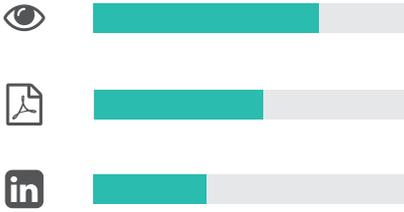
72% of Scality's certificate recipients are engaging with their Accredible credentials in some way - sharing, printing, adding to their LinkedIn profiles.

Engagement with the partner community has increased after adopting Accredible: Scality now receives specific requests from their partners asking when their digital credential will come. They've seen their colleagues posting them online and want one for themselves, as well. They've even received feedback from their trainees that using the Accredible credentials has given them an edge when pursuing their next career opportunities.

CONCLUSION

Accredible enabled Scality to implement a digital credentialing solution that not only automated a cumbersome manual issuing process, but allowed them to come across professionally and live up to the high standards their students were accustomed to.

Yes Scality saved money by adopting digital credentials, but more importantly, the training team were able to re-focus their time and energy on projects that accelerated their revenue instead of printing and mailing certificates.

Contact Accredible today to see how we can help your organization implement a secure and streamlined digital certificate or badging solution.

Accredible