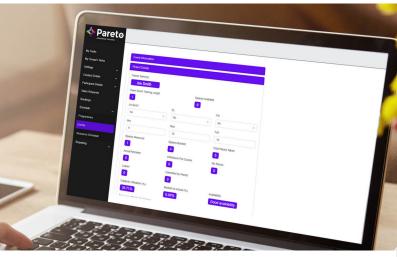# Training Management System

Pareto

Transforming the operations of a global training provider

The Customer

Pareto, is a management training powerhouse with over 250 professionals across the UK and US. Established in 1996, Pareto recognised a unique market opportunity, focusing on building a vibrant and effective sales workforce.

Committed to empowering people and businesses globally, Pareto has become synonymous with excellence in assessing, placing, and training salespeople.

Pareto's mission is clear: to unlock potential and facilitate success for individuals and businesses alike.

Their Pain

Pareto manages dozens of training courses across the UK and US every week and that comes with a huge operational overhead.

Their existing processes relied heavily on Google Sheets, emails, and template documents, causing inefficiencies and operational vulnerabilities whenever key personnel were unavailable.

As part of their digital transformation initiative, they identified a need for a customised Training Management System.
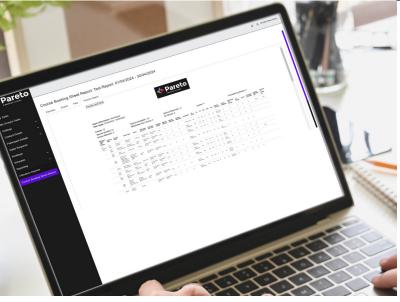
After carrying out a cost-benefit analysis of the training software market , Blue Wren's Flight platform was chosen as the best fit.

Our Solution

The new software streamlined sales team requests, facilitated the building of customised training programmes for graduates and delegates utilising training credits, and effectively managed open courses.

It enabled the assignment of trainers based on availability and expertise, across various geographical locations and time zones. Moreover, the software provided key management reporting capabilities, focusing on optimising trainer utilization for enhanced operational efficiencies. With an open API, future integration with the broader sales function and Learning Management System was seamlessly enabled.

blue wren

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Key Features

Sales process from initial request through to booking

Course management including open and bespoke programmes

Comprehensive course scheduling allocating trainers, venues & resources

Customised reporting including trainer utilization and course booking information

Booking management, allocating training credits tracking delegates and graduates

Automated notifications and task management to streamline operational activities

Open API layer with full documentation ready for integration with other 3rd party systems

Impact

"Pareto's decision to implement Blue Wren's Flight platform has been a game-changer for our operations. With dozens of training courses weekly across the UK and US, our reliance on manual processes like Google Sheets and emails was a huge operational overhead.

Blue Wren's solution streamlined everything from sales requests to course scheduling, reducing inefficiencies and vulnerabilities. The software's key features, like custom reporting and automated notifications, have optimised our workflow and enhanced operational efficiencies. It's a practical solution that perfectly aligns with our digital transformation goals."

Nadine Porciuncula
Client Services Manager

Pareto
A Randstad company

Want to know more about our Training Management Systems?

Get in touch or book a free demo

Call: **01772 920 777**   Email: **hello@bluewren.co.uk**

blue wren

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