Global Financial Services Firm Sought
Global Professional Development Partner

CHALLENGE:

This global financial services company (230k+ employees; operating in 140 countries) was seeking a best-in-class supplier for IT training and services.

The firm's training programme consisted of a decentralised vendor ecosystem that generated more than 1,000 independent training requests, executed by well over 100 external vendors. These complexities made it difficult for the firm to consistently and effectively develop a technically capable, business-savvy workforce.

| 80% of training was ad-hoc; not aligned to enterprise strategies | Training often not linked to strategic initiatives | Inconsistent governance of training delivery, quality, and results | Inability to leverage economies of scale | Significant inefficiencies due to countless, and varied vendor processes, and invoicing |

SOLUTION:

Learning Tree was selected as the preferred vendor based on past performance and global training capabilities. Using a managed training supplier model, Learning Tree was able to provide a higher level of customer service, resulting in significant cost savings.

The Learning Tree Solution:

- **A dedicated programme manager** to lead internal operations and 3rd party requests
- **A professional development programme with built-in custom curriculum** for multiple lines of business including the Global Consumer division, Institutional Banking, and the Enterprise Project Management Office
- **We provide a holistic approach –** technology, leadership, business acumen
- **Support global delivery** to employees in over 20 countries

KEY OBJECTIVES

- Reduce aggregate vendor management costs
- Transition to globally-focused, modular-design, virtually-delivered private group professional development
- Professional development incorporates firm-specific requirements

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THE RESULTS:

DIVERSE, GLOBAL & TRUSTED
Learning Partner since 2007

1,500+ PRIVATE GROUP TRAINING EVENTS
Onsite/Virtual

22,000+ EMPLOYEES TRAINED
in Leadership, Management & Technology Competencies

Leadership: Conflict Management; Business Writing & Presentation Skills; Strategic Change; Conflict Resolution; Business Relationship Management; Building High-Performing Teams

Functional: IT and Business Frameworks, Governance, Architecture; Project Management; Business Analysis; Data Modeling & Analysis

Technology: Software Development; Data & Security; Engineering; Networking; Virtualisation; DevOps

End User Productivity: Microsoft Applications; Graphic and Web Design Applications

Key Call-Outs

Global support

Virtual course delivery for globally dispersed teams

Managed learning programme that comes at zero cost to the client

Competencies across IT and leadership

Customised webinars – tied to specific learning programmes
• PM Awareness Week
• Sponsored speaking events

10 Years of a Successful Learning Partnership:

1,950+ Events Delivered

42,000+ Attendees Trained in 20+ Countries
across the NAM, APAC, EMEA & LATAM regions

3.67 (of 4)
Overall Course Grade Average

3.79 (of 4)
Instructor Grade Average

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