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Skillsoft Works with Sprint to Align Learning with Business Goals for Impressive Results

Closing performance gaps results in cost-benefit ratio five times better than classroom training

NASHUA, N.H.--(BUSINESS WIRE)-- Skillsoft today announced continued success with Sprint, whose collaboration with and use of Skillsoft has resulted in measurable talent improvement efforts. Throughout their long-standing relationship, Skillsoft and Sprint have been able to adapt and align targeted learning solutions to the changing business requirements of the world-class telecommunications firm of approximately 36,000 employees. Using elearning analytics platforms to then measure success against industry benchmarks, Sprint was able to realize a cost-benefit ratio with Skillsoft five times better than classroom training and an average annual rate of program improvement more than triple the industry rate of four percent.

Sprint partners with the business unit leaders and the front lines to identify performance gaps. Sprint University then defines solutions to close those gaps. As the University solves for those performance improvement opportunities, Sprint leverages their leading edge portfolio which includes Skillsoft's elearning courses, targeted portals and online books. A priority for Skillsoft's program with Sprint was the measurement of content effectiveness both for aligning and re-aligning program goals over time and for advising stakeholders on content performance. Sprint has received significant ROI from Skillsoft, realizing $90 in benefits for every $1 invested. Sprint recently received a 2014 BEST Award from the American Society for Training & Development (ASTD) for demonstrating enterprise-wide success as a result of employee learning and development.

"Ensuring that learning is both tightly aligned to Sprint's business and continually improving as the workforce evolves is a primary goal at Sprint University," said Jeff Coppley, HRD Manager – Performance Support, Sprint University. "Skillsoft's resources and its approach to elevating talent have made them a key partner in helping us realize our goals and measure the ROI of the program."

Similarly, an evaluation of Skillsoft's content year-over-year revealed a 14 percent average improvement in effectiveness – well above the industry average of four percent – when gauging several aspects of a learning program. Some of the areas measured included:

- How learners are developing new knowledge from the Skillsoft solutions

- How learners are applying skills they developed from the Skillsoft training to their jobs

- How much Skillsoft training improved learner job performance

- How worthwhile the Skillsoft investment was for Sprint

"Skillsoft's work with Sprint over a number of years has clearly proved the theory that 'what gets measured improves,'" said Kieran King, Global Vice President, Loyalty Strategy, Skillsoft. "We're thrilled to see that the learning improvement for Sprint continues to beat the industry norm, and that the program can continually change and adapt to new learning goals while still beating industry standards."

For more information on Skillsoft's learning solutions for Sprint, see the case study here: http://learn.skillsoft.com/Website-CS-Sprint_RegistrationPage.html?srcID=PR

Tweet this: Learning #development programs by @Skillsoft help @Sprint achieve goals and improve performance http://bit.ly/1rmbPO4

About Skillsoft

Skillsoft is a pioneer in the field of learning with a long history of innovation. Skillsoft provides cloud based learning solutions for its customers worldwide, ranging from global enterprises, government, and education to mid-sized and small businesses. Skillsoft's customer support teams draw on a wealth of in-house experience, flexible delivery platforms and a comprehensive learning e-library to develop off-the-shelf and custom learning programs tailored to cost-effectively meet customer needs. Skillsoft's courses, books and videos have been developed by industry leading learning experts to ensure that they maximize business skills, performance, and talent development.

Skillsoft currently serves over 6,000 customers and more than 19,000,000 learners around the world. Skillsoft is on the web at www.Skillsoft.com.

About Sprint

Sprint (NYSE: S) is a communications services company that creates more and better ways to connect its customers to the things they care about most. Sprint served nearly 55 million customers as of March 31, 2014 and is widely recognized for developing, engineering and deploying innovative technologies, including the first wireless 4G service from a national carrier in the United States; leading no-contract brands including Virgin Mobile USA, Boost Mobile, and Assurance Wireless; instant national and international push-to-talk capabilities; and a global Tier 1 Internet backbone. The American Customer Satisfaction Index rated Sprint as the most improved U.S. company in customer satisfaction, across all 43 industries, over the last six years. Sprint has been named to the Dow Jones Sustainability Index (DJSI) North America in 2011, 2012 and 2013. You can learn more and visit Sprint at www.sprint.com or www.facebook.com/sprint and www.twitter.com/sprint.

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