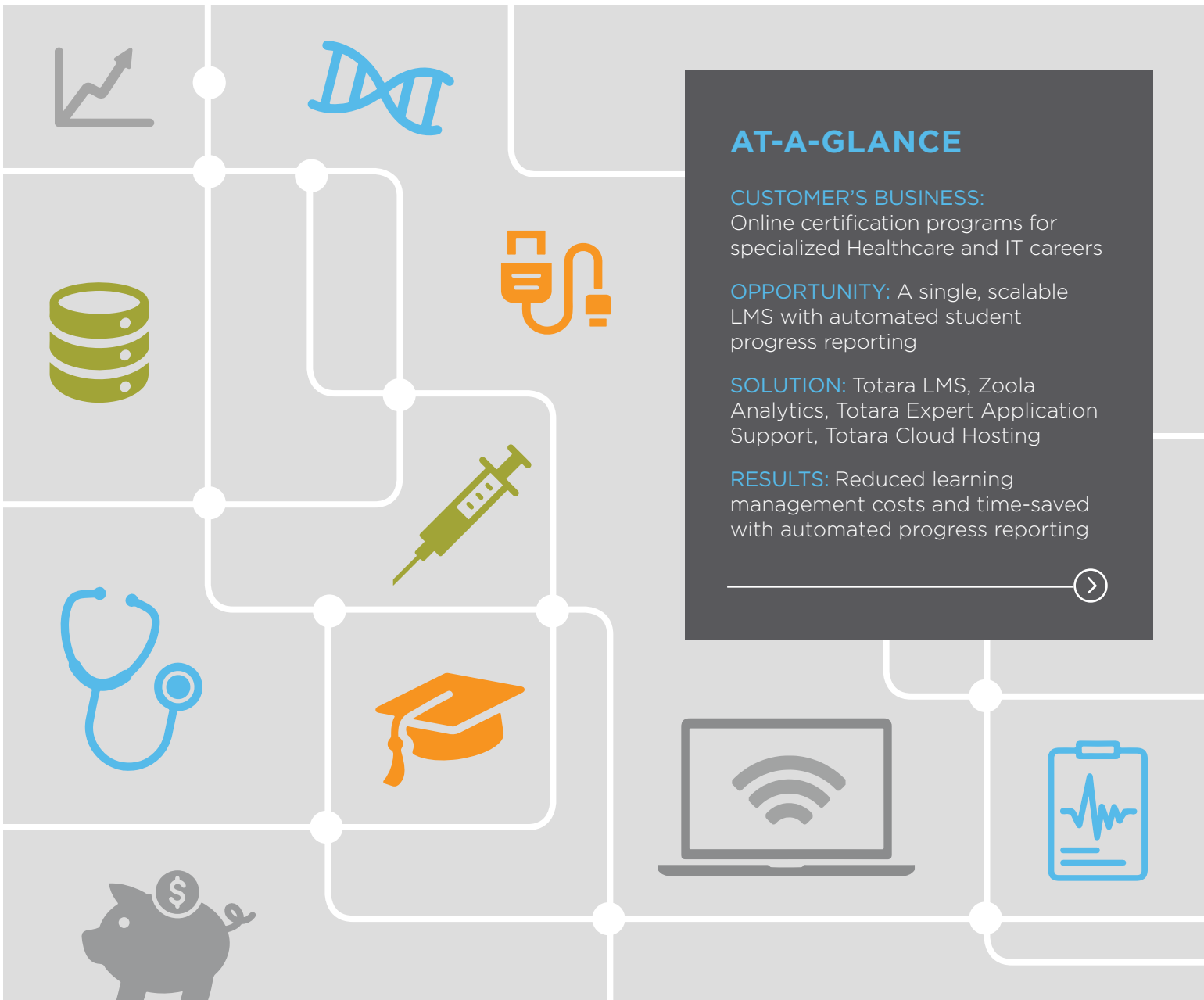


# LAMBDA SOLUTIONS HELPS MEDCERTS REDUCE LEARNING COSTS



## AT-A-GLANCE

### CUSTOMER'S BUSINESS:

Online certification programs for specialized Healthcare and IT careers

### OPPORTUNITY:

A single, scalable LMS with automated student progress reporting

### SOLUTION:

Totara LMS, Zoola Analytics, Totara Expert Application Support, Totara Cloud Hosting

### RESULTS:

Reduced learning management costs and time-saved with automated progress reporting



## ABOUT MEDCERTS

MedCerts is a US-based distance learning institution that provides self-paced certification programs for careers in specialized Healthcare and IT fields. Their user-friendly and comprehensive courses provide video-based training and simulations from world-class instructors. With a mission to prepare the underemployed, unemployed, disabled and dislocated for high-demand jobs, MedCerts successfully certifies over 1000 students annually.

1,000  
STUDENTS



“We had to look really closely at how our new system would be able to grow as we do, and the costs that would be associated with such growth...Totara LMS fit the mold.”

DANA JANSSEN  
MedCerts, COO

## THE CHALLENGE

Prior to unifying their distance learning programs onto a single platform, MedCerts was running off of two distinct programs. One for video postings, and another for course materials such as eBooks, PDF's, and links that branched off to a scheduling system for mentorship bookings. The two platforms were rigid and offered minimal customization. Piled on top of this, a lack of reporting functionality left MedCerts with the time-consuming task of manually pulling together student progress reports.

Recognizing that MedCerts' distance learning programs could be unified into a single, cohesive experience, COO Dana Janssen tasked himself with finding an LMS that would allow MedCerts to offer leading online education.

## THE SOLUTION

Tasked with finding the best LMS solution for MedCerts, Janssen sought a system that was flexible, customizable and scalable. Flexible, so they could organize courses in a way that suited the needs of educators and students. Customizable, so they could configure the LMS with all the functionality they needed. Scalable, so that their learning management costs remain reasonable as they grow.

“One of the things that we had to look really closely at was how the system would be able to grow as we do, and the costs that would be associated with that growth,” expressed MedCerts COO.

### Totara LMS

After much consideration, Janssen and his team selected Totara LMS because it proved to provide the scalability, flexibility and customization they needed. Janssen was specifically excited about Totara Learning Plans, which has allowed MedCerts to define clear learning paths for student success.

“Totara LMS has allowed us to create custom road maps for each and every student,” explains Janssen. “From the day they enroll, progression paths orient them with the LMS, through to their training, and all the way to when we prepare them for the final exam.”

Equipped with the right technology, Janssen and his team developed a seamless experience for students, educators and administrators alike, to deliver leading online education.

## Zoola Reporting & Analytics

Prior to partnering with Lambda Solutions and acquiring Totara LMS, advisors manually provided bi-monthly progress reports to students that included a snapshot of their success to-date. A manual process, progress reports were created by a case manager who would copy and paste grade data and individual feedback from the educator. Once scanned, the report would be sent via email to the student.

Losing up to 25 hours a week to creating and administering reports, Janssen needed a solution that took significantly less time for his staff. Zoola Reporting & Analytics provided this solution, decreasing the time required for this task to 2 hours per week.

“Progress reports are now automatically created in Totara, populated with feedback and grade data, and automatically sent to the student and case manager at whichever interval we choose,” exclaims Janssen.

## RESULTS

### 1 Reduced Incremental Learning Cost per Student

With a single platform to deliver online education, MedCerts was able to reduce their costs significantly. Coupled with this, Janssen is assured that LMS costs will remain scalable as demand for their courses increase due to Totara's open source cost-structure.

### 2 Time saved via Report Automation

Automated progress reporting via Zoola Analytics cut down student progress reporting from twenty-five hours per week, to two. Janssen's staff can now allocate time to what matters most - helping students get certified for meaningful job-placement.

### 3 Personalization Learning Plans

Students receive leading online education with personalized learning plans. Populated with clear learning objectives and progression paths that walk them through the learning process, start to finish.

## ABOUT LAMBDA SOLUTIONS

Exceptional Support has made Lambda Solutions a leader in Moodle Managed Hosting and Professional Services. We believe that support is a critical component to any successful implementation and use of any technology. Since 2002, we have helped many organizations deliver great eLearning experiences. We combine offerings in managed hosting, application support services, development and integration expertise, as well as training to customers in Education, Corporate Training, Healthcare and Government. Lambda Solutions is an official partner of Moodle, the world's leading Open Source Learning Management System.



## Contact our team

We want to talk to you if you're looking for reliable Moodle or Totara hosting and support, or if you need customization and consulting for your existing system. Our solutions combine a choice of robust hosting platforms, seamless integration with your enterprise applications and friendly, easy to access support.

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