

# Absorb Bolsters Blended Learning at Software Company

## CUSTOMER



## CHALLENGE

Find an LMS solution to better engage learners and manage blended training.

## SOLUTION

Absorb LMS.

## RESULTS

eLearning through Absorb LMS enriched on-site learning, generating a stronger ROI.

Procede Software is the leading provider of dealer management solutions for the commercial trucking industry. Hundreds of dealerships across the United States and Canada use their enterprise dealer management system to improve operational efficiency and drive performance.

To ensure their customers are getting the most out of their dealer management system, Procede Software embraces eLearning opportunities as well as instructor-led trainings. Webinars, checklists, videos and a library of full eLearning courses kick-off the training, followed by in-person Instructor Led Training. All of it powered by Absorb LMS.

### **What made you choose Absorb LMS over other systems?**

It came down to functionality and customization. Absorb was a top notch, flexible solution.

### **How does Absorb efficiently prepare learners for on-site training?**

I am the on-site instructor. Before I begin face-to-face instruction, we have our learners watch training videos, so they already have some insight, knowledge and an overview of what I'm going to teach. It's a way of getting them up and running.

### **Which Absorb feature facilitated a smooth onboarding process?**

The Gantt chart because we were able to see what needed to be accomplished during the onboarding process. It was a really good way to keep communication open. It was fantastic.

### **Which kinds of learners do you successfully serve with Absorb?**

Internal and external customers, everybody learns!

### **How does Absorb enable you to tailor learning to younger workers?**

Younger learners definitely have smaller attention spans. Absorb allows us to capture and keep their attention with shorter videos. I also want to start introducing badges because everybody likes to win and have something to show for what they've done.

“ You guys were a top notch, flexible solution. ”

— Deb Darcey, Procede Software

**See how Absorb can empower your organization**

**TALK TO US**

**North America:**  
[sales@absorblms.com](mailto:sales@absorblms.com)  
+1 (877) 920-2575

**EMEA:**  
[sales@absorblms.eu](mailto:sales@absorblms.eu)  
+44 (0)20 3880 7941

**APAC:**  
[sales@absorblms.com.au](mailto:sales@absorblms.com.au)  
+61 (2) 90536618

