

DOCEBO FOR SOFTWARE AND TECHNOLOGY COMPANIES



Software and technology leaders know that effective onboarding is key to the overall success of their business. Establish an engaging and smooth onboarding process for new hires with the Docebo Learning Platform to make them more productive, sooner.



THE CHALLENGE

One of the biggest challenges software companies face is the pace at which their products change. New releases and updates, growing customer needs, shifting market demands, and a changing competitive landscape make keeping sales teams up-to-date on product features and value propositions difficult. Rapid growth also requires software companies to establish scalable and repeatable processes that put learning at the heart of the onboarding process.



WHAT YOU NEED TO DO

Maintaining the pace at which your organization evolves requires an ecosystem that gets you ahead of a competitive marketplace, in which your top talent is undoubtedly being sought after by equally-hungry competitors or recruiters. Diminish that possibility by ensuring your workforce is engaged with their roles. Enable professional development and boost talent retention with a learning platform that facilitates automated and personalized learning experiences at scale and in the flow of work to drive growth, organizational performance and revenue.

“37% of organizations are currently looking to replace their existing learning technology solution or adopt new ones to improve areas such as mobile learning, reporting and analytics, and social learning.”



BUILD A BUSINESS CASE

Rapidly evolving technologies and fast growth create new business pressures that traditional learning solutions can't support.

Here are a few challenges Docebo customers in Software and Technology have faced – and successfully overcome:



ENABLE SALES TO SCALE

- Reduce time associated with productivity and ramp up teams uniformly with a learning platform that centralizes your sales processes, product training and information retrieval.
- Drive revenue by engaging sellers with diverse learning offerings, including bite-sized, on-demand content available on any-device, when it's needed most.
- Provide top performers a place for top performers to share best practices in a way that helps new hire reinforce what they learn, while building their confidence and skills.



ENGAGE AND RETAIN TOP TALENT

- Establish a culture in which everyone is encouraged to develop new knowledge, share it among peers and use it on-the-job.
- Drive engagement: employees that are engaged with their company's learning activities are 90% less likely than their disengaged counterparts to leave their current jobs, reports show.



MAXIMIZE PARTNER REVENUE AND PERFORMANCE

- Keep partners up-to-date with the latest product information and brand messaging, in a learning environment that matches your corporate identity (white-labelling).



ENABLE CUSTOMER SUCCESS

- Know who is trained and certified on your products and services, when they've completed their training, and when they'll need to be updated again to align with new releases.
- Identify expected return-on-investment for customer success training initiatives.

ABOUT DOCEBO

Docebo is changing the way people learn through Artificial Intelligence (AI). While traditional enterprise learning technologies have dictated the way people learn with formal courses pushed from the top down, Docebo's learning platform facilitates automated and personalized learning experiences at scale in the flow of work to drive growth, organizational performance and revenue.

**MAKE LEARNING YOUR COMPETITIVE ADVANTAGE.
TRY DOCEBO FREE FOR 14 DAYS – NO COMMITMENT, NO CREDIT CARD NECESSARY.**

FREE TRIAL