

Learn like you.

The logo for Sigvaris Group, consisting of a dark blue square with the text "SIGVARIS" in white and "GROUP" in a lighter blue color below it.

SIGVARIS  
GROUP

**Sigvaris** optimizes its  
global training program  
with LMS365

# Challenge

## Training a global distributed workforce

The SIGVARIS GROUP is the world's leading provider of medical compression solutions, with a 156-year history of success. The company operates from 12 locations and is headquartered in Winterthur, Switzerland.

Sigvaris was looking for a learning platform that would fully integrate with its existing Microsoft 365 work environment and simplify the global training program for all employees and partners.



***The best part of LMS365 is that our employees can access the offering from anywhere. We can train all our employees and market partners at any location worldwide with relative ease.***

Marcel Brunner, Head of Generic Applications and Corporate IT

# Solution

With their move to Microsoft 365 in 2017, Sigvaris quickly recognized the increasing need for more online training opportunities. The Sigvaris team began evaluating their options and created a requirements profile to see what prospects existed.

One of the goals Sigvaris described was to train a Switzerlandbased salesforce and offer internal training to increase the knowhow and motivation of its 1600+ employees. Another important aspect for their chosen learning platform was to have an acute focus on IT security. Sigvaris employees needed to be able to receive regular information on important security topics, such as fishing e-mails, information compliance, and the like.

When looking for a learning solution, the company came across LMS365. Marcel Brunner, Head of Generic Applications and Corporate IT emphasizes:

***For Sigvaris, it was important that our future partner had unrestricted knowledge of LMS365. During my research, I quickly came across the company innobit.***

The LMS365 partner innobit ag—an IT partner from Basel with a growing team of experts—is characterized by their customeroriented and comprehensible planning as well as their efficient implementation of complex IT projects.

After deciding on LMS365, the Sigvaris team worked with innobit's IT experts on the implementation, building the first course catalogs for the sales representatives and IT security topics, and quickly integrating nearly 3,000 customers as external users via LMS365 external management partner. The final project rollout was completed in 2020.

With the introduction of a learning platform, several target groups were to be addressed at Sigvaris and would soon benefit from the online training capabilities. The learning opportunities were also extended from the company's sales staff and field consultants to the pharmacies and doctors who sell the products directly to customers.

# Results

The primary benefit of LMS365 is the complete integration into Sigvaris existing working environment with Microsoft 365. LMS365 allows administrators to train all employees and market partners at any location worldwide relatively easily. Marcel Brunner adds:

**LL** *It is possible to respond to individual needs and create content accordingly. The solution is location-independent and mobile. Employees can access the offering from anywhere. At the end of a learning program, the user can test himself. If he has answered 80% of the quiz questions correctly, the module is passed.*

The entire training program serves to further the education and product knowledge of the individual employees. Additionally, Sigvaris shows the immense care and appreciation for their workforce through the expanded opportunities for skill development and educational growth. Building a learning platform that is available to them anytime and anywhere shows the company's commitment to their employees' advancement.



**Worldwide accessible training program**



**Learning platform available for internal and external users**



**Seamless integration into Microsoft 365 environment**

# Results

Marcel Brunner comments:

**“That ensures acceptance. Of course, with such a large project there are also uncertainties among the participants. But these were quickly put aside.”**

The realization of the project also went without any hurdles. One minor setback pertaining to the external users account access was quickly mitigated through the external user management tool integrated with LMS365. Now, external users—such as pharmacies, doctors, and hospital staff—can be added to the training database and the users have equal access to the learning content housed in LMS365. The implementation period was two months for the internal part and three months for the external user portion. Marcel Brunner adds:

**“I had a very positive impression of innobit. The two project managers were always available, so they were always on hand when the situation required it. As a customer, I felt in good hands and had sensed a high level of competence.”**

# Future

Sigvaris continues to promote LMS365 internally to all stakeholders, further raising awareness and publicizing the learning management platform. Going forward, LMS365 will continue to be the channel for providing internal training and promoting learning motivation among employees. The tool is already being used by many offices worldwide, with more users switching to the new platform every day. Marcel Brunner, summarizes:

 ***We have received very positive feedback from many subsidiaries, so we are already in the process of expanding the project to other countries.***

# About

SIGVARIS GROUP is a Swiss based family-owned company with more than 1600 employees worldwide and a rich 150-year history. They are committed to helping people feel their best with high-quality and innovative offerings in medical compression therapy with a portfolio catering to a wide range of different needs and indications.

Innobit ag is a leading IT services and solutions provider in Switzerland. The team supports organizations in harnessing the full potential of their Microsoft investments such as such as SharePoint, Microsoft 365 and Azure.

*The case is created in collaboration with LMS365 partner innobit ag.*

## Quick facts SIGVARIS GROUP

**Industry:** Medical technology  
**HQ (global):** Winterthur, Switzerland  
**Established:** 1864  
**Web:** [www.sigvaris.com](http://www.sigvaris.com)

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The only learning  
platform built into  
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