



LMS365

## Field Sales Battle Card

### Solution Overview:

LMS365 is a cloud-based learning management system for modern digital workplaces of all sizes. HR, IT and C-Suite executives across industry verticals leverage the platform to deliver training, upskilling and onboarding to employees using Microsoft 365. LMS365, the only learning platform built directly into Microsoft 365, delivers seamless functionality, high ease of use for both administrators and learners and can easily leverage services such as Power BI and Power Apps for advanced training reporting. The integration with Microsoft Teams empowers learners to find, take and track learning without ever leaving the app.

### Customer Benefits:

- Customers are utilizing their existing Microsoft investments
- Users can create courses and manage content that leverages Microsoft 365
- Learning in the flow of work in Microsoft Teams optimizing Teams adoption

**Website:** <https://www.lms365.com/>

### Partner Contact:

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### Key Information about the Partner:

- Yearly turn over:** Not disclosed
- Number of employees world wide / CH:** 175 (+60 resellers/partners)

We are a Microsoft® Gold Partner dedicated to building on our longstanding collaboration with Microsoft to continuously improve and enhance the employee learning experience in the new era of hybrid work. LMS365 has achieved the highest level of security and compliance: The Microsoft 365 App Certification, ISO/IEC 27001:2013, ISO/IEC 27701:2019 and Veracode Certification.

### Key Selling Points

- Integrate flexible learning into everyday workflows and access learning within your daily environment: Teams / SharePoint / Mobile App / Viva Learning
- Login into LMS365 using Microsoft Single Sign On
- Get up and running on the same day and ensure fast adoption
- Track and analyze training to meet corporate and regulatory requirements
- Create interactive, visual dashboards and reports for management
- Automate compliance training and improve audit readiness
- Streamline the process of delivering and updating corporate, health, safety, financial, regulatory, and other procedural content
- Ensure that employees continuously stay up to date and assign certificates
- Easy user management with complete ADD integration
- Benefit from integration support via the LMS365 API, MS Graph, Power Automate and MS webhooks
- Drag and drop content from PowerPoint, Word, Microsoft Stream and much more when creating courses
- Promote training with point scoring and leaderboards to bring a competitive element to learning

### Why does it need this solution on top of the MSFT Platform?

LMS365 turns Microsoft 365 into a full-blown learning management and learning experience platform, allowing Microsoft customers to utilize their existing Microsoft investment and platform for any employee learning and skilling initiative and to deliver this in the flow of work.

LMS365 eliminates the need for a dedicated LMS platform that needs to be integrated by delivering a true Microsoft based solution. This keeps customer content and data in a single, fully integrated, and secure platform that incorporate all Microsoft technologies of the intelligent digital workplaces.

LMS365 furthermore integrates with Dynamic 365 (Core HR, CRM, CDS - ...), LinkedIn Learning and deliver pre-built Power Automate connectors for easy integration, automation, LoB applications and feature extensibility.

### Solution Deal Specification:

<b>Average Deal size:</b>	<b>Euro 15,000 p.a.; 1,000 user subscription (SaaS)</b> (typically, in the range of Euro 8,000 to 100,000 p.a.; 500 to 15.000 users)
<b>Sales Cycle:</b>	<b>2-6 months from initial contact to sale</b>
<b>Built on top of:</b>	<input checked="" type="checkbox"/> Microsoft 365 <input checked="" type="checkbox"/> Teams <input checked="" type="checkbox"/> Viva Learning <input checked="" type="checkbox"/> Azure <input checked="" type="checkbox"/> Dynamics / Power Platform
<b>Bundled/unbundled:</b>	<input checked="" type="checkbox"/> Bundled - Runs on Azure Subscription of Partner
<b>Industries:</b>	<input checked="" type="checkbox"/> <b>FSI</b> <input checked="" type="checkbox"/> <b>Pharma &amp; Healthcare</b> <input checked="" type="checkbox"/> <b>Manufacturing</b> <input checked="" type="checkbox"/> <b>Retail</b> <input checked="" type="checkbox"/> <b>Government</b> <input checked="" type="checkbox"/> <b>Edu (Staff &amp; Faculty)</b> <input checked="" type="checkbox"/> <b>Utilities</b> <input checked="" type="checkbox"/> <b>Transportation</b> <input checked="" type="checkbox"/> <b>Other</b>

### Reference Cases:

- G&J Pepsi (Bottling Industry)**  
Digital transformation of the business through learning with M365 and LMS365
- Semler Group (Retail & Auto)**  
Creation of mandatory certification path using LMS365 and MS Power Platform
- Dazn (Media & Telco)**  
Using LMS365 and Microsoft Teams to bring learning into their employees' daily flow of work
- Maersk Container Industry (Shipping & Transportation)**  
Using LMS365 to deliver learning to external service providers around the world
- Hellmann (Transport & Logistics)**  
Delivering smart and simple learning for a global workforce consisting of 11,000 employees

### Requirements for implementing this Solution?

- Cloud Strategy**  
LMS365 is pure SaaS built in Azure entirely deployed and delivered on the trusted cloud of Microsoft
- Microsoft 365 license – Teams & SharePoint Online**  
Users must have M365 licenses to take learning in LMS365 – minimum F1 licenses. External can access courses without M365 licenses – using M365 External sharing and AAD guest accounts