

atd2016

INTERNATIONAL CONFERENCE & EXPOSITION
MAY 22-25, 2016 | DENVER, CO

CONTENT

COMMUNITY

GLOBAL
PERSPECTIVES

What You Need to Know Before Purchasing an LMS



[Craig Weiss, CEO, Analyst E-Learning 24/7](#)

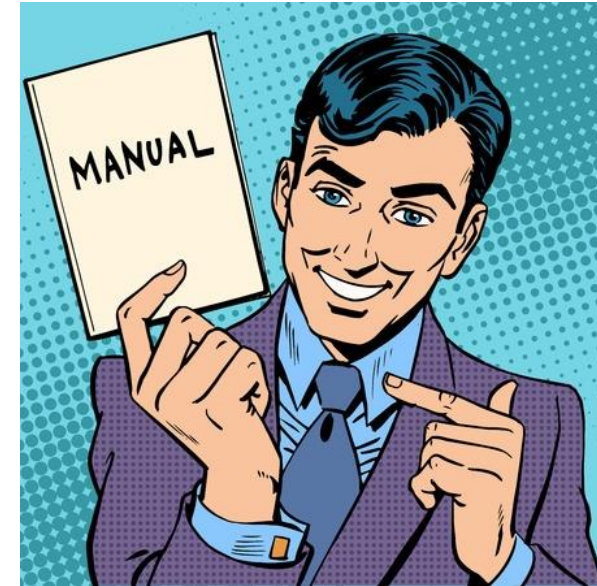
There isn't a manual but..

They Qualified You NOW

- You Qualify Them
- Ask the Tough Questions
If they don't know.. Move on!

IGNORE – RETENATION RATE, SUPPORT STATEMENT FROM THEM

Whatever you do.. DON'T ASK ABOUT THE FEATURES YET



atd2016

INTERNATIONAL CONFERENCE & EXPOSITION
MAY 22–25, 2016 | DENVER, CO

CONTENT

COMMUNITY

GLOBAL
PERSPECTIVES

Difference Makers

**Internal or
External
Or Both?**

**Have a legacy system – time to
move on..**



80/20 Rule

- 80% have same, 20% differential

Why the Drop?



Regardless of LMS or subset

- Learner Front
- Admin Side – Reports and Analytics
- The Standard Fare – Curriculum path, course catalog, user/groups

Do you need?

Deep Learning?

Gamification?

Content Curation?

Ask an Expert/Coaching?

Next level of mobile?

xAPI?

LRS?

E-commerce?

Apps – Shopify?



Think Three Not ONE

Easy to Focus on Right NOW

Pricing Models

Which works the best for you?



2 Points the Easy Way

Demo me up, Sandbox me down

**Get Tech Facts First Before Sending
err blasting out your RFP**



Ask To See

In the Demo

- One or two of your courses
- Don't have any? Have vendor put in a couple
- What you are most interested in and then – what you plan to use on a daily basis



One more okay a few more items

How Much? NEGOTIATE
Three years, one discount

- SLA
- **CONTRACT AND PLEASE GET AN OPT-OUT CLAUSE**
- **LISTEN TO HOW THEY SELL YOU ON THEMSELVES**



Contact



Craig Weiss, CEO of E-Learning 24/7

E: craig.weiss@elearning247.co

P: 714-855-1774

Twitter: @diegoinstudio

LinkedIn: www.linkedin.com/in/craigweissinla

I'm also on WhatsApp, Skype and Snapchat

Blog: E-Learning 24/7 – www.elearninfo247.com

Business Site: www.elearning247.org