

The Find Learning System Service

A fully managed, expert-led search that finds you the right learning system — without the months of research, guesswork, or vendor pressure.



Choosing a learning system is a high-stakes decision that most organizations only make once every several years — yet the market includes more than 1,450 platforms, each with its own claims, pricing games, and fine print. The Find Learning System Service puts that entire process in the hands of Craig Weiss, the industry's most recognized independent authority on learning systems, and the team at The Craig Weiss Group (TCWG). We do the research, the vetting, and the negotiating, so you arrive at a decision with confidence, leverage, and time back on your calendar.

Why Clients Choose This Service

Get months of your time back. TCWG absorbs the heavy lifting — requirements gathering, vendor research, RFI/RFP management, and negotiation — work that would otherwise consume weeks of internal staff time. You engage only at the decision points that matter.

Work directly with Craig Weiss's expertise. Every engagement is guided by decades of specialized, hands-on knowledge of the learning systems market — insight built from evaluating and tracking vendors that most buyers simply don't have access to.

See the whole market, not just the loudest vendors. TCWG reviews its proprietary directory of over 1,450 learning systems to identify the 10 best-fit platforms for your specific requirements, use cases, and objectives — including any vendors you want considered.

Your budget stays confidential. TCWG discusses your budget internally to guide the search, but it is never disclosed to vendors — keeping every vendor's pricing honest and preserving your negotiating position.

Negotiating leverage you can't get on your own. TCWG negotiates directly with each finalist, establishing baseline pricing and securing discounts that are rarely available to a buyer approaching vendors independently.

An objective, apples-to-apples comparison. The five finalists are evaluated through formal proposals, completed RFI/RFP responses, and live demos where needed. You receive a final report ranking the top three vendors against your own requirements — not vendor marketing.

No sales pressure during the process. Finalists are prohibited from contacting you directly until you choose to reach out — so you evaluate on your terms, not theirs.

Support doesn't end at signature. Once you select and sign with a vendor, TCWG provides 60 days of post-selection support to help ensure a smooth start.

Added value, no added cost. Recommendations for third-party content and course providers, along with potential learning-tech integrations, are included at no additional charge.

Optional AI strategy guidance. If you also need AI products or programs for employees or customers, TCWG offers this as a separate, dedicated engagement — available whenever you're ready.

How the Service Works

1. **Discovery & Requirements** — TCWG gathers data on your current system, gaps, use cases, business objectives, target audience, and usage — then provides an RFI/RFP template to formalize your requirements.
2. **Vendor Identification** — TCWG reviews its directory of 1,450+ learning systems and identifies the 10 platforms best matched to your needs, including any vendors you specifically request.
3. **Assessment & Proposals** — TCWG contacts all 10 vendors, conducts a thorough assessment, and narrows the field to five finalists, who submit formal proposals and complete the RFI/RFP.
4. **Negotiation & Demos** — TCWG negotiates on your behalf with each finalist to establish baseline pricing and discounts, arranging a fresh demo for any system not recently reviewed.
5. **Final Report & Decision** — TCWG delivers a detailed report comparing the top three vendors against your RFI results, followed by a final call to review findings and answer questions.
6. **Post-Selection Support** — Once you sign with a vendor, TCWG connects you with their sales contact and provides 60 days of support to help the transition go smoothly.

Investment

\$3,300 USD total for the complete service.

50% is due upfront to begin the engagement; the remaining balance is due upon delivery of the final materials and report.

To Learn More, Contact Craig Weiss

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This is more than vendor research — it's a partnership with the person the industry itself turns to for answers. Let Craig Weiss and The Craig Weiss Group find your next learning system, so you don't have to.