

# Case study: KABA

## Client :

Kaba Group, based in Rümlang (Switzerland), is a leading security technology company. Kaba creates, builds and sells solutions and services for the protection of people and property, such as systems for **securing and organizing access** (locks, keys, safes, access management) or **recording enterprise and personnel data** (identification, control systems, workforce management).

Because it is continuously investing in innovation and R&D, Kaba is the world's leader in its field. The company employs **7'500** people in more than **60** countries.



## The issues :

- The Product Management department is interested in offering training programs on technical knowledge and sales technics to its external partners (in CH and DE), for them to:
  - acquire a set of knowledge before face-to-face training sessions,
  - ensure a certain level of technical expertise on the products as well as consistent sales pitch.
- In the future, Kaba is looking at extending its blended training programs to the whole group.

## Our solutions:

### The platform MOS Chorus:

- Allows the implementation of **blended learning** programs (eLearning fully complementing face-to-face training)
- Facilitates an **international deployment** of the training solution (centralized creation of modules in one department and distribution, cultural and linguistic localization)
- Makes it possible to distribute the training programs to the extended enterprise (internal staff, external partners)