

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 organising 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 issue

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.

## The solution

### 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 (centralised creation of modules in one department and distribution, cultural and linguistic localisation)
- Makes it possible to distribute the training programs to the extended enterprise (internal staff, external partners)