Training Credit Management with ViewCentral

Add value, strengthen partnerships and build revenue with automated prepaid agreement and credit management tools

Benefits
- Higher sales value from block sale of training credits
- Freedom from having to schedule classes at sale time
- Time savings for sales representatives
- Better cash flow with up front tuition payment
- Better channel relations with prepaid training credits, usage limits and better management tools
- Less administrative hassles for customers
- Full reporting on balances and activity

Turn training credit management from a costly exercise into a profitable relationship builder

Offering your customers the option of prepaid agreements gives them a convenient way to pay for training and control spending—adding value to your services and increasing potential for revenue. But managing those agreements and keeping track of who holds them, what they are used for and how much is spent can also be time consuming, resource intensive and costly.

And not only can such administrative hassles be a barrier to your organization’s productivity and profitability. They can also lower your sales potential by being a burden to your sales reps—who often have little time or inclination to sell classes if they have to manage agreements and training credits that go with them. But companies including HP, Synopsys and Tibco have discovered, there is a fast, easy and profitable solution: Automated training credit management with ViewCentral.

Good for you

ViewCentral training voucher management automates the agreement life cycle from end to end. Providing flexible, scalable, solutions that increase your operating efficiency, its services let you focus resources on profitable and more strategic issues—and with the peace of mind of knowing that agreement usage is completely transparent.

Simply by pointing and clicking you can establish whatever rules you deem appropriate for how agreements are redeemed and paid for by a customer. ViewCentral then manages the drawdown of credits when their employees take classes, restores credits when they cancel and maintains a complete history of every transaction. Itemized reports of all activity are yours on-demand. The options of making manual edits and transactions with annotations are also yours. And you can create usage limitations for different categories of classes according to company status, country, regions, categories, etc.

Great for customers

With ViewCentral, customers can enjoy the benefits of your training programs without having to first plan schedules, choose tracks and assign attendees. Instead they simply purchase a block of agreements or credits, and classes and courses can be purchased with the credits as needed. And budgeting is far simpler since there’s no need to pull a new purchase order for every class or course taken.
A big incentive for your partners and sales teams

ViewCentral also delivers a huge win-win to you and your partners, and sales teams. Now when they sell software/hardware they can also upsell on training—without the hassles of selling individual classes. And instead of having to work out training arrangements for every sale, customers can simply purchase blocks of training credits as they see fit. No more time spent poring over catalogs—ViewCentral maintains a library of referenced course listings that can be accessed on demand.

Plus, the reporting you need to manage agreements efficiently and more profitably

Profitably managing prepaid agreements means knowing their status at any point in time and with ViewCentral that knowledge is yours with a click. From orders and activation to usage and deactivation ViewCentral empowers you with reporting tools that provide:

- Tracking usage of prepaid agreements
- Flexible rules to restrict usage
- Automated communications to agreement purchasers
- Robust reporting features

Key Features Include

- Tracking usage of prepaid agreements
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- Automated communications to agreement purchasers
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Credit Record Summary: View the detailed transaction history of each credit record.

The bottom line

If you can keep track of your prepaid agreements you can maintain control of revenue. ViewCentral’s reporting capabilities enable you to do so profitably. For more information visit us at www.viewcentral.com or call us at 888.322.5169.