

ThinkHR's Training Solutions Save Alltrust Clients Thousands

Challenge

Janet Krawczyk is an HR specialist for the Straz Center for the Performing Arts in Tampa. In 2015, the need for employee training solutions for the Straz Center's 139 employees became clear and Krawczyk began to search for solutions. She found that all of the learning management systems she evaluated were far too expensive for the small nonprofit organization.

Solution

At a loss, Krawczyk called one of her trusted business advisors, Corey W. Lilburn, senior benefits specialist at Alltrust, for advice. Lilburn recommended Learn, part of ThinkHR's People Risk Management (PRM) solution. He explained that PRM is turnkey, with training as one of its many features.

Not only would Learn provide Krawczyk with unlimited access to hundreds of compliance-centered courses such as sexual harassment and workplace safety, but the full-featured learning management system would enable her to easily deploy training, track progress, and issue certificates.

"Our individual departments immediately saw the benefit of the training and began initiating it on their own," says Krawczyk. "The best part is that it's not being led by HR. That fact that people are adopting the service themselves tells me that they see the value in it and in the ability to take ownership of their own professional development."



Some Alltrust clients have stopped paying for training programs they previously used. They've switched to ThinkHR exclusively because they get high-quality courses at no cost to them."

Corey W. Lilburn
Senior Benefits Specialist
Alltrust



Continued Success for Alltrust with ThinkHR

The Straz Center's experience with ThinkHR's Learn was a game changer for Alltrust. "For me, the hook was when the Straz CFO said, 'You're saving us \$40,000 a year,'" says Lilburn. "We pay a monthly fee for ThinkHR's PRM solution and we were able to save one client \$40,000? That's huge!"

Lilburn's now regularly discusses the cost-saving potential of Learn in meetings with both clients and prospects. "It's a brand-new conversation and it's become a great new focus in each meeting," he says. "I'm glad they can see us as providing resources beyond the employee benefits packages we develop for them." Now Lilburn has a new way of thinking about his client relationships. ThinkHR is helping him win business and retain clients. "It's a real differentiator," he says. "Because of our partnership with ThinkHR, our clients are recognizing actual savings."

While training initially drew Krawczyk's attention, ThinkHR's People Risk Management has made an impact on the Straz Center in many areas. People Risk Management is helping Alltrust's clients solve human resources issues, save money, develop new efficiencies, and discover new success. "Straz is really taking ThinkHR as their own; it's the perfect tool for them," says Lilburn. "It has empowered them with information they couldn't access and analyze before ThinkHR."

Alltrust and ThinkHR: By the Numbers

Over a four-year period, ThinkHR's People Risk Management has helped drive significant engagement with Alltrust's clients in a variety of ways.

600+

Live
advisor
consultations

15K

Learn training
courses
completed

17K

client views of
ThinkHR's Comply
resource library

44

completed Living
Handbooks with
ongoing updates

10

completed ERISA-
compliant documents in
Benefits Document Creator



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