



**Bentley  
Institute**



Learning Units  
**Live Training**  
Online Seminars  
Reference Books  
**OnDemand**  
eLearning  
Best Practices  
**Learning Paths**



**Bentley Map**  
ProjectWise  
GEOPAK Haestad Water  
**MicroStation**  
Bentley Architecture  
**InRoads**  
PlantSpace AutoPLANT

**SUMMARY**

**Organization:**  
Barge Waggoner Sumner  
Cannon

**Employees:**  
400+

**Objective:**

- Improve users' skills
- Cut training costs
- Increase productivity

**Solution:**  
Training subscription

**Barge Waggoner Sumner Cannon, Inc.**

Product Training Success Profile

Barge Waggoner Sumner and Cannon, Inc. (BWSC) is a 400-person multidiscipline design firm. A vital component of its Business Strategy and Strategic Plan is "Building People." The firm believes that its users must be well-trained to maintain proficiency, drive productivity, adopt new technologies, maintain a competitive advantage, and provide state-of-the-art services to its clients. Its staff has to be trained on the latest software on an ongoing basis, but the training needs to be cost-effective and result in productivity gains and extended capabilities. To achieve its goals, BWSC chose a Bentley training subscription.

**FAST FACTS**

- Skills improved
- Training-related travel and costs slashed
- Productivity increased
- ROI achieved in 3-4 months

**CHALLENGES**

- BWSC recognized the productivity gains to be made by using 3D modeling software, such as GEOPAK® for civil projects, and realized that all civil users across the firm would need training.
- With its workforce spread across four states, a strong collaboration tool, such as ProjectWise®, was needed to make efficient use of BWSC resources and spur further productivity gains.
- The cost of training individual staff members was high, and users were often required to travel and be away from the office for a week at a time.

**RESULTS**

- The training subscription helps the firm slash training-related costs, such as travel and lost productivity during time out of the office.
- Productivity increased 23 percent over three years, which BWSC credits to better training and IT infrastructure.
- BWSC estimates that the return on investment for training is three to four months.

**SNAPSHOT**

	Provide continuous learning opportunities
	Use a Bentley training subscription
	Increase learning capacity 30 percent

*The Bentley training subscription has provided BWSC with a cost-effective training solution that fits our strategic plan.*

**SOLUTION**

- BWSC promotes a culture of continuous learning, realizing that training is a process, not an event.
- To minimize the steep costs of company-wide training, it chose a Bentley training subscription.
- The firm now offers Live Training and OnDemand eLearning to all of its users to improve their skills.