



**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.