

data sheet

Saba Solutions for Manufacturing

Benefits:

- Minimize costs and risks associated with compliance requirements
- Improve quality control and reduce operating costs across the supply chain
- Increase overall workforce productivity from manufacturing to sales

Features:

- Compliance and certification management
- Audit trails and e-signatures
- Blended learning: ILT, online training
- Real-time learning through virtual classrooms
- Learning content management
- Prescriptive learning assignment
- Learning catalog and registration
- Learning eCommerce: order management, pricing, promotions, email marketing
- Instructors' tools
- Course evaluations, tests, questionnaires
- Informal learning features – communities, wikis, discussion forums
- Goal alignment
- Automated performance reviews
- 360, multi-rater assessments
- Performance planning
- Employee surveys
- Initiative management
- Competency management
- Development plans
- Succession planning
- Managers' portal
- Tools for all administrators: learning, HR, performance
- Integration to Outlook and Lotus Notes email
- Integration to JSR 168 compliant portals
- Email notifications
- Reporting

Manufacturers in different sectors — whether in industrial, automotive or consumer products — face pressures in every single aspect of their businesses and from all directions. Not only do they need to pursue revenue growth, streamline the supply chain and reduce operating costs, they are also subject to a myriad of heavy regulations such as those by the US FDA, ISO 9000, OSHA, Sarbanes-Oxley (SOX) and others. Compounding these challenges are increased global competition, product proliferation, more sophisticated customers and shortages of qualified personnel. Then there are relationships with customers, partners and suppliers to manage. Nothing is spared. To do well in such an environment, a manufacturer needs to have all-around excellence with limited resources. The key to this balancing act is a highly productive workforce.

Saba offers comprehensive people management solutions — for learning, performance, and talent management — to help manufacturers raise the bar on workforce productivity. With Saba, a manufacturer gets a management system to manage compliance training, align strategic goals with people's competencies, develop talent, foster collaboration and teamwork, and drive higher performance for the overall company.

Reduce Compliance Costs and Risks in all Manufacturing and Business Processes

Compliance is a mandatory component of doing business. And training plays a key role in ensuring compliance. Yet for many manufacturing companies, the costs to comply can quickly become prohibitive with all the paper work and manual processes involved.

- Saba provides robust compliance and certification training capabilities to meet the myriad of complex regulatory requirements governing the many operational and business aspects of a company — from manufacturing processes, to product packaging, to overall internal control system, or others. Saba's solutions streamline and automate processes through the whole compliance or certification lifecycle with features such as prescriptive learning, certification and course versioning, multiple certification paths, and manager tools.
- The risks of non-compliance are high. Non-compliance can lead to severe consequences such as product recalls, scandals and

Saba Advantage

Focus on Customer Success

Saba provides comprehensive services to ensure customer success: strategic consulting to develop governance, content and competency models; complete implementation services; initial and ongoing education services; and world-class customer support. Saba supports customers across the project lifecycle, driving success in meeting business objectives.

Global Capability

With 17 offices located on five continents, 23 product languages, and support centers in five different time zones from San Francisco to Tokyo, Saba is committed to global business. Our capabilities are extended by a partner ecosystem of leading global technology and services providers, such as IBM, Deloitte and Convergys, and local partners in more than 30 countries. In addition, 220 learning and competency vendors around the world create pretested content libraries for deployment on Saba systems. That is why more than 1,100 customers in 150 countries have chosen Saba.

Industry-Leading Experience

With 10 years of industry experience and over \$200 million in R&D investment, Saba has more strategic people management expertise than anyone else in the marketplace. In 1997, we delivered the first enterprise learning management system. In 2001, we introduced the first enterprise solution to align learning objectives to performance and organizational goals. In 2005, we delivered the first fully integrated solution tying learning, performance and talent pools to competency requirements. In 2006, Saba acquired Centra Software and created the first enterprise people management solution with real-time learning and collaboration. This experience has created the world's most advanced platform for strategic, competency-based people management.

penalties. With Saba's solutions, compliance exception reports provide visibility and alert managers and administrators to potential problem areas reduce the risk of non-compliance.

- Audit trails, e-signatures and automatic reports on all employees' training progress dramatically reduce the paper work, time and costs associated with submitting accurate proof of compliance to authorities.
- A complete learning management system helps manufacturing companies lower costs in many fronts such as — lower training administration costs with intuitive tools for all learning and content administrators, lower training costs with the use of web-based training and real-time, virtual classes.

Control Quality and Operating Costs across the Supply Chain

- Align processes across the supply chain to ensure product quality, successfully implement Six Sigma and comply to the likes of ISO and other quality standards
- Put product quality-related metrics in place for performance reviews
- Using informal learning and collaboration tools Saba provides, different teams that may be scattered around the world can learn from one another and share best practices such as just-in-time operations.

Driver Higher Productivity across the Extended Enterprise

- Increase selling effectiveness and sales productivity with many learning and collaboration features that a sales rep finds useful, interesting and easy to use. These include just-in-time knowledge nuggets, the ability to access learning from emails or sales portals, real-time learning via Saba Centra and informal learning communities.
- Manufacturers who rely on channel partners (such as dealers in the automotive industry) can leverage on the same learning and collaboration features to increase selling effectiveness of these external parties.
- Manage the competencies of all employees and target learning to close competency gaps to increase overall workforce productivity.
- Set up performance plans and metrics throughout the organization so each person clearly understands how his or her performance is measured by. When each person's daily tasks are aligned to corporate strategies, the overall performance of the company is increased.
- How motivated employees are directly affects their productivity. With Saba, employees have their development plans to better manage their careers and hence be more motivated. Succession plans also help motivate employees with growth prospects.