

HOW TO BUY WITH US

COLLABORATION ISN'T OPTIONAL



(1) DISCOVERY

We love your business problem. Tell us about it. It's important to understand your challenges.



(2) SOLUTION BUILDING

Now we go to work across our organization, aligning expertise with your challenges to identify the right solution.



(3) ALIGNMENT

We'll show you the solution, explain how it works, and confirm alignment with your training needs. Then, we'll talk budget, timeline, and develop an implementation plan.



(4) PROOF

Experience the solution with your team and discover the ROI. With a test account, you can assign courses across your organization and gather feedback from your decision team.



(5) AGREEMENT

Let's formalize our agreement with a simple order form and go back to work—we want your people to get the safety training they need.



THE PEOPLE INVOLVED



SALES PRO

Inquisitive problem solvers who embrace your challenges and shape solutions, working to earn your trust from the start.



SOLUTIONS ARCHITECT

True maestros of our cloud software, identifying smart & simple pathways to best reach your training goals.



CUSTOMER SUCCESS ADVISOR

Your personal online safety training Sherpa, guiding you through the life of your customer journey.



CHIEF SAFETY OFFICER

A passionate safety advocate and former OSHA inspector, ready with the right answers to your technical compliance questions.

