

The Platform

To sell, manage and automate your training



CourseSight

Promote, Profit, Professionalise

Have you ever considered offering the training courses you already provide for your internal staff to a wider audience?

Or wished you could deliver the spare capacity of your high-quality courses to your supply chain?

Maybe even offset some of your costs by doing this?

But didn't know how to do this easily and with no fuss?

All you need is the CourseSight platform

CourseSight is an all-in-one course management solution, designed to automate every aspect of the commercial training sales and booking management process.

Our software has been developed by industry experts with over 20 years of solutions expertise and a matchless record for service availability and dedication to customer needs. It is tailored to help companies who are providing quality services to promote these to their wider client base.

Strengthen your network

Need privacy? The system facilitates the creation of communities, giving you a private space to sell quality and accredited training to your supply chain and customers. Depending on your preference, you can create these as closed groups, so your training is only visible to your approved customers - which also allows special pricing for individual clients.



Key Benefits

The CourseSight system is intuitive, user friendly and designed to integrate into your business with minimal training and setup required. Start using the system immediately and improve your training sales processes from day one.

The benefits of the system are significant and include:

- 1** Generate revenue by selling to your supply chain and membership groups in a secure portal.
- 2** Improve cashflow with instant online payment options for your customers and reduce bad debt.
- 3** Manage external sales to the wider industry, releasing spare capacity and maximising course space.
- 4** Sell materials, membership renewals and equipment through the same portal as your training.
- 5** Automate your processes to save administrator time and reduce human error.
- 6** Host your eLearning in the CourseSight cloud for a completely hands-off approach to delivery 24/7.
- 7** Use our integrations, APIs and data exports to connect CourseSight with your existing systems.



Case Study

Transport for London

Transport for London (TfL) manages a vast supply chain to undertake maintenance on its network. The business identified a significant cost-saving opportunity in bringing more of its training in-house, which would also ensure a consistent standard of training provision.

Key to this plan was the introduction of an online training solution that would enable TfL to manage and run more training internally – cutting costs to the business and in turn for its supply chain – by reducing the administrative burden.

CourseSight was the ideal tool, meeting every requirement and, being software as a service, came ready to use allowing TfL to start benefitting from the system right away.

The solution we provide now handles tens of thousands of individual delegate bookings per year, from a portfolio of almost 200 different courses run by TfL. This includes eLearning, inductions, safety, first aid and specialist skills such as track and signalling.

The training delivered via CourseSight covers the entire supply chain employed by more than 500 companies alongside direct employees.

Improved management of bookings has allowed TfL to increase the variety of courses they offer and introduce new forms of delivery to enhance the overall experience of their customers.



Case Study

Network Rail

Network Rail is the owner and operator of the UK's railway network. This covers 20,000 miles of track, 30,000 bridges, tunnels and viaducts, thousands of signals and level crossings, as well as 20 of the UK's largest stations. The business provides a significant portion of its employee training in-house, but has found that courses are rarely filled to capacity when only offered to direct employees.

Since joining the system, the solution we supply has filled over 1000 course places that would otherwise have been empty and brought significant additional revenue for Network Rail.

From this they identified an opportunity to increase course profitability and course fill by offering the spare capacity of these training courses out to Network Rail's supply chain via an online booking solution.

With the additional benefit of reducing bad debt by moving from a post-course invoicing process, to payment by credit card at the time of booking.

CourseSight's feature-rich and user-friendly system, plus the CourseSight promotional marketplace, provides Network Rail with the ideal tool to promote its spare course capacity to its contractors and also to the wider industry, using our visibility restriction tools. The system allows Network Rail to manage the spare capacity going out to market with minimal administrator effort due to automation of many day-to-day processes.



A Reference Point Solution

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The Training Management System and Marketplace

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