



# Representative Customers

ONPOINT

## ► LMS/LCMS Customers



FONTAINEBLEAU



## ► CellCast Customers, Pilots & Reseller/Partners



# Customer Snapshots

## ► Examples of how our customers make use of OnPoint's software solutions.

### ► **Cara Ltd.**

Industry: Restaurant Management and Airline Catering  
Size: 30,000+ users over 7 major brands  
Location: Toronto, Ontario, Canada  
Purpose: Employee Training  
Implementation: Hosted Implementation, Dedicated Servers



This multi-billion dollar Canadian restaurant management company provides extensive career-based training to its employees across a wide variety of job descriptions and company-owned brands. The largest operator of full service restaurants in Canada, Cara employees over 30,000 associates and manages seven unique brands including Harvey's, Kelsey's, Milestones, Montana's, Swiss Chalet, Coza, and Cara Airline Solutions. The OnPoint Learning and Performance Management system provides a flexible platform from which learners can access their assignments and track their progress, and restaurant managers can stay abreast of staff development and required certifications.

### ► **eStrategy Solutions, Inc. (eSS)**

Industry: Online e-Learning Provider  
Size: 2,500+ Users per Month  
HQ Location: Austin, TX  
Purpose: Compliance/Certification Training and Testing for State Agencies and Businesses  
Implementation: Hosted Implementation, Dedicated Servers



This online learning and compliance testing company uses the OnPoint solution to train and certify State Agency learners or trade association members in their respective fields. eSS provides their services to a growing number of unique "agency slices," each of which is branded to their customer's requirements, and agency users access their respective slice by self-registration via the Ecommerce interface. Users can be tracked, managed and reported on from each unique slice/agency, and OnPoint reports are used to ensure the proper billing of each agency and their associated users.

### ► **VGM**

Industry: Home Medical Equipment (HME) Market  
Size: 18,000+ users representing over 800 organizations  
Location: Waterloo, IA  
Purpose: Adult education for Home Medical Retailers/Service/Support companies; continuing education for clinical rehabilitation professionals; compliance training for pharmacy retail personnel  
Implementation: Enterprise Implementation



This multi-channel corporate university delivers and manages online training for over 18,000 learners across more than 800 member organizations and partners. The OnPoint LMS/LCMS platform replaced an existing LMS system in place for more than three years. OnPoint provides a full complement of online learning and management features for VGMU and their extended learning community, including other participating partners and member organizations. The enterprise LMS/LCMS includes an integrated portal architecture, providing a customized application launch pad for each member organization and their learners and managers. The installation included the conversion of over 150 existing online courses and assessments as well as training histories for over 5,000 learners from the previous LMS platform.