eFront “The business model behind an open source LMS”

How can you be part of the best open source LMS solution?

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- Internet Marketing Manager at Virtual Trip Group Entrepreneurial Ecosystem
- eLearning Consultant in various USA and EU organizations such as Moodlerooms Inc., WOW group S.A, Compact S.A., SQLearn Ltd, Epignosis Ltd.
- Online Community Manager of the Instructional Design and eLearning Professionals' Group (17K+)
- Blogger at eFront Learning Blog – Free eLearning Resources!
- M.B.A.: graduate from the AACSB Accredited MBA program of Bowling Green State University, Ohio, USA
- M.Ed.: Masters of Education - Learning Design, specialization in instructional design and multimedia from BGSU, Ohio, USA
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Objectives

• What is the business model behind eFront?
• How can you be part of the best open source LMS solution?
What is the business model behind eFront?

• The Value Proposition
• The Customer Segment
• The Distribution Channel
• Professional open-source
The Value Proposition

1. Especially suited for medium enterprises
   - We performed a comprehensive market research and came up with an eLearning solution that match medium organizations needs and requirements.

1. Well supported
   - Although design to last, you can always rely that someone is on hand if something goes wrong.

1. Easy to use
   - Maximize time spent learning new skills, NOT learning how to use eFront.

1. Open in nature
   - All eFront editions are provided with their source code.

1. Try before you buy
   - Try Online
The Customer Segment

- SMEs that range from 100 to 10000 users.
The Distribution Channel

35 VARs across the Globe

- 8 North America
- 5 South America
- 15 Europe
- 2 Oceania
- 4 Asia
- 1 Africa
1. **Enterprise Solutions**
   - Enterprise: 45 features
   - Educational: 31 features
   - Community ++: 24 features
   - Open Source: 18 features

1. **Support**
   - Maintenance
   - Training
   - Customization
   - Integration with existing systems
   - Customize Interface
   - Add new functionality

Some of the 45 features...
- Branch Management
- Jobs Management
- Skills Management
- Detailed employee info
- Jobs-Lessons correlation
- Employees log
- Skills-Lessons correlation
- Reports Generator
- Training Record
- Organization Structure
- Search for perfect candidate
- Employee placements
Why to become part of the best open source LMS solution?

Georgios Kalfas, eFront Sales Manager was present at the Enterprise Learning! Conference & Expo on September 28th, 2011, Anaheim, California, USA.

Elearning! Media Group, the industry voice of the enterprise learning and workforce technology market, announced the Best of Elearning! 2011 award-winners.

eFront won the following 2 Awards of Excellence:

1. Best Learning Management System (software-as-a-service) - Award of Excellence to: Epignosis eFront Enterprise

2. Best Open-Source Solution - Award of Excellence to: Epignosis eFront LMS
"We found eFront to be the complete solution. It provided an extremely wide array of functionality, but was still simple and easy to use. The technical requirements of the solution were straightforward, which meant that we could rapidly implement the solution.

Fujitsu employees have completed over 10,000 courses in the past 12 months using the eFront platform. The platform itself has proved to be very stable and low-maintenance from a technical point of view; and as it is so easy and intuitive to use, we also do not have to spend time educating users on how to go about using the tool.

After 12 months the implementation was so successful that we broadened the scope from 2500 employees to include the rest of the business (5000 employees).

The eFront platform has become a standard part of the way we do business in Fujitsu Australia & New Zealand as is a preferred choice for delivering training on many..."
Anton Dyrdin, Technical Business Systems Section Head
Karachaganak Petroleum Operating B.V

“The proposed solution to the task was to implement an online Learning Management system, located in DMZ network, with connection to company network domain.

Among open-source LMS / CMS solutions, eFront had the leading position in terms of integration to the corporate environment and licensing methods. The overall implementation of the LMS project was successful and delivered in time and to the beneficial result.

The primary benefit of the project is that now all training courses provided by the company T&D dept can be translated into electronic format and delivered to all concerned users over company network or internet. Also all requirements for certification and tests of the Oil & Gas specific jobs are fulfilled by providing the tests online.”
What will you gain if you join us?
How can you join us?

• **API**
  – Integration
  – [http://docs.efrontlearning.net/XML_API2](http://docs.efrontlearning.net/XML_API2)

• **Modules**
  – > 40 open source modules
    • Blog, Wiki, Chat, Crosswords, Quotes, BigBlueButton/FuzeMeeting,…
    • [http://www.efrontlearning.net/mods](http://www.efrontlearning.net/mods)
  – [http://docs.efrontlearning.net/How_to_build_a_module](http://docs.efrontlearning.net/How_to_build_a_module)

• **Themes**
  – [http://docs.efrontlearning.net/How_to_build_a_theme](http://docs.efrontlearning.net/How_to_build_a_theme)
For more information!

• **Website**
  – www.efrontlearning.net
  – www.efrontlearning.net/open-source

• **Forum**
  – forum.efrontlearning.net

• **Wiki**
  – docs.efrontlearning.net

• **Blog**
  – blog.efrontlearning.net

• **Uservoice**
  – efront.uservoice.com

• **Bugtracking**
  – bugs.efrontlearning.net (JIRA)
Feel Free to Contact me!

https://www.fullyfollow.me/elearning