



# Kaufman & Canoles, P.C. Chooses SavvyAcademy Learning Management System (LMS)

## Client

Kaufman & Canoles, P.C.

- Teresa H. Beatty,  
Training and Development  
Manager

*“I have never before experienced the type of support from any vendor that I have seen from Savvy. They love what they’re doing and it shows. You can see it in the products they produce and the way they treat their clients.*”

*“We already had a strong relationship with Savvy Training & Consulting so we knew that their customer service was outstanding.”*

Teresa H. Beatty  
Training and Development Manager



## CHALLENGES:

The firm needed a learning management system that could support multiple types of learning across seven separate offices, including blended learning, classroom learning, flipped learning and individualized learning. They also wanted a system that would allow trainers to create learning paths, monitor participation, track success rates and report on all aspects of usage.

## Solution:

SavvyAcademy LMS

## Results:

Teresa Beatty reports the following:

### What Were You Looking for in an LMS?

A system that supports blended learning

- The ability to create separate tracks for attorneys and staff
- The ability to create and send firm- wide communications
- User-friendly way to track employee training and knowledge
- Reporting tools to allow supervisors easy access to training progress
- The ability to schedule specific trainings and to attach follow-up plans automatically upon completion
- The ability to use on multiple devices (computer, tablet or cell)

### Why Did You Choose Savvy?

- “I wanted an LMS that was specific to law firms. The SavvyAcademy LMS content is structured specifically for law firm environments. They have already considered the issues that people face in law firms and customized their content just for law firms.”
- “The SavvyAcademy LMS was priced right and looked powerful enough to handle all of our needs.”

### How Do You Use It?

- “We have a lot of checklists and quick reference guides so that people can just get an answer and keep on going. But sometimes they want to learn more and the LMS also allows them to go deeper and keep learning.”
- “I just finished a lunch and learn and, afterward, one participant went into the LMS and took a quiz. She got 100% on it. The LMS complements in-class learning and creates more opportunities for people to continue learning.”
- “If someone prefers learning at their desk or at home on their own time, the SavvyAcademy LMS allows the user to go at his or her own pace. There’s no one standing over them as they learn.”
- “We have a big firm with seven offices. The LMS extends my training capabilities into every office even if I can’t be there in person.”
- “I love the certificates. We can customize the Savvy certificate to our firm. Little things like that make the Savvy LMS special.”



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