

Procter & Gamble

"We are impressed with the learning solution Saba provided and the speed and skill with which it was implemented."

— Larry W. Green, Manager of RapidLEARN and Global Learning Center

SOLUTION OVERVIEW

COMPANY PROFILE

Procter & Gamble, the #1 U.S. maker of household products.

SITUATION

Need a Web based Learning Management System for its 100,000+ employees, based in over 70 countries, working on multiple Learning Management Systems.

SOLUTION

Saba Learning Enterprise. This scalable, open, multi-language capable system powers P&G's RapidLEARN initiative and allows P&G to create a learning portal that connects all P&G employees to the learning they need to meet competency and business requirements.

ROI

With Saba Learning, Enterprise powering their RapidLEARN system, P&G is forecasting a 5-year after tax saving of over \$14 million through content consolidation, Web-based and live distance e-learning.

Founded in 1837, Procter & Gamble (P&G) is the #1 U.S. maker of household products and a recognized leader in the development, manufacturing and marketing of a broad range of superior quality products including Crest toothpaste, Tide laundry detergent, Ivory soap and Pampers diapers. P&G was voted the "World's most admired company" for 14 years straight by Fortune Magazine and is frequently listed as one of the top 10 companies to work for.

Based in Cincinnati, Ohio, P&G has operations in over 70 countries and employs over 100,000 people worldwide. P&G is divided into 5 separate business units: Beauty Care, Food & Beverage, Fabric & Home Care, Laundry & Cleaning, Baby/Feminine/Family Products, and Health Care. Through these units Procter & Gamble markets approximately 300 brands to nearly five billion consumers in over 140 countries totaling \$39.95 billion worth of revenue in 2000.

The Challenge

Due to the competitive nature of the global consumer products industry that requires employees to constantly grow their skill sets, P&G faced the challenge of quickly sharing knowledge and information about its new products globally, and building knowledge and skills in key competency areas. Compounding this problem was the fact that P&G had multiple, disparate Learning Management Systems (LMS). P&G knew that its existing systems were costly and inefficient and was looking for a better way to provide learning to its employees.

In order to meet these challenges P&G was seeking a LMS that was scalable and featured web compatibility, financial management tools, competency measuring tools and reflected P&G's core values (Leadership, Integrity, Trust, Passion for Winning, and Ownership). After a thorough search for a LMS, P&G chose Saba.

ABOUT SABA

Founded in 1997, Saba made its initial public offering of stock in April 2000 and trades on the NASDAQ National Market under "SABA". Headquartered in Redwood Shores, California, Saba currently has offices throughout the Americas, Europe, Middle East, Africa and Asia-Pacific regions. For more information please contact Saba at 877-SABA-101 or email sales@saba.com.

SABA LEARNING ENTERPRISE

Saba Learning Enterprise is an award-winning, Internet-based, learning management system that allows your organization to improve performance across the extended enterprise by effectively deploying the learning that supports business objectives. Saba Learning Enterprise automates all the learning processes for both learners and learning providers. Learners and team leaders can target required skills and certifications by role, assess skills and certification gaps, and plan learning to address those gaps. They can then participate in all forms of learning in order to close those gaps, measure their progress against business goals, and ensure continued performance improvement by repeating the learning process.

The Solution

Using Saba Learning Enterprise to power P&G's RapidLEARN initiative, P&G has reduced costs by consolidating multiple LMSs into a single system that has accelerated the pace of learning globally. With Saba Learning Enterprise, P&G can quickly inform its employees about new strategies, products and direction with guaranteed consistency. Highlighting the importance of personalized learning as one of the key reasons P&G choose Saba, Larry Green, Manager of RapidLEARN and the Global Learning Center at P&G stated, "Through increased training and knowledge P&G is able to achieve faster time-to-market of our products".

Another benefit P&G enjoys from Saba Learning Enterprise is its diverse functionality. With on-line registration, financial management, and on-line learning P&G is able to fulfill separate business unit requirements, all in a completely integrated, single system.

Results and the Future

With Saba Learning Enterprise powering their RapidLEARN system, P&G is forecasting a 5-year after tax savings of over \$14 million through content consolidation, Web-based and live distance e-learning. Using Saba Learning Enterprise, P&G is also able to achieve its goal of offering 24X7 access to personalized learning opportunities in a variety of forms, bolstering P&G's reputation as an employer of choice. Larry Green stated: "Saba and RapidLEARN have enabled us to 'Change the Face of Learning' at P&G—a key objective. In under a year we have moved from less than 5% use of e-learning to over 25%. E-learning currently represents 59% of the solutions we offer."

Today, with over 100,000 learners "on Saba", the Saba Learning Enterprise powered RapidLEARN system enables P&G to improve employees existing skills and competencies, thereby increasing employee retention and satisfaction.