

# SumTotal<sup>®</sup> Extended Enterprise

Optimize the customer experience and drive revenue

Take your learning beyond the walls of your business and offer training to learners outside of your company – make it easy to increase revenue and boost customer and partner satisfaction.

Most organizations today rely on a wide network of people and businesses to accelerate growth and stay ahead of the competition. Customers, contractors, partners, resellers and distributors make up your extended enterprise and expand your reach far beyond what you could do with your employees alone.

## Partner success is YOUR success

With such a diverse and dispersed external network, how do you help these partners succeed and ensure they understand your message, are up-to-date on your latest product or service, and can effectively communicate your vision and value proposition?

By expanding your learning strategy beyond employees, provides your extended enterprise a secure, private environment to access courseware, product training, virtual classrooms, certifications—all the knowledge and tools they need to succeed. When your extended audience succeeds, you succeed.

The image displays two overlapping screenshots of the SumTotal Extended Enterprise user interface. The top-left screenshot shows a 'SHOPPING CART' page with a navigation bar at the top containing icons for user, cart, search, and help. Below the navigation bar, there is a note about price changes and a table with columns for 'Activity' and 'Activity Type'. One item is listed: 'Core Leadership Concepts' with a 'Bundle' type. Below the table is a 'CHECK OUT' section with a 'Select payment method' dropdown menu set to 'Credit Card', a 'PayPal' button, and a 'Card Number' input field. The bottom-right screenshot shows an 'INVOICE' page with a similar navigation bar. The invoice details include: Purchase Date: 8/22/2016, Purchaser: Sean McCarthy, Invoice Number: 0000000008, Total Purchase Amount: \$USD 300.00, and Payment Status: Payment received. Below the invoice details is a 'PURCHASED ITEMS' table with columns for Item, Date, Organization Billed, Payment Amount, Refund Amount, and Actions. The table lists three items: 'Getting Started with Excel 2010', 'Getting Started with PowerPoint 2010', and 'Getting Started with Outlook 2010', each with a date of 8/22/2016, billed to 'Global - Seller Credit Card Account - U.S. Dollar', and a payment amount of \$USD 100.00. Each item has a 'REFUND' button in the Actions column.

Users can add as many items to the cart as they want and buy them in a single purchase.

Users can review their purchases and start or register for the activities just purchased right from the invoice.

## Empower External Audiences

SumTotal Extended Enterprise allows you to fully optimize your investment in learning to deliver a seamless experience to your entire ecosystem—driving revenue and improving satisfaction. Gain greater control over the content you offer your external audiences. Administrators can determine the cost of activities based on audience, the currencies they are sold in (via multi-currency support with Braintree integration), how long users have access to their purchased items, and bundle activities together.

SumTotal makes it easy for learners to manage and pay for content in one transaction with convenient activity bundles, shopping cart and invoice screens, and notifications for purchase and content expiration, creating an experience your learners will love.

SumTotal helps you deliver knowledge, information and training to an audience beyond your own employees. Because your extended enterprise is a critical part of your business, our solution gives you the people-centric tools you need to work, learn, and grow across your entire business ecosystem.

## Features

- Multi-currency support with Braintree integration
- Audience-based pricing
- Activity bundles
- Customizable subscriptions
- Shopping cart and invoice screens
- Notifications for purchase and course expiration

## Benefits

- Gives organizations new ways to sell training to customers
- Offers administrators control over activity costs, the currencies they are sold in and how long users have access to purchased items
- Lets shoppers easily pay with their preferred currency
- Allows administrators to create self-paced activity bundles that entice users to buy more content
- Accelerates adoption of new products and services
- Deliver certification programs, push content, and enhance information sharing to increase sales and market penetration

