

Hunters: Enabling Efficient Training with Juno LMS

Challenge

- Hunters needed a scalable way to train customers, partners and GTM employees.
- Existing method was not scalable due to time zone constraints, and a limited number of hours that key Hunters team members could spend delivering one-off training
- Traditional methods were time-consuming, and lacked consistency, and measurable impact.
- There was no programmatic way to track key leading, effectiveness, or ROI-based metrics (ex: program completion, content relevance, or effectiveness of training to influence business goals, such as: product utilization, or understanding of key job functions)

The Juno Solution: Key Features and Benefits

Centralized training platform for both customers, partners, and employees.

AI-Authoring tool to create and easily maintain role-specific, relevant, engaging learning paths at scale.

Real-time analytics to monitor learner progress, content effectiveness, and learning program success.

Scalable infrastructure to handle thousands of users seamlessly.

Quantifiable Impact & Key Results:

Designed Role-Based, Highly Scalable, And ROI-Positive Onboarding Certification Programs in Juno For Sales, Partners And Customers.

Sales Onboarding:

Saved the company \$950K over 2-years, or \$577/person/day by shortening sales ramp time.

Customer Onboarding: **Saved \$60,600** (105 live customer success training hours) in 1-year with a technical customer onboarding certification in Juno.

This also enabled training on more advanced product usage with customers, which contributed to higher satisfaction and retention.

Influenced 85%+ of direct customer ARR with Hunters Academy (our customer & partner certification program in Juno). It is becoming a company differentiator used to help close new business, supporting fast time to value for our customers.

Partner Onboarding:

Our certification program is key to enabling the partner & MSSP ecosystem, and onboarding at scale.

Juno LMS transformed Hunters' training processes, delivering measurable business results. **Imagine what it could do for your organization!**

