



# CASE STUDY

The effectiveness of Eccentrix's ULTIMATE PASS solution  
for access to continuing training for IT professionals

ECCENTRIX 

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# INTRODUCTION

Eccentrix is a company that specializes in IT training, offering a variety of courses and certifications for professionals.



Companies are increasingly faced with the challenge of finding a reliable partner to support employee skills development.

This case study explores the impact of the ULTIMATE PASS, a solution which is an integral part of the offer relating to access to continuing training for IT professionals.

As training is essential to ensure the competitiveness and the growth of an organization, we examine how the subscription influenced participant engagement.

# THE CONTEXT



The ULTIMATE PASS allows unlimited access to all guaranteed date trainings in the Eccentric catalog during the subscription period (one year).

There are two participants per training that can register, without any exception, and applying the same benefits as those with individual registration.

It is possible to integrate this solution into a strategic knowledge enhancement plan for companies wishing to invest in improving the skills of their IT professionals.



# THE OBJECTIVES OF THE STUDY



## **The evaluation**

of the user satisfaction with the Ultimate Pass subscription format.

## **The impact analysis**

of the Ultimate Pass on the frequency and diversity of training courses followed by subscribers.

## **The impact**

of the effects of the subscription on the professional progression of users.

# THE METHODOLOGY

We collected data from a combination of satisfaction surveys sent to subscribers, interviews with selected users, and analysis of training usage data over a period of one year (2023).

These subscribers actually used the solution, specifically by following training on:



- ✓ Administration of Microsoft 365 and Azure
- ✓ Information security, cybersecurity and cyber defense
- ✓ Computer networking

This is for around twenty training courses on the subjects mentioned, the analysis of which has been concluded.



# THE DATA ANALYSIS



Survey results and data were coded and analyzed to identify key trends. Usage was evaluated in terms of the number of trainings that took place during the subscription, as well as the diversity of topics chosen by each participant.

# THE RESULTS

## USER SATISFACTION

The majority of users reported being satisfied or very satisfied with the flexibility and value of the ULTIMATE PASS.



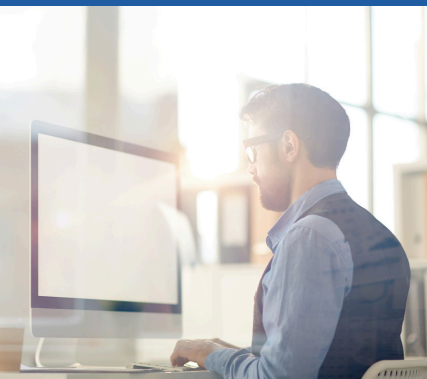
## COMMITMENT TO TRAINING

The data showed a significant increase in the frequency and diversity of courses taken with the subscription, particularly due to the real-time updating of confirmed training courses, thus avoiding any possibility of missing a development opportunity for participants .





# THE RESULTS



## Professional progression

Several participants reported significant improvements in their careers, attributed to easier access to continuing education to reinforce the knowledge already acquired, or to acquire skills to use on concrete projects in the organization.

## Organization membership

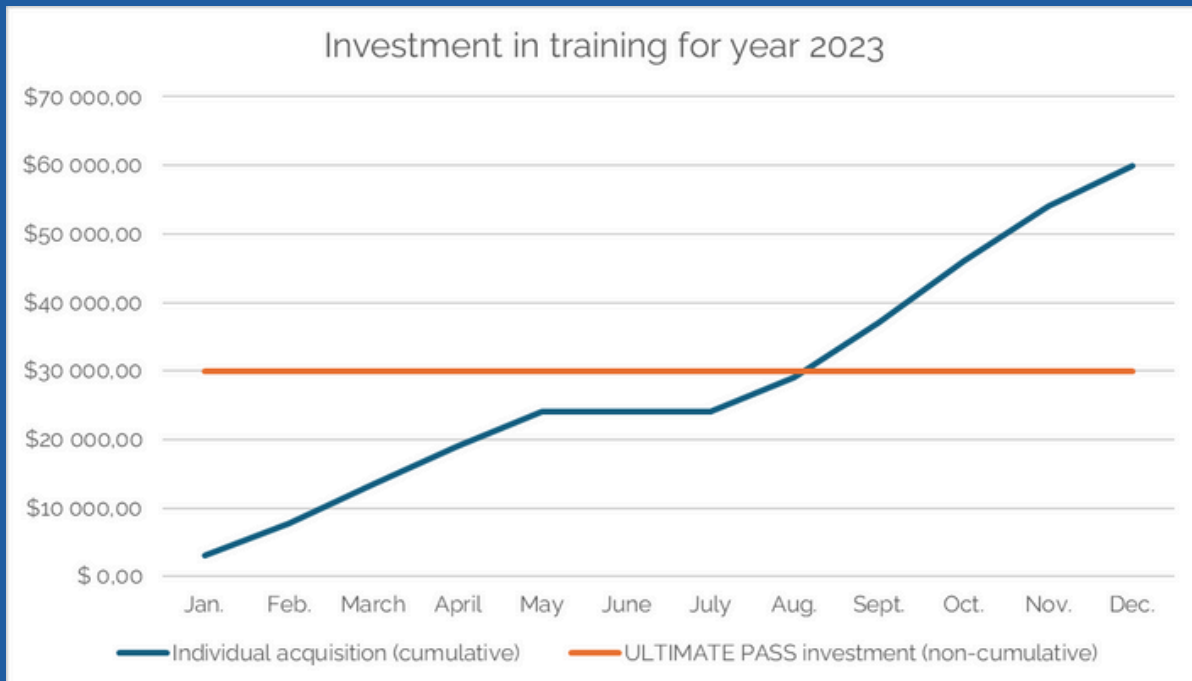
An increase in motivation and commitment to the company was noted following the possibility of continuous integration of training for professionals.

## Substantial savings

Thanks to the ULTIMATE PASS, it was possible to make significant savings, between **50 and 70%** compared to taking individual training, at regular or reduced prices. This offer has undoubtedly made it possible to invest more in the professional development of the parties, while remaining within the allocated budget.

# THE RESULTS

## THE ULTIMATE PASS INVESTMENT



The result of the analysis concludes a higher return on investment from the fifth month, compared to the cost of acquiring individual training.

The savings made are 50% compared to taking training individually and without this subscription.

# DISCUSSION

The results suggest that the Ultimate Pass is an effective initiative to promote continuing education among IT professionals. The subscription helps users to ensure a continuous rhythm, while being much more economically advantageous.



This study is limited by an observation period and by the use of the solution by a model company. Future studies should consider a longer observation period and a larger sample to further validate these findings, but we can already see the full potential of the solution that can be exploited by customers.

# CONCLUSION

The ULTIMATE PASS from Eccentrix offers a promising solution for professionals seeking access to flexible and affordable continuing education. The results indicate an increase in engagement and professional progress, highlighting the importance of such solutions in the training industry.



Ready to embark on the journey? Reach us today to discuss.

