

## RESELLER SUCCESS STORY



### THE PROBLEM

Your company has a client base that relies on your expertise. Your clients in all likelihood require compliance training. The pain point for a lot of companies is they do not focus on developing and delivering online training. Syntrio has quality online training content, aggressive pricing, technical expertise and support. We offer over 100 courses with a concentration on HR Compliance and Ethics training.

"I've been working with Syntrio for 10 years," said Spencer Thornton, Director of Content at OpenSesame.com. "We're a marketplace for e-learning content, similar to what iTunes is for music. Syntrio is one of our 400 providers and one of our more successful partnerships."

### THE SYNTRIO SOLUTION

*"We have thousands of online courses on OpenSesame and we attract tens of thousands of unique visitors per month," added Thornton. "We offer more than 100 Syntrio online training courses on our site like 'Workplace Harassment Prevention', 'Sexual Harassment Prevention for Managers' and 'Preventing Employee Discrimination'."*

*"We have our own resellers—affiliate partners—who we approach with atypical customer scenarios," explained Thornton. "Syntrio is one of our go-to resellers for certain client requests as they're always so responsive to our clients' questions."*

*"They were one of the first providers on OpenSesame to offer mobile content that could be watched on your desktop, tablet or smartphone," said Thornton. "They're continually pushing boundaries with their e-learning solutions."*

### THE BENEFITS/RESULTS

"OpenSesame.com is one of the largest resellers of Syntrio's content," concluded Thornton. "From our perspective, we tend to gravitate to providers that are easy to work with. If I was going to recommend Syntrio to a customer, I would say the volume and quality of their online compliance training courses are always high, their service is always reliable, and they're very competitively priced. They help protect customers looking to deliver compliance-based training to their organizations. That's why we value Syntrio as a partner."

To find out more about Syntrio, call Doug Page at 888-289-6670 or email [dpage@syntrio.com](mailto:dpage@syntrio.com)