

lpw training services  
Training *for* Excellence

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LPW Training Services

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## VEEVA VAULT TRAINING SOLUTIONS

LPW Training Services is proud to serve as a Veeva Alliance partner for Vault Enterprise, the first cloud-based suite of content management applications ever developed specifically for the global life sciences industry.

### Veeva Vault Training Solutions include:

- ▲ Instructional Video Library
- ▲ Internal & External Vendor Training
- ▲ Classroom and Online Instruction
- ▲ Training Support

For Life Sciences, biotechnology and medical device product implementations, LPW Training Services partners with your company to deliver the best practices and diverse application knowledge that a successful Vault implementation deserves.

As Veeva partners, we also offer classes across all Veeva platforms.

### Training Solutions for Your Learner and Budget

During the discovery phase of LPW's methodology we review the best approach to your specific learner. There are undeniable advantages to an instructor led experience but there are also other effective delivery methods. These methods may be driven by accessibility, business needs, budget constraints and minimizing time out of role.

## PROFESSIONAL DEVELOPMENT

Investment in people is often the number one factor in why people stay at a company, consistently in the top 5 reasons companies retain high performers. LPW recognizes this as a critical factor in our offerings.

### Our Professional Development Courses Include:

- ▲ Leadership & Coaching
- ▲ Understanding a Field Coaching Report and the Value
- ▲ Developing Core Competencies for a Team
- ▲ Communication Styles
- ▲ Business Communications Personal Influencing and Negotiating

## GLOBAL SERVICES

As our global customers continue to grow, LPW Training Services continues expanding and fine tuning our global offerings. We have offices in the US and in the UK. We are equipped to provide trainers, project managers, instructional designers, translators and logistics support staff in locations worldwide based upon the needs of your projects.

"Thanks for the excellent rollout! The trainers really kept the class engaged in the training! Your trainers really knew our business."

Steve K.  
Sr. Manager | Sales Operations

"Your consistency in managing high quality rollouts has been unsurpassed. From the first email announcing staffing for a project, to the handing in of equipment at the project's end, I can count on receiving complete, correct, comprehensive, and thoughtfully developed information delivered in a timely manner, assuring trouble-free projects for the trainers, trainees, and the client company."

Karen Lobel  
Software Trainer

"Thanks for the detailed User Guide. It is exactly what we needed – robust and provides all of the details we need. And, we love the tip sheet – great feedback from the team."

Lorraine Hanley  
CRM/SFA Solution Architect | Quintiles

"LPW is very cost effective and brings value to our organization"

VP of Sales Operations

"We have been through a number of roll outs over the last 10 years and this is the best so far."

John L.  
Vice President | Commercial Operations

Our team of world class instructional designers, content developers and trainers can help you make this decision and create a training plan that is perfect for you.

- ▲ Instructor Led Training
- ▲ Instructor Virtual Session
- ▲ eLearning Courses
- ▲ Documentation

#### Support for Ongoing Training Needs

Training is not a onetime event it is a process. To ensure success and adoption of any application or process, follow up training is paramount. LPW Training Services provides free surveys to stay connected with your Learners and their needs. To follow today's technology trends, application updates and business rule changes. Training services must be flexible.

We can work with you to identify successful models for ongoing training, reinforcements, promotion to a different role or New Hire Training. We will find the option and the pricing structure that works best for you.

## WHO WE ARE

LPW Training Services has been the leader in Life Sciences business application training for over a decade. LPW Training Services has executed training in over 700 implementations and trained over 50,000 learners. We excel at identifying your business needs and delivering a training plan that drives excellence and elevates results.

LPW has consistently been recognized as a partner that provides solutions and understands flexibility is critical to success. We do this by leveraging industry experts who build and deliver best in class training. By partnering with professionals who have the most comprehensive knowledge and years of training experience, our goal is to consistently deliver.

**LPW Training Services | Training for Excellence.**

## CRM TRAINING SOLUTIONS

CRM applications are powerful tools that enable commercial organizations to collaborate and deliver at the highest levels. Today's businesses are ever-changing. Field sales professionals must have the trifecta of superior product knowledge, effective selling skills and an exceptional understanding of leveraging their business applications to exceed sales expectations. Our Training Solutions involve all stakeholders to ensure all three areas are included to execute

## BUSINESS APPLICATION TRAINING

A CRM application leveraged correctly is a tool to a successful sales strategy. LPW Training Services provides training for Front Line Managers, leveraging Closed Loop Marketing, identifying opportunities or challenges in Business Intelligence applications or reports and various other key applications. The goal is to make sure that your team knows how to effectively use all of the applications to provide visibility into building a plan, executing the plan and measuring success.