

Techtronic Industries enhances revenue and profitability with Infor Learning Management

About the company

Founded in 1985 and listed on the Hong Kong Stock Exchange since 1990, Techtronic Industries Company Ltd. (TTI) is a world-class manufacturer of consumer, professional, and industrial products for the home improvement, hardware, and construction industries. TTI's portfolio includes Hoover®, Dirt Devil®, Milwaukee®, Aeg®, Ryobi®, and Homelite®. With revenue approaching \$4 billion (US), TTI is committed to continual improvement and innovation. To learn more, visit www.ttigroup.com/en/home.



Techtronic Industries

Business case

- Ensure employees are properly educated and proficient in key operational areas.
- Tangibly demonstrate how development initiatives help to achieve corporate objectives.
- Create and deliver training materials quicker, and reduce training costs.
- Implement processes to track the usage of development collateral.
- Increase the number of employees participating in learning-related programs.

Benefits

- Accelerated training creation and delivery, reduced classroom training costs and fully recouped its investment in the program initiative.
- Grew market share, increased revenue by hundreds of millions of dollars and elevated profitability; 20% of the improvements were attributed to training activities.
- Reduced the rate of returned goods by 45%, which represents a savings of \$35 million (US) over a two-year period.
- Successfully connected every employee to training efforts, enhanced employee proficiency and monitored individual participation across the company.

INDUSTRY

High Tech & Electronics

INFOR PRODUCT

Infor® Learning Management

WEB SITE

www.ttigroup.com/en/home

"We don't want to build huge programs; we just need to produce highly effective, impactful development materials. We can now do this by creating, deploying, and tracking everything in one system—all at a reasonable cost."

Matt DeFeo

Vice President of Leadership Development, Techtronic Industries Company Ltd.