



## Turtle Rattle Learning Helps Companies Realize their Vision of Precision Learning with OutStart LCMS

### THE CHALLENGE

Turtle Rattle Learning Inc. was seeking an application that would allow for rapid prototyping of content with assessments to facilitate the creation of an effective learning environment. "We focus on precision learning, so that when our clients make an investment in learning they get a predictable outcome," said Jim Lacey, president of Turtle Rattle Learning, Inc. "Our value as consultants is greatly enhanced when we can demonstrate in practical ways to clients how we can achieve this."

### THE SOLUTION

With OutStart LCMS in place, Turtle Rattle Learning can now build prototypes of learning and analytic solutions. "We use OutStart LCMS to demonstrate how we can solve a problem," Lacey said. "We can emulate the training by building prototypes of learning solutions. This is a powerful tool. I can connect all the learning elements together. Literally in a week's time I can go from a white board description of a learning activity to a full simulation. Using OutStart LCMS's web-based review tools, my entire team and key partners can participate in every phase regardless of location or time. Without OutStart LCMS, this would take months to do. And each tool involved would have introduced additional risks."

Turtle Rattle Learning helps its clients to define an optimized learning environment. Using OutStart LCMS as a proof of concept, they demonstrate the value of this approach. The software allows the organization to consider all aspects of learning activities — from describing objectives to implementing an assessment strategy — in one integrated environment. This integrated environment makes it easy to fine-tune learning activities. The software also alleviates version control issues that plague many course developers.

### ABOUT OUTSTART

At OutStart, we're out to solve a big problem.

Most organizations possess a wealth of underutilized collective intelligence around their products, services, and processes. This underutilization negatively impacts employees, customers, and partners, costing precious time and money while hindering performance. Said simply, "what your people don't know will hurt you."

OutStart's social business software and learning systems act like a lifeline: connecting people to the know-how, creativity, and learning they require to be efficient, effective, and agile.

Since its inception in 1999, and backed by leading venture capital firms, OutStart has matured into a profitable and rapidly growing company with an impressive range of customers, who are surpassing their expectations and delivering exceptional business results. The company is honored to have customers like Autodesk, BB&T, Boeing Company, BT, CVS Caremark, DIRECTV, EDS, Internal Revenue Service, Lufthansa, McDonald's, MetLife, Prudential, TiVo, Australian Defence Force, U.S. Navy, UK Ministry of Defence, Verizon Wireless, and Yum! Brands.

### THE RESULTS

**"With OutStart LCMS in place, Turtle Rattle Learning, can quickly develop and assemble reusable content while providing customized learning that accelerates training. This reuse capability has reduced course creation time by 50% – ensuring significant savings in both time and money for development," says Jim Lacey.**

- Build learning prototypes in one week instead of months
- Save its customers time and money with compressed training time and faster content development (The Navy saved approximately \$8-10 million by reducing training time and approximately \$5 million by cutting course development time in half.)
- Empower clients to vastly improve the precision of learning activities
- Rapidly demonstrate instructional, assessment, analytic, and management innovations using real world client environments.

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