



**By implementation of e-learning with the bespoke courses, company LINET provided product training for its business partners and their employees, with possibility of feedback for managers. Thanks to the localization of courses into series of languages even employees in daughter companies could be educated and trained. Moreover, the unitary form of training was preserved. Through introduction of e-learning financial expenditures were saved and time-load on training and schooling has been reduced.**

### CLIENT'S PROFILE

The company LINET was established in the year 1990. Nowadays, it is number one on the Czech market with healthcare equipment (hospital and nursing care products). Linet is the most dynamically developing company in this field in Europe and belongs to the five biggest producers of hospital bed frames in the world.

Annually, the manufactory in Želevčice u Slaného, Czech Republic, produces tens of thousands of beds, along with wide portfolio of mattresses, bed-side cabinets for patients and medical furniture. High quality products are matter of course for Linet. Besides that, it is offering wide range of services, such as rental of equipment, order-made interior projects, expertise services and education in the area of healthcare.

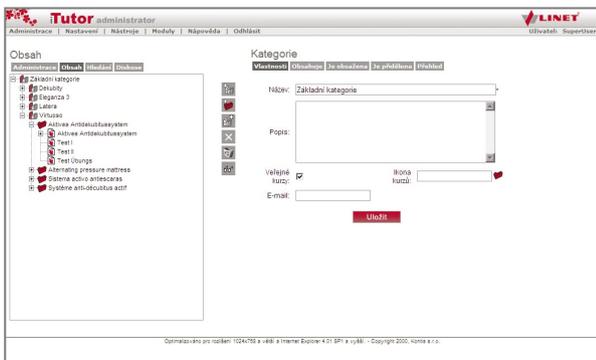
Consolidated turn-over of the LINET group in the trading year 2008/2009 exceeded 2.07 billion CZK (Czech crowns). Its products are

being sold in more than 70 countries of the world, at all continents. In 2006, company LINET was recognized as "Company of the year". In the same year, it became member of the society of 10 most admired Czech firms.

### REQUIREMENTS ON EDUCATION

Linet determined as one of its main long-term goals to strengthen competitiveness of its products and services. The company puts attention on searching what exactly are customer needs and based on these findings, LINET designs and develops products. Thanks to the high-quality products and original innovations, the company belongs to the elite according to the international criteria. Therefore product training of business partners and their employees is necessity for further dynamic growth of Linet. To be ahead of the rival companies on domestic markets, as well as internationally, requires high onset as in the area of production so in sales.

Bases for the success are top knowledgeable people with perfect overview about the company products. Linet therefore accentuates not only personal development of its employees, but also education of the business partners. For the company, it is inevitable to keep the symbiosis of production of new products with





expert knowledge of the specialist workers. Through regular training of employees and partners, continually deepens their specialist knowledge and promptly reacts to the new educational needs. The goal is not only to retrain business partners effectively and properly through order-made courses, but at the same time to receive necessary feedback. And that everything is possible with unnecessary financial and time wastages.

### E-LEARNING

To this end, the choice was made for the e-learning education by the company Kontis Ltd. One of the client's requirements was fast system implementation, and therefore the preference was on hosting solution iTutor. Thanks to this, e-learning was introduced in a very short time and the implementation did not cause any extra load or special requirements on IT department of the company.

Component part of the iTutor implementation was also redesign of the system appearance according to the LINET corporate identity. So the harmony with company policy was achieved.

System iTutor was implemented including module iTutor Tester for measuring the fruitfulness of employees' education. Linet managers in cooperation with the managers of its daughter companies obtained very important data about the level of retraining and schooling of individual employees.

Based on firmly specified records, company Kontis produced step-by-step set of order-made courses.

All courses were prepared by Kontis in four language mutations: English, German,

French and Spanish, including complex audio system. Moreover, module iTutor Student, used by students for the access to the education, was also localized into these languages. Thanks to the e-learning, even the employees of daughter companies were retrained without modifications in the unitary form of course.

Through e-learning, LINET provided its business partners with modern form of education that they use daily for their work. Besides that, it is very important, that the employees themselves organize their time for studies.



### CLIENT'S OPINION

*"We wanted to provide our business partners with fast and comfortable access to education and at the same time reduce administrative load and expenditures on organization of trainings and various educational events. The company Kontis accommodated all our requirements for implementation and realization of e-learning courses. We are planning further extension of our cooperation with Kontis in the future. Even now the numbers of students and destinations using e-learning are growing, and the company Kontis is working with us on preparation of new courses and implementation of the module Reporter."*

