



Case Study: CapitalSource Bank

At Banker's Academy we firmly believe that the greatest resource of any organization is the potential of its people—so call us today and let us help you maximize your training efforts!

The Challenge

California-based CapitalSource Bank had a need for a comprehensive eLearning solution that included courses, curriculums and learning paths, defined by job roles that would have both a measurable impact on the learners, and positively influence the Bank's bottom-line business goals.

The Banker's Academy Solution

Banker's Academy delivered a fully integrated solution including:

- **Full standard library of courses.** Banker's Academy delivered its full standard library—a comprehensive, computer-based, distance learning program that provides each Bank employee with relevant training by job role. Banker's Academy's library of 260+ courses and 45+ curricula cover three main categories: Compliance and Regulatory, Banking and Financial Skills, and Professional Skills.
- **Industry-leading LMS.** The library is deployed on a state-of-the art LMS offering easy administration, comprehensive tracking, easy-to-run standard and ad-hoc reports, with a clean, simple, user-friendly interface. The LMS also incorporates a rich media built-in course authoring tool that allows for the creation of new, customized eLearning courses, as well as the ability to upload, track, assign and maintain third-party eLearning courses.



The Banker's Academy Solution (continued)

- **System integration.** Banker's Academy delivered a fully integrated solution that provided HR integration, ad hoc reporting, and single sign-on capabilities.
- **Unparalleled results.** With this comprehensive, innovative e-Learning solution in place, CapitalSource Bank is able to train all its employees efficiently and effectively within a fluid, self-sustaining model, that is easy to manage and administer centrally.

Leading the way with training solutions for the global financial services industry.

2,500 clients

| 25+ years of experience

| A partner you can count on



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Who is Banker's Academy?

With over 25 years of experience, Banker's Academy is a leading global provider of training solutions to the financial services industry.

We have partnered with over 2,500 clients worldwide, with a focus on banks, credit unions, and money service businesses.

Our innovative programs and sophisticated technology combine to give your employees an unparalleled educational experience.

For more information on any of our products or services please visit us on the Web at:
www.bankersacademy.com

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High-Impact Results

With the successful launch of Banker's Academy's full standard course catalog, using Banker's Academy's LMS:

- All employees of CapitalSource Bank now receive comprehensive, required training through outstanding, interactive learning and industry-leading instructional design.
- All training is standardized, administered, and monitored in an easy-to-manage, centralized fashion.
- Employees take training at their convenience—resulting in minimal disruption of the daily workflow.
- Using the course catalog in place, the Bank can easily offer refresher training as needed.
- CapitalSource Bank saved considerable time, money, and resources—while increasing their ROI.

Added Value for Your Organization

- ◆ Comprehensive training at an affordable price.
- ◆ Elimination of travel time and expenses.
- ◆ Reduced training time.
- ◆ Consistent message across your organization.
- ◆ Engaging and informative training experience.
- ◆ Improved comprehension/retention of key learning objectives.

Banker's Academy

An Edcomm Company



Best Practices Consulting

- ◆ Training Needs Analysis
- ◆ Curriculum Development
- ◆ Learning Strategies
- ◆ Human Capital Management Development

Content Expertise

- ◆ Ready-to-Deploy Courses
- ◆ Custom Design and Development
- ◆ Best Instructional Design
- ◆ Authoring Tool
- ◆ System Simulation Training

Flexible Training Delivery

- ◆ eLearning
- ◆ Instructor-Led
- ◆ Train-the-Trainer
- ◆ Blended
- ◆ Mobile
- ◆ Tablet



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