Mindtickle Streamlines Onboarding to Support Nextep's Growth Industry: Human resources Company Size: 1-500 Use case: Onboarding and training Carolyn Montgomery Director of Sales Quickly transitioning to a virtual event wouldn't have been possible without Mindtickle! Assigning learning content at scale and driving interaction was key to the success of our event. About Nextep Nextep is an industry-leading IRS-certified Professional Employer Organization (PEO), dedicated to helping small and medium-sized businesses nationwide with our human resources, benefits, risk & compliance, and payroll services and expertise.Nextep elevates the employment experience for businesses by delivering cutting-edge technology, unbeatable expert support, and HR where you are.They help in Elevating the employment experience, to provide exceptional service through a commitment to integrity, technology, and people The challenge Plans for rapid expansion meant an overhaul of the company's new hire training and onboarding program was imperative.But with goals to expand into two new markets every year and hiring key to growth, face-toface training at that pace and volume was untenable.At the same time, Nextep needed high quality, effective training with consistent messaging across regions.Nextep wanted to take its onboarding and training program to the next level so it could more quickly meet sales goals as well as visibility into learners' progress The solution The Mindtickle Sales Readiness platform helps Nextep's sellers achieve their potential so they're ready to generate revenue in every customer interaction.Mindtickle's comprehensive enablement suite delivers outcome-focused training so new hires are ready to perform quickly.They're trained the way they learn through gamification, role plays, and microlearning.Success is measured, analyzed, and reported so managers can identify gaps in learning and take action to improve outcomes. The impact 85+% Adoption Rate in Using MindtickleGreater Consistency in Messaging and higher quality new-hire trainingRamp time for new hires decreased from eight weeks to fourRecord sales in 2020 with new hires, despite pandemic lockdown