

Ace Classes

Tripled their revenues, increased their course offerings to over 50 classes.

Meet the Client

Ace Classes provides high quality, online continuing education for professionals in the mental health, social work and child welfare fields. With eight employees in Fort Lauderdale, FL, Ace Classes is recognized by numerous licensing boards throughout the State of Florida, as well by as the National Board for Certified Counselors, for the quality and thoroughness of their programs. Training by Ace-Classes enables students to be certified by the Florida Board of Clinical Social Work, Marriage and Family Therapy, and Mental Health Counseling, the National Board of Certified Counselors, and the Florida Certification Board, so they can pursue careers in a wide range of fields, while enhancing both community and family life.

The Problem

With the increasing popularity of their courses in Florida, Ace Classes was challenged to deliver their material to students throughout the state, many of whom couldn't drive to Fort Lauderdale to attend class. Remote classes, however, were prohibitively expensive. But if Ace Classes couldn't come up with a way to fulfill demand, it would create an opening for their competitors – who were already making inroads into their market. Not only would the company's growth be limited without a solution, but even serving the continuing needs of their former students as they advanced in their careers would be hampered, causing further customer losses. Ace Classes not only needed a cost-effective distance-learning solution, but they needed one that would work on any platform (e.g. computer, smartphone or tablet) because of the wide variety of devices being used by their diverse student base. Complicating the problem, they also needed better tools for tracking their clients' progress and performance without a lot of additional administration and analysis, because their traditional tracking system just couldn't keep up with demand.

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The Solution

Using our off-the-shelf solution, Atrixware was able to provide Ace Classes with the ability to quickly publish their courses online, and offer their continuing education programs – accessible by anyone, anywhere in the state, and beyond. The Axis LMS solution now enables students to get all of their training and certifications from one constantly-updated source, while it enables Ace Classes to closely monitor all of their student's progress, insuring their success in the program, and with their certifications.

The Result

As a result of adopting the Atrixware solution, Ace Classes was able to meet their goal for reaching students throughout the state with up-to-date materials and support. Their clients are now able to take all of their required compliance training in one place, which increased client retention. And Ace Classes is now able to track all of their clients' compliance training in one location, through one unified interface, increasing quality and control. As a result of converting to Atrixware, Ace Classes was able to triple their revenues, offering over 50 classes as the leading provider in the state.