

PoliceCareer Training LLC

Axis LMS adoption lead to accelerated growth to triple their size, and have nearly quadrupled their income.

Meet the Client

Police Career and Promotion Services, LLC, provides career-coaching and testing services to police officers, deputy sheriffs, and other law enforcement personnel who are seeking career advancement, and who want to improve their scores on their departmental qualifying exams. The company employs five people (four in Florida and one in Connecticut), helping individual officers achieve promotion to Sergeant, Lieutenant, Captain, and beyond, within their respective law enforcement agencies.

The Problem

As a widely respected professional testing company, Police Career needed a reliable, secure and easy-to-use online testing solution where they could upload questions and exams, and have them taken (and scored) online 24/7 by their clients. If Police Career couldn't find an easy-to-use platform that was stable and full-featured, they would have to continue with their traditional paper-and-pencil (i.e. U.S. Mail) system, or use a less-than-effective PDF-based exam system with which they had experimented. But the U.S. Mail method was too slow and expensive. And the PDF method was inflexible, and inconsistent in quality as well, while also being hard to program, track and update. But they were losing business to competitors because they couldn't offer a fast and effective online exam package to their agency and individual client bases. So they had to do something soon, or they would be left behind.

The Solution

Searching the Web, Police Career found Atrixware as a long-established and highly reputable company leading in the LMS space. They signed up for a trial system at no cost, and quickly saw that the Atrixware online e-learning system fit their needs perfectly. That was more than eight years ago, and they continue to be happy with their choice even as their needs, and the solution, have evolved.

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The Result

By adopting the Atrixware LMS, Police Career was quickly able to enter all of their testing questions, and create and score their online exams, and even re-brand and market themselves as a modern online police testing company. As a result, their growth since that time has been both rapid and substantial. Police Career gained significantly in both revenue and client base as a direct result of the Atrixware LMS implementation, and have an ever-expanding list of police agencies and individuals they now serve.

In fact, as a result of switching to Atrixware, the company's growth accelerated to where they have since tripled in size, and now have nearly quadrupled their income. Despite this increase in growth, they only needed to add two people to manage the entire increased volume of new business because of the high efficiency of the Atrixware LMS as an eLearning platform and management tool. The long-term implementation has delivered even more benefits to Police Career in that they were able to develop additional products and revenue streams, and expand their offerings with less effort, and in less time, than ever before. According to the owners, their business could not have grown at this accelerated rate, nor could they have added the extra services for their clients, if not for their adoption of Atrixware's LMS platform.