

Industry: Manufacturing
Use Case: Employee Training, Sales Training

KI deploys **mobile sales training** using SAP Litmos

KI is a contract furniture company that manufactures innovative furniture and movable wall system solutions for educational, university, business, and government markets. With corporate headquarters in Green Bay, Wisconsin, KI is fully established throughout the US, Canada, and Latin America, as well as across Europe, the Middle East, and Australia. With more than 3,000 employees worldwide, KI continues to build relationships globally, extending its trusted expertise throughout the global marketplace.

One of the primary reasons KI chose SAP Litmos is because of the mobile-friendly interface, which enables their salesforce with instant product training anywhere, anytime, on the go. SAP Litmos also proved to be the most cost-effective solution, delivering everything the company required, which included both the LMS and learning content.

KI was able to easily integrate the SAP Litmos learning platform with its CRM system to dramatically increase adoption and engagement.

“We’ve seen roughly a **50 percent increase in adoption rates** of the videos we’ve been distributing since we’ve fully integrated SAP Litmos into our CRM system.”

Dale Griffin
Sales Trainer at KI

Learn more at www.litmos.com
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