

Organisation training process digitalization: How to do it right?

VEXTUR



Haloo!

We are Moodle learning management system experts with solid years of experience in education management and the training sector.

UAB “Vextur” in 2020 became an official Moodle partner

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Head of sales

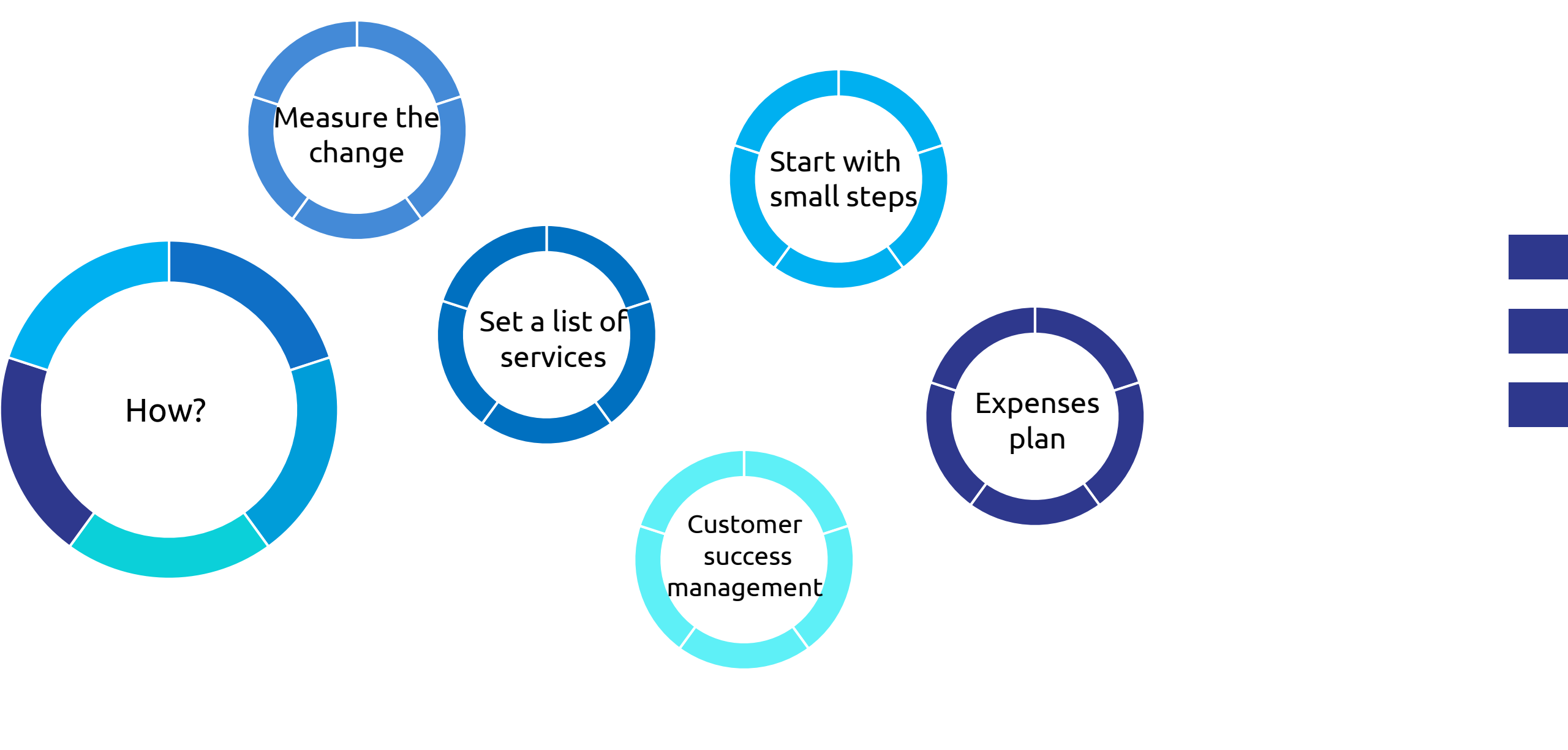
Fausta

Responsible for the success of long-term projects and participation in public international tenders. Analysing and finding solutions to exceptional customer needs

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Services

- 1 User needs analysis
- 2 Installation &/or Upgrade
- 3 Hosting (Software as a Service)
- 4 Custom development
- 5 Trainings and support
- 6 Moodle App



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And yes, we have what to offer



DOCSIGN

DocSign plugin that allows you to access attached documents and confirm them with the click of a button. After approval, the plug-in places a digital mark on each page in the document indicating the user, date, and time of approval. Employee / student after approval - can no longer change their option.



AZURE AD SYNC

This plugin allows Moodle LMS or MWP to integrate with Azure Active Directory (Azure AD) for authentication and user management. This integration streamlines the user authentication process and provides a centralized user account management system.



VEXTUR THEME

The Vextur Theme for Moodle allows users to customize their Moodle system according to their company's branding and specific functionality needs. The Vextur Theme was made fully suitable for companies using Moodle LMS, but is based on the working principles of Moodle Workplace.



VEXTUR NOTIFICATION

Is an extension that helps Teachers to inform course participants about the current course.



MY TEAM

Functionality to monitor your team's progress, see the report of your selected team member and send messages directly. The plugin, which is mostly used in the main system window, makes it easier to manage and monitor your team.



INTRODUCTION

This plugin allows the user to easily see essential information related to courses, assignments and incoming notifications in a convenient location on the site.



COURSE LIBRARY

The Course library block allows the user to see the categories of courses in which he is enrolled and open access courses on his home page. Using this block, it is possible to present a visually attractive image of categories using category illustrations, and users can see their courses structured by categories, instead of all courses in one row. It makes it easier to navigate within the system.



LEARNING NEWS

The Learning News plugin is designed to provide Moodle environment users with up-to-date information related to training news, institution news, upcoming events or happenings, and other mass announcements.



TRAINING REGISTER

The Training Register is a convenient and easy way to keep track of available trainings and to register, view and edit your registration status.

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What is the value to the client?



*Before we begin working with a client, we never start by telling them what solutions or plug-ins we have developed. Instead, we are asking: how you are managing training or learning processes *now*?*

We are not just „selling Moodle“ - we analyze the main pain points and challenges, which prevent to perform better.

Moodle is full of functionality platform for learning digitalization

But we advise

Not all functionality is mandatory to use from the start

Practice has shown that the biggest projects are achieved in small steps. Sprints in Moodle projects are an important foundation for a successful project



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Moodle is full of functionality platform for learning digitization

But we advise

Rather start with small steps



Following the implementation of Moodle LMS, the State Labour Inspectorate of the Republic of Lithuania observed significant improvements in operational efficiency and cost savings, highlighting the tangible benefits of this transition

<https://moodle.com/news/streamline-safety-and-compliance-with-moodle-the-state-labour-inspectorate-of-the-republic-of-lithuania/>

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Started as a simple project, together with Baltijas Datoru Akademija we have created a grand Digital Competencies solution. The functionality was presented in Moodle Moot 2023

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Avia Solutions Group

In 2021, Avia Solution group became our client. Starting with LMS, migrating to MWP, adding 28 tenants... And we still do not see an end to that! ASG Moodle MWP serves 7+ countries worldwide.

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Each change in the organization faces resistance

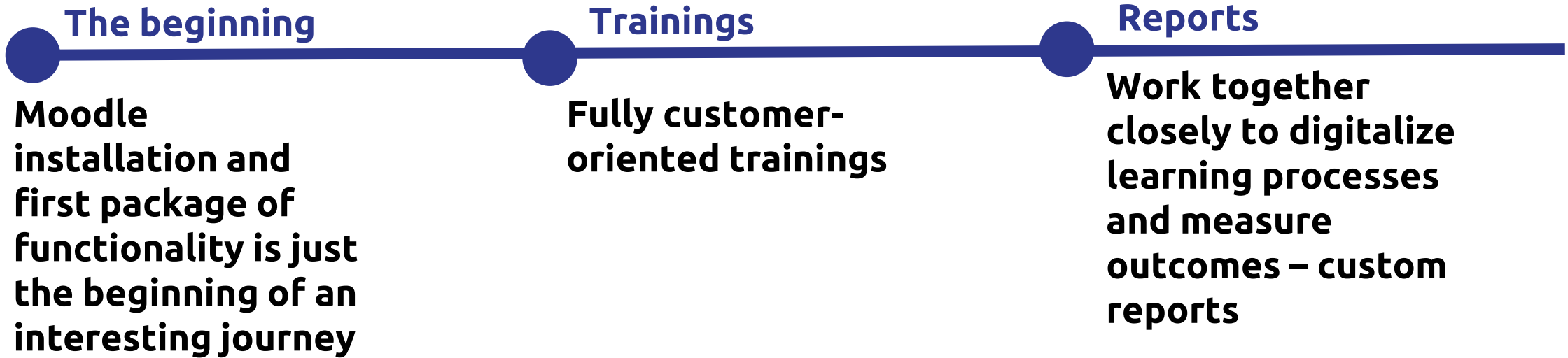
prepare for that

- Each change creates a feeling of insecurity for part of the employees
- Evaluate main stakeholders in the beginning and continuously inform them about what is happening

Introduce the client to the success stories and other clients from the same field



Customer success management



Customer success management

The beginning

Moodle installation and first package of functionality is just the beginning of an interesting journey

The main questions

- **Would you like to use a demo with all built – in Moodle functionalities?**
- **Do these functionalities fulfil your needs?**
- **Would you like to get in touch with companies in the same field to discuss how they are using the system?**

Customer success management

Trainings

Fully customer-oriented trainings

VEXTUR Digital solutions for inclusive learning experiences

moodle Partner
PREMIUM CERTIFIED SERVICES PROVIDER

MOODLE TRAINING

Enhance your learning experience by unlocking the potential of innovative and flexible education with one of the world's most popular virtual learning management system - **Moodle!**



VEXTUR Digital solutions for inclusive learning experiences

MOODLE WORKPLACE TRAINING PROGRAM

SYSTEM ADMINISTRATOR TRAINING (1 - 1,5 HOUR)

- Introduction to Moodle Workplace
- Administration of the system's styling and attributes
- User administration
- Creation of new user roles, administration of rights
- Organisation structure
- Administration of the main desktop image
- Other requested issues

TRAINING FOR TENANT ADMINISTRATORS (2 HOURS)

- Program development
- Certifications
- Creating dynamic rules
- User management at tenant level
- Reports

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ADDITIONAL TRAINING TOPICS

CREATION OF VISUAL CONTENT (1-1,5 HOURS)

- Possibilities of visualizing the training content
- Introducing to free tools

GAMIFICATION OF LEARNING (1 HOUR)

- Badges
- HSP as gamification elements
- Activity restrictions and gamification

OTHER TOPICS

You can choose any other specific topic from the existing training topics list. Training time will be adjusted individually based on specific needs.

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Customer success management

Reports

Work together closely to digitalize learning processes and measure outcomes – custom reports

Full name with picture and link	Training topic	Type of training	Duration hours
 Sofija Miglė Vidžiūnaitė	LAIKO VALDYMAS, II	Self - training	0.19
 Sofija Miglė Vidžiūnaitė	Time Management	Live	4
 Sofija Miglė Vidžiūnaitė	Moodle Teaching	Online	2
 Sofija Miglė Vidžiūnaitė	Linux OS Basics	Online	3

Customer success management

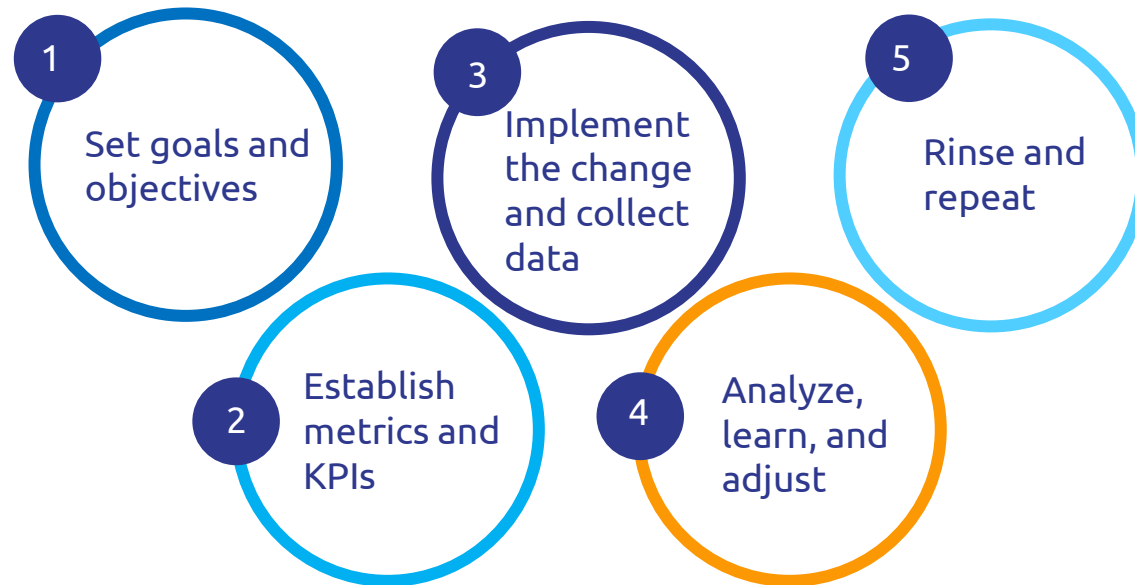
System support

Offering support package based on the similar cases or companies

- Support 24/7
- Updates about new Moodle versions and functionalities
- Dedicated helpdesk
- Training partners team
- Server monitoring

Measure the change

Because we see Moodle projects as an investment towards the customer, we always try to help measure the change and plan next steps



Clear expenses for 1-3 years

Support plan

Customers never like uncertainty. We prepare a clear plan for future with minimum support with the possibility to fill in custom needs

The main questions

- Will you upgrade the system regularly?
- Will you be needing integrations with HR or other systems?
- Will you be needing trainings about how to use the system?
- Will you be needing additional functionalities?
- Will you be needing to go SAAS?
- Are you thinking of expanding and going MWP?

Stay connected with partners

- Regularly meetings with integrations and solutions partners
- Participating in Moodle Moots
- Open Partner courses in Moodle

Courses

The screenshot displays the Moodle Courses page with a search bar and a dropdown menu for sorting by course name. The course list includes:

- BigBlueButton: BigBlueButton is an open-source web...
- Plagiarism Check EN
- Plagiarism Check LT
- Spell Checker Pro and PowerPaste EN
- Spell Checker Pro and PowerPaste LT
- Turnitin EN
- Turnitin LT
- WirisCourse: BigBlueButton is an open-source web...

Concluding marks

Build strong list of services

Decide what is the most important value for customers

Be prepared - **small steps, big wins**

Customer success management is the key

Measure the change

Prepare expenses plan

Think out of the box

Thank you, #MootFi24



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info@vextur.com

VEXTUR

Fausta Benaitytė

Pardavimų vadovė | Head of sales

fausta@vextur.com

+37060946231

Saulėtekio al.15, LT-10244

Vilnius, Lithuania

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