



Materials handling firm, **Hyster-Yale**, saves big with **Michael Management's** SAP training platform.

**Company: Hyster-Yale**

**Industry: Manufacturing**

## SITUATION

Manufacturing firm, Hyster-Yale, was working with outside consultants to facilitate their transition to SAP from a legacy system.

They needed to get their organization up to speed with SAP so their employees could intelligently articulate business processes. Otherwise, they could not work effectively with the consultants to ensure their system was optimized.

## SOLUTION

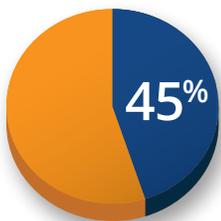
Hyster-Yale partnered with Michael Management to improve employee knowledge of SAP sufficiently for productive collaboration with the consultants.

"Without Michael Management, people would not have known how to use the system. They would not have been able to talk to the consultants about applying our business process," said Bill Cook, Organization Change Management at Hyster-Yale.

By leveraging Michael Management for SAP training, Hyster-Yale did not have to pay organizational consultants to fully teach them their own system. "It would have cost us millions of dollars more," Bill said.

## RESULTS

- **79% Lifetime Usage of Michael Management Training programs**
- **Enrolled in 1,400+ hours of training**



**Saved 45%** compared to classroom training and **millions of dollars** compared to organizational consultants



## CASE STUDY



**Without Michael Management, it would have cost us millions of dollars more.**

**BILL COOK**

Organization Change Management

Hyster-Yale

