

BUILD EMPIRE



PLATINUM
ALLIANCE PARTNER

Why choose Totara as your LMS partner

The screenshot shows the Build Empire LMS dashboard. At the top left is the 'BUILD EMPIRE' logo. On the right, there are notification icons, a signal strength indicator showing '325', and a user profile for 'Aaron Taylor'. A navigation menu on the left includes 'Home', 'Learn', 'Engage', 'Perform', and 'Reports'. The main content area features a large hero banner with a woman smiling at a laptop, the text 'Welcome to your learning hub', and a search bar labeled 'Find a course'. Below the banner are two course cards: 'GDPR: All you need to know' (4 hours, £129) and 'Desk analysis' (4 hours, £99). To the right of these is a 'Next Activity' section for 'Data Security 101' with a 'GET STARTED' button. At the bottom right is a 'Calendar' section showing days from Sunday to Saturday.

Introduction

Comparing learning platforms has become a bit of a minefield.

It's easy to get distracted by shiny new features, but the focus needs to be on what you **need** rather than what's on offer. After all, you want your LMS to support your learning content, you don't want to have to alter your content to suit the LMS.

If you've made it to this eBook then hopefully that means you're considering Totara as an option. Instead of giving you more decision fatigue, we're going to lay out exactly why Totara could be the right learning partner for you and what they do differently.



Michael
COO, BuildEmpire



So, you need a new LMS?

Chances are you're looking to switch LMS, or you're looking to create a brand new learning platform.

There are a lot of options out there, and each has its merits.

Before you read any further, make sure you know exactly what you're looking for:

- What's your budget?
- Who is your audience?
- What key infrastructure do you need?
- Which tools do you need your LMS to share data with?

Understanding these first questions is key to finding the **best solution for you.**

What is Totara?

Standard Totara platforms include **Learn and Engage**, combining structured learning management with collaborative, social, and knowledge-sharing capabilities to support workforce development.

Totara **Perform** extends the platform with continuous performance management, enabling organisations to manage objectives, feedback, check-ins, and competency assessment, linking learning directly to performance outcomes.

Learn

The strategic backbone of your learning and development strategy.

Engage

Your hub for informal learning pathways and connections.

Perform

The best place to connect learning to development to drive better performance.

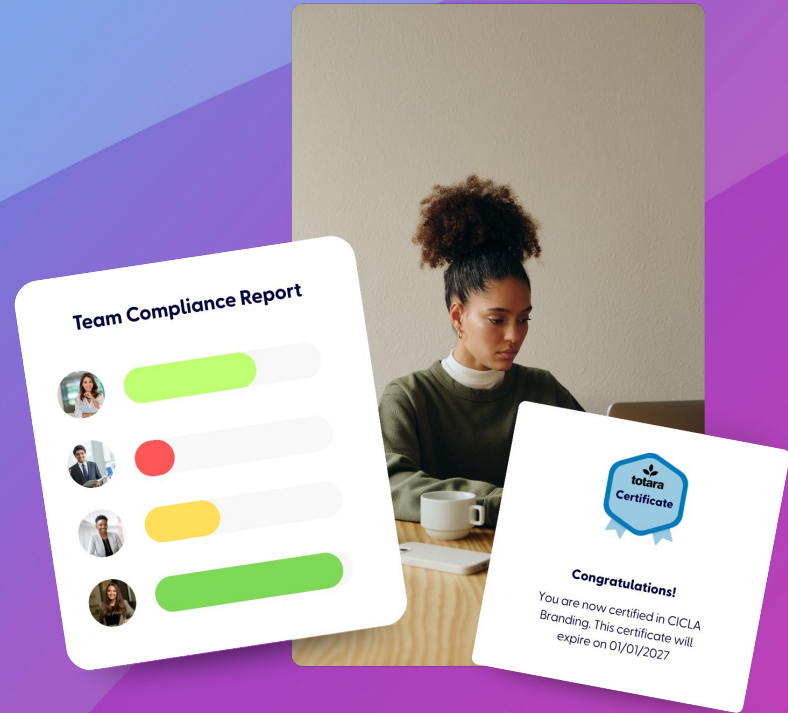
Why Totara?

Totara is trusted by **hundreds of organisations and supports millions of learners globally.**

It enables organisations to manage compliance, skills development, and performance in a single environment.

Totara stands out for these key five reasons:

- **Open-source freedom**
- **Comprehensive platform and features**
- **Scalability and enterprise features**
- **Integration and flexibility**
- **Community and partner support**

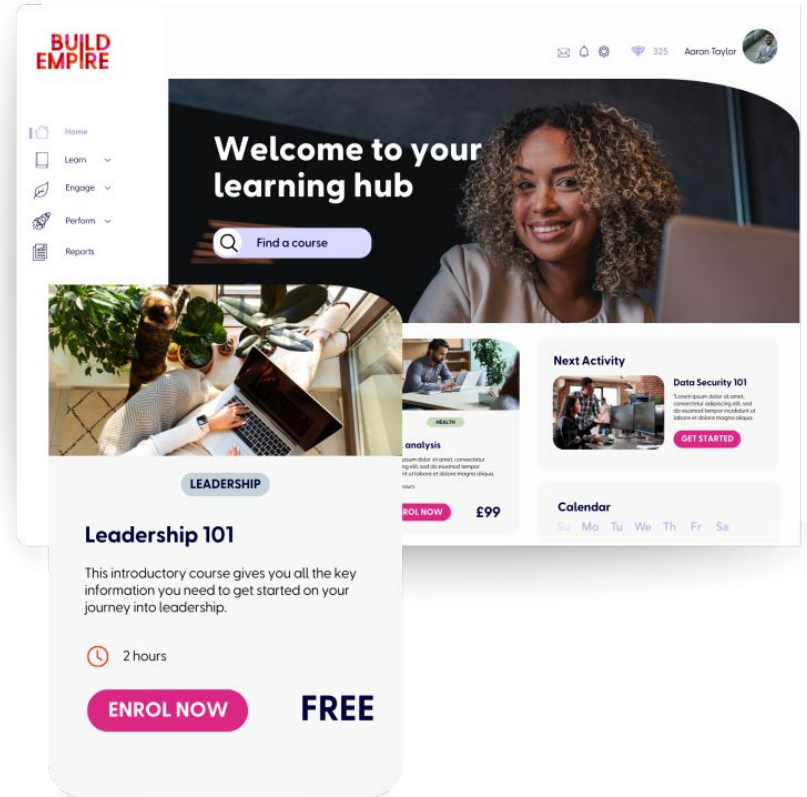


1. Open-source freedom

No vendor lock-in: Unlike proprietary systems, Totara is open-source, allowing you to adapt and customise the platform to specific needs.

Customisation without compromise: You can modify the platform's code to fit existing workflows rather than changing your processes to match the software.

Cost efficiency: You can save up to 80% on total cost of ownership compared to proprietary alternatives.



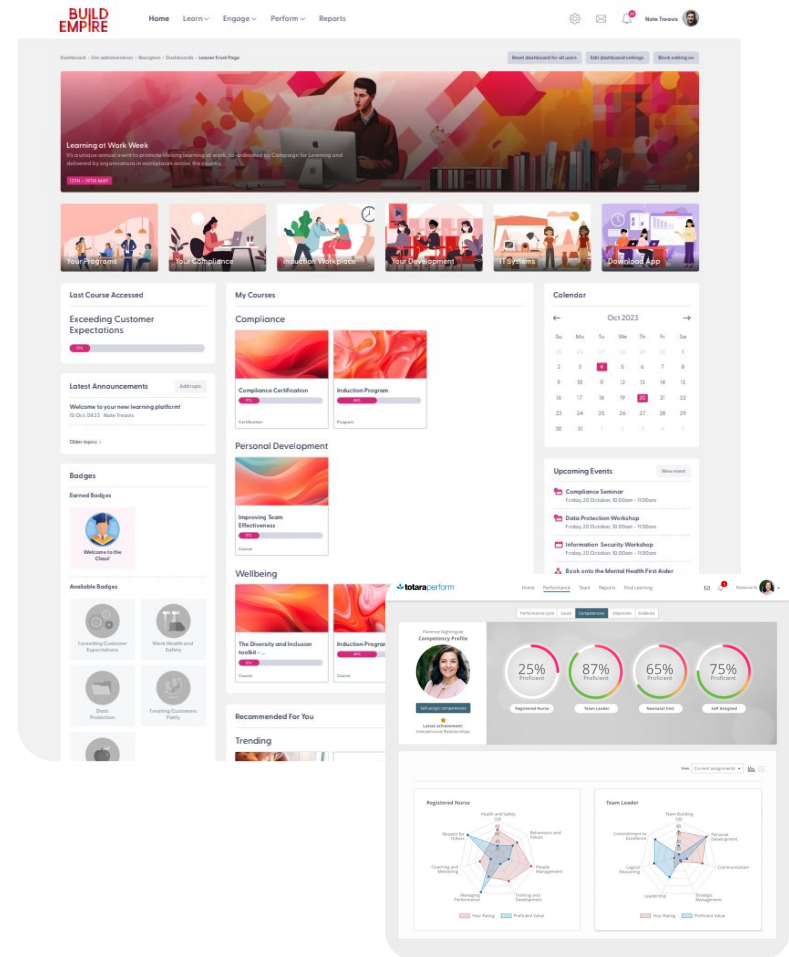


2. Comprehensive platform and features

Totara comes with all of the tools that you could possibly need to create strong, engaging learning content.

And you also get features that will help you make your platform a learning hub that people will want to return to.

Here's an overview of the 3 core groups of features:





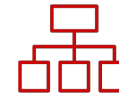
Audience management effortlessly assigns learning activities to specific groups categorised by job roles, teams, skills and competencies.



Compliance and training management covers formal and directed learning while minimising business risks.



Auto generate and schedule **custom report creation** gives you a complete picture of use, progress and achievement across all learners.



Multitenancy enables the management of multiple departments or agencies within a single platform so you can streamline admin & reduce costs.



Live events and seminars foster collaboration and problem-solving and allow you to implement centrally organised blended learning opportunities.



The **learning catalogue** enables users to browse, search, and filter through a wide range of courses, programs, and certifications for self-directed learning.

Key features in Totara Learn



Key Benefits of **Learn**

Personalisation

Customised dashboards and personalised learning pathways ensure that every user receives content and resources relevant to their role.

Compliance Intelligence

Automatic compliance tracking ensures adherence to industry regulations, simplifying regulatory compliance management and mitigating risks.

Accessibility

Totara is WCAG 2.1 AA Compliant. Its accessibility features make it inclusive for everyone, ensuring equal access to L&D resources regardless of individual needs or abilities.

Automation

Streamline administrative tasks, such as enrollment, course assignments, and progress tracking, allowing administrators to focus on strategic initiatives.

Data-driven insights

Measure what matters!
Dashboard reporting visibility empowers stakeholders to make informed decisions.

Content Creation

Create your own content or import what you've already got!
With Totara, administrators can easily create interactive courses, quizzes, and assessments tailored to their specific training objectives.

Key features in Totara Engage



Curated content playlists to break down silos, spread know-how to where it's needed and encourage collaborative learning.



Interactive and social functions like ratings, comments and curation to complement formal training and nurture a connected learning culture.



Personalised recommendations suggest content relevant to employees' interests, skills and needs, all based on actual user behaviour.



Surveys to quickly generate insights by collecting qualitative and quantitative feedback from your teams.

Key Benefits of Engage

Engagement

Engagement is boosted by bringing everyone together.

Use the power of collaboration and informal learning to bolster high performance and unify teams.

Exploration

Personalised learning is available for each user through the recommendation engine.

Users can also explore user-generated resources and playlists tailored to their specific interests and aspirations.

Inclusivity and Community

Meet diverse community needs.

Collaborate and solve problems from a central digital space without the complexity that comes with switching between different tools.

Advocacy

Through peer-to-peer collaboration, users share skills and accomplishments, fostering trust and cultivating a culture of knowledge-sharing and support, ultimately improving performance and service delivery.

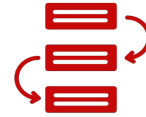
Knowledge Sharing

Dedicated collaborative spaces encourage teamwork and innovation, offering individuals the opportunity to collaborate on projects and develop creative solutions.

Wellbeing

Engage enables users to acquire new skills, enhance job satisfaction, and pursue career advancement opportunities, ultimately leading to greater fulfillment and wellbeing.

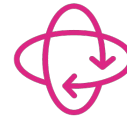
Key features in Totara Perform



Performance review workflow builder enabling you to match performance management processes to unique workflows.



Frequent and flexible performance check-ins to ensure employee alignment and boost organisational output.



360-degree feedback to accurately gauge strengths, weaknesses and opportunities by balancing self-evaluation with input from peers.



Skills and development to identify and close skill gaps across the entire workforce and prescribe actions and content that aligns the goals of your people and organisation.

Key Benefits of Perform

Boost Performance

Perform boosts performance through feedback mechanisms and goal-oriented development plans, resulting in enhanced productivity and effectiveness in roles.

Skill Mastery

With Perform's competency assessment and development tools, employees can master skills needed for their roles, ensuring proficiency and confidence in their job responsibilities and contributing to overall organisational success.

Talent Retention

Perform supports talent retention by providing opportunities for career growth, recognition, and skill development, fostering a positive work environment where employees feel valued, challenged, and motivated.

Identify Skills Gaps

Through robust data and analytics capabilities, Perform enables organisations to identify skills gaps within their workforce, allowing for targeted training initiatives and development plans to address areas of need and ensure workforce readiness.

Recognition

Through features like peer-to-peer recognition, badges, and performance-based rewards, organisations can acknowledge the valuable contributions of their workforce, driving engagement and loyalty.

Data and analytics

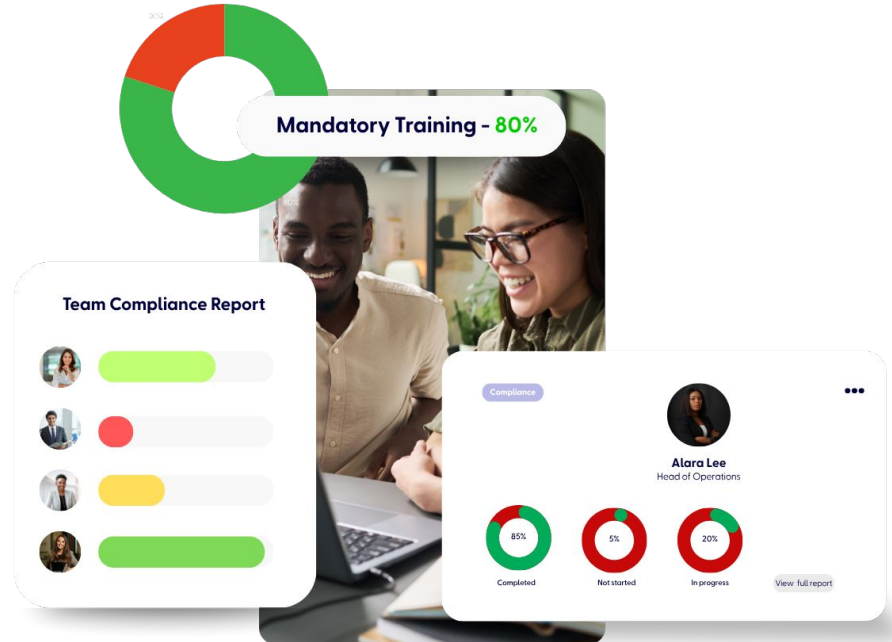
Leveraging data and analytics, Perform provides actionable insights into performance metrics, allowing organisations to make informed decisions, track progress, and continuously improve their employee development strategies.

3. Scalability and enterprise features

Multi-tenancy: Ideal for extended enterprises needing to manage different audiences under one roof, with separate branding and reporting for each.

Robust compliance & reporting: The platform handles complex, large-scale training initiatives, including automated compliance, certification tracking, and detailed reporting to ensure regulatory requirements are met.

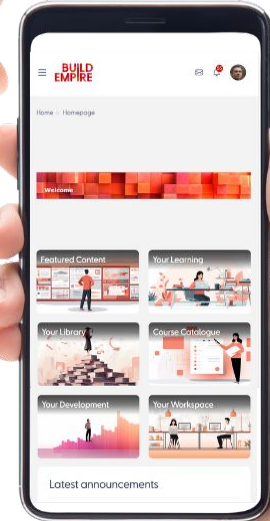
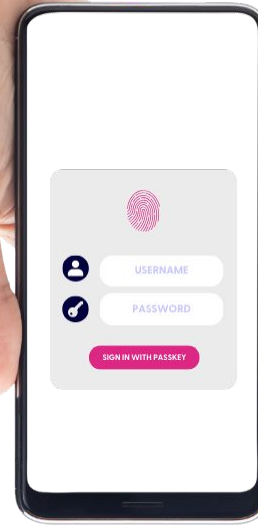
Tailored learning pathways: Supports blended learning, allowing for a mix of online courses, webinars, and face-to-face classroom sessions.



4. Integration and flexibility

Seamless integration: Totara integrates with existing HR systems, IT systems, and tools like Microsoft Teams.

Mobile friendly: Totara comes with a mobile app which allows your staff to access training on their own devices which is especially important for retail or field workers.



5. Community and support

Global Partner Network: Access to specialised expertise from a diverse, global network of Totara Partners.

Totara Community: A collaborative space for learning professionals to share knowledge, best practices, and support.

Plus, you'll get access to the Totara Academy where you can find a comprehensive set of courses to help you get the most out of the platform.



In the Totara Academy, you'll find a comprehensive set of courses to help you on your way to success with your Totara products. From short 'how to' videos, to feature-focused courses and fully certified, role-based programs, the Academy has everything you need to upskill yourself and your team.

And we don't just focus on which buttons to push. Enrol in our courses to develop both your product knowledge and your ability to design and deliver effective learning and performance management that has a real, positive impact on your people and your business.



I think it is the best open available source of enablement for an LMS solution I've ever seen."

Totara Academy user



Take a course

for a deep-dive into a specific feature



Complete a program

to certify your Site Administrator or Course Creator skills



Earn badges

to demonstrate your Totara expertise within and outside the Community

Choosing the right Totara partner

If you decide Totara is the right fit for you, next, you need to select the right partner. We won't talk about other partners, but instead just introduce you to BuildEmpire.

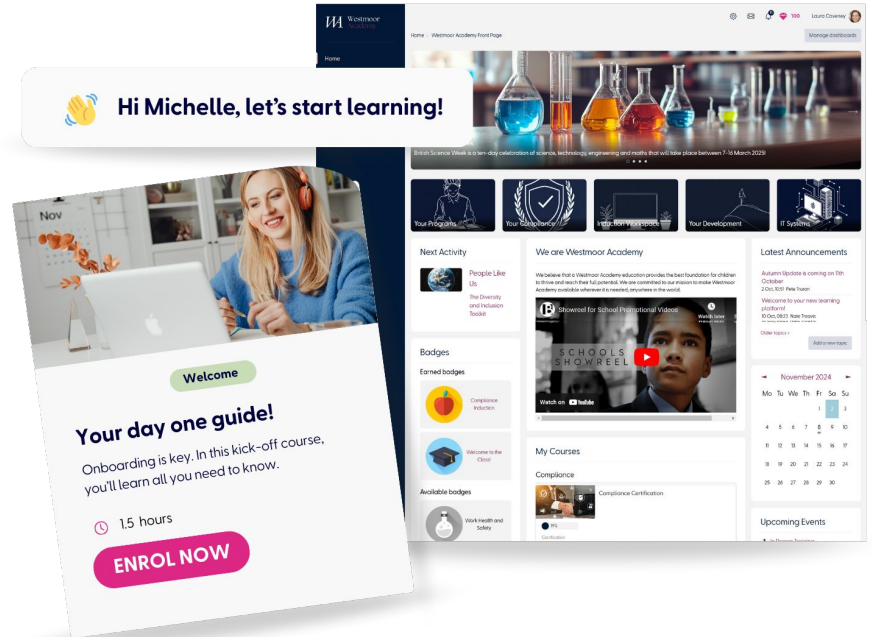
Who are we?

BuildEmpire is a leading partner of Totara and has been in the business for over 20 years.

We support a range of businesses with diverse learning needs from **more flexibility in their learning platform**, to being able to **better measure learning outcomes**.

Customers choose BuildEmpire for:

- Our better, unlimited support
- Access to in-house development
- More features than core Totara



Why choose us?

Our objective is to deliver the most effective Totara platforms for a range of industries.

We provide **cost-effective** solutions supported by **top-notch** structured implementation, ongoing customer success, and unlimited support.

We cover:

- ✔ Migrations
- ✔ Scalability
- ✔ Consultancy
- ✔ Training
- ✔ Integrations
- ✔ Customisations
- ✔ Platform optimisation
- ✔ Hosting

99.998%
uptime

✔ Expertise

We can develop new features or tweak existing aspects of the platform based on your unique needs.

✔ Experience

We've been building L&D platforms since 2002. Explore our [case studies](#) to see our expertise in action!

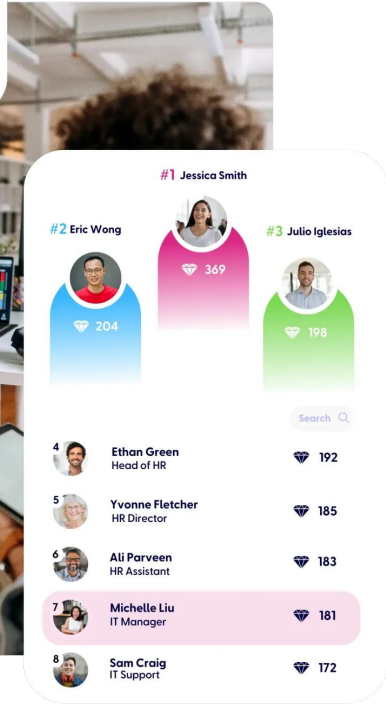
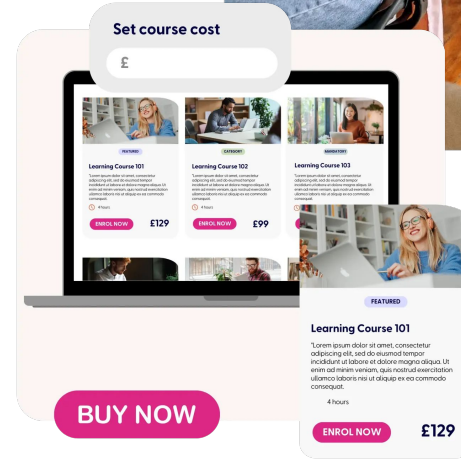
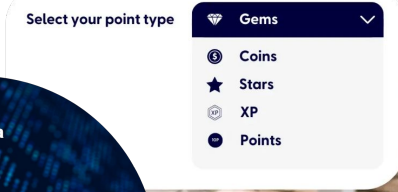
**BUILD
EMPIRE**

DON'T MISS Our Edition

BuildEmpire delivers an enhanced **Edition** of Totara, built on the core platform and extended through configuration and optional bespoke development.

This includes optimised user journeys, enhanced security configuration, and engagement features.

Customers benefit from a platform that remains fully supportable and upgrade-safe, while gaining additional flexibility and capability beyond a standard Totara deployment.





What makes us different?

- ✓ **No task is too big for us!**
Our experience in custom development is what sets us apart from other providers.

BuildEmpire is one of the only Totara partners with deep in-house development capability. We develop and deliver custom plugins, integrations, workflows and experiences that extend beyond standard LMS functionality.

- ✓ **Not just another Totara partner**
We bring blue-sky thinking thinking and proactive problem-solving to the table; turning LMS visions into reality.

As a testament to our capabilities, we are more than happy to provide references.

What do you get with us?

Included as standard for every customer...

Unlimited Support

No need to worry about hourly charges or monthly caps - there are no additional charges or limits on standard support requests, ensuring you receive all the assistance you need without any hidden costs.

Project Management and Customer Success

Each customer is supported by a dedicated Project Manager and Customer Success contact, who serve as their primary point of contacts for the duration of the contract.

Implementation and Training

With BuildEmpire, you'll receive tailored training sessions and top-notch implementation support to ensure a successful rollout of your solution.

Maintenance and Upgrades

Upgrades? Patch releases? No drama.

We handle everything in the background, ensuring your platform is fully protected and up-to-date.

Secure Hosting

Our platform is hosted and managed using AWS, the world's most comprehensive and recognised cloud technology, ensuring you never have to worry about availability or uptime.

We commit to a minimum monthly availability of **99.9%**.



BuildEmpire Edition

We know how powerful Totara is, but as a team of developers, we wanted to take the LMS one step further. And so, the [BuildEmpire Edition](#) was born. Leveraging Totara's core functionalities, we've implemented bespoke tweaks, adjustments, and brand-new features you cannot get anywhere else!

What our **customers** think

“The continued development of the platform remains critical to our **ongoing success and BuildEmpire are very much a part of that.”**

“Working with the BuildEmpire team has been one of my highlights.”

“The solutions they deliver and standard of development is **second to none.”**

This wealth of development coupled with an insightful customer-service oriented account team is **why I will continue to use them.”**

What our **customers** think

"The migration to BuildEmpire was **seamless, without any issues."**

"We needed a platform that could allow us to more **easily create courses, but that would also enable us to continue to deliver according to our needs. We got it. And more."**

"The process went very smoothly. BuildEmpire understood our requirements exactly. They are an **excellent partner."**

"I have worked with several other Totara partners but they have been the **best."**



So, what now?

Well fingers crossed, we're a good match for you and could be your chosen Totara partner.

Not sure if Totara, or BuildEmpire, is the right choice for you? Choosing the right partner benefits us too, so we would be happy to talk through your requirements to see if we could be a good fit.

Book a demo to see our product in action and to potentially start the journey of partnering with BuildEmpire.