





## Facts about Discendum

- Finnish company established in Oulu, Finland, in 2001
- We develop and host eLearning services for educational institutions and corporations mainly in Finland
- Active client base (2012): over 200 organisations and over 500.000 user accounts
- Employees (2011): 18
- Revenue (2011): appr. 1.6 million euros
- All accounting periods have been profitable (AAA Gold in Dun & Bradstreet rating system)



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## From north to south, east to west

- Headquarters in Oulu
- Sales offices in Tampere and Helsinki
- Helpdesk services in Tampere and Rauma
- Subsidiary Flumine in Joensuu
- Partners around the globe:



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### Our services in a nutshell

- Flexible, high-quality online environments available as a SaaS service (Software as a Service) over the Internet
- SaaS implementation offers ease of use and peace of mind for clients
- Our technical experts have years of experience in system R&D, technical maintenance and integration projects
- Our staff has experience from creating innovative learning environments since the mid-1990s

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### Optima

- A versatile and flexible online environment for different organisations
- Offers tools for online trainings, projects and collaboration, document management, competence development etc.
- High-quality support for audio and video content, versatile survey and exercise tools
- Developed by Discendum Oy together with our customers




### Totara

- An LMS designed specifically for the workplace
- Offers tools for competence development: personal learning plans, online courses and programs, face-to-face training handling etc.
- Tools for managers: flexible reporting and monitoring of teams
- Based on open source Moodle software
- Discendum Oy is the Finnish partner of New Zealand -based Totara Ltd.



### Kyvyt.fi

- An ePortfolio service mainly used by Finnish educational institutions and training organisations
- Offers tools for developing and sharing all sorts of artefacts: CVs, assignments, collaborative tasks etc.
- Based on open source Mahara software
- Discendum Oy has created the service concept of Kyvyt.fi

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## References

- Our most important market areas include the education sector, HR departments of corporations, private educational institutes, public administration and organizations.

**Companies, e.g.:**

- FCG Finnish Consulting Group
- Institute of Marketing
- K-Instituutti (training center)
- Pohto
- Rastor Ltd.
- Sampo Bank plc.

**Other organisations, e.g.:**

- Farmasian Oppimiskeskus
- Federation of Public and Private Sector Employees
- JTO School of Management
- Rovaniemi Municipal Federation of Education

**Institutions of higher education, e.g.:**

- Aalto University
- University of Oulu
- Jyväskylä University of Applied Sciences (UAS)
- Laurea UAS
- Oulu UAS
- Turku UAS

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## What our customers say

- Customer satisfaction is measured every two years with a survey (the trend from 2003 to 2010):



Year	Sample Size (n)	Score
2003	20	4.51
2006	48	4.75
2008	60	4.89
2010	74	4.95

Our grade is 4,95 and ranking 1/89, with the industry average being 4,24.

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## eLearning content development: Flumine

- A subsidiary, Flumine Oy, established in 2010.
- Combining a pedagogical understanding of a customer's needs with innovative multimedia solutions
- Employs 2 full-time eLearning experts



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## Network of partners and experts

- Our extensive network of partners provides additional content production, training, consulting and product development services.





# Yhdessä. Verkossa.



- Helping businesses get the most out of online learning
- Active product development
- Customer-centric consultation
- Wide partner and collaboration networks
- Listening to customers' and users' needs
- Well-liked helpdesk and support services

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## Thank you!

Please find more information from:

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[www.discendum.com](http://www.discendum.com)

[www.flumine.fi](http://www.flumine.fi)

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