HP Software Education

Realize the potential of your HP Software

Your software is only as powerful as the people using it. That's why effective training and education is a worthwhile investment. **It strengthens your whole business.**

Why invest in training?

38%
of purchased software ends up as shelfware[1]

This means, on an investment of
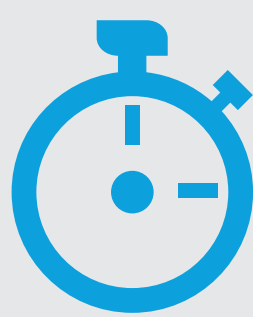**$750,000**
🗑 **$285,000**
is waste/underused software

?

76%
of users don't understand the software
This makes untrained users the 2nd biggest cause of shelfware

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1 hour
of training saves

⏱

5 hours
of lost productivity

38%
of successful software pilots need re-architecting before launch due to missed enterprise software upgrades. **To improve enterprise-wide deployment, statistics show end-user training would help most[2]**
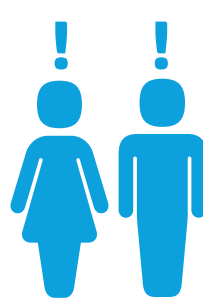
Untrained users require
6x
more support than trained users

Training is an investment in success

80%
of IT managers realize training is critical to project success[3]

Advanced companies spend
5-20%
of **profits** on training

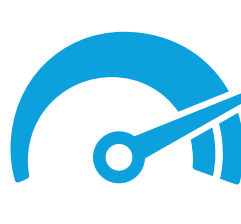Certifying the skills of IT staff members is the **single biggest** predictor of IT project success[4]

How will your business benefit from training?

Fewer support calls | **Better ROI** | **Faster time to value** | **Reduced Risk**

The value of your HP Software maximized.

To find out more visit
www.hp.com/go/softwareeducation

1. Vanson Bourne, 2010; 2. Vanson Bourne, 2010; 3. IDC Marketscape: Worldwide IT Education and Training 2012, #232870, Feb 2012; 4. IDC Market Spotlight, sponsored by HP, The Benefits of Training and Certification, January 2013