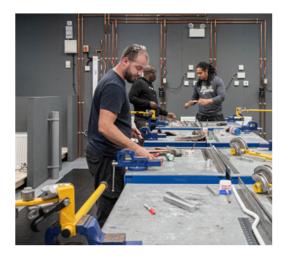# Endeavour Case Study: Logic4training

Logic4training are the leading building services engineering training provider in the South East, with four centres around London and the south-east, all with specialist facilities.

The company delivers courses in areas such as gas & oil central heating, electrical, plumbing, refrigeration, maintenance, renewables. In addition to classroom-based training, they offer apprenticeships.





Logic4training selected Endeavour to support their business over the coming years. The scope of the project covers customer relationship management, activity/task management to support following up sales leads, course templates leading to courses on specific dates, scheduling to help utilise staff time and company resources, bookings, products, document management and a series of sophisticated business intelligence reports.

Key aspects of the project are an integration to the Sage finance system and a data migration from their previous system including in-flight courses.

Endeavour also manages invoicing, with invoices emailed to clients, and manages payments, e.g. card payments and finance. Endeavour also provides automated email confirmations for bookings etc.

Logic4training chose Endeavour from Gordon Associates for a number of important reasons:

- Gordon Associates impressive track record of large-scale software projects which feature integrations to multiple systems, and their knowledge of the training industry
- Endeavour handles complex courses. Unlike most training provider software, Endeavour allows you to manage courses down to the module level, which is important across the whole business of booking multiple trainers, rooms, resources – and also invoicing.
- Endeavour allows you to maximise utilisation of trainers, rooms, resources/equipment – for Logic4training it's extremely important to achieve a return on their investment in staff and resources and optimise them to maximise delivery capacity
- Flexibility and extensibility: Logic4training wanted to work with a supplier who were keen to extend the system as the business evolves.

Enhancements in the pipeline for Logic4training include:

- Marketing campaigns, e.g. integration with Mailchimp
- Contacting delegates when training expires to arrange refresher courses

*"Having worked with GA for many years, we knew they would listen to us properly, understand what we require and deliver a system to our business that would be an asset and help us grow in the future."*

**- Mark Krull, Director, Logic4training**

For further information about Logic4training see www.logic4training.co.uk