

Choose one from each column:

A.

Accelerate

Improve

Enhance

Educate

Ensure

B.

Sales Force Readiness

Channel Effectiveness

Customer Service

A Distributed Workforce

Regulatory Compliance

C.



Accelerate Performance.
Accelerate Profits.





SumTotal Systems helps you capitalize on the strategic business opportunities that matter most to you.

Whether you want to enhance customer service, improve channel effectiveness, accelerate sales force readiness, educate a distributed workforce or ensure compliance with financial and legal regulations, SumTotal can help you accelerate business performance and organizational profits.

Our people, in conjunction with our products and services, will tailor a learning solution that delivers bottom-line business results:

10x

increase in market share among high-prescribing physicians at Wyeth Pharmaceuticals.

33%

gain in revenue per agent at Century 21.

70%

increase in revenue (turnover) for the Institute of the Motor Industry.

199%

annual return on investment through **increased employee productivity** and reduced operating expenses at One Beacon.

\$100,000

a month in **operational savings** at Stream International.



MOUNTAIN VIEW SEATTLE ROCHESTER LONDON PARIS HEIDELBERG INDIA TOKYO SYDNEY



More than 600 clients across 5 continents,
68 countries, 11 time zones and speaking
13 different languages have found that
business benefits add up with SumTotal.

ACCENTURE
ALBERTSONS
AMERICAN AIRLINES
BAE SYSTEMS
BECHTEL GROUP, INC.
CAP GEMINI ERNST & YOUNG
CENTURY 21
CISCO SYSTEMS
CITIGROUP
D&B
DE BEERS
EXXONMOBIL
GILLETTE
HARLEY-DAVIDSON
KELLY SERVICES

LUCENT TECHNOLOGIES
MICROSOFT
NESTLÉ
ORKIN
PFIZER
ROCKWELL COLLINS
SONY
STANDARD & POOR'S
THOMSON NETG
US AIR FORCE
US ARMY
VODAFONE
WACHOVIA CORPORATION
WYETH PHARMACEUTICALS

SUMTOTAL CLIENT BASE



40%

FORTUNE 50



35%

GLOBAL 50

Accelerate.

The Merger

On March 18, 2004 business performance improvement pioneers Docent and Click2learn became SumTotal Systems.

Together, we form the single largest company focused uniquely on applying learning solutions to our clients' business processes in order to increase their revenues, decrease their expenses and reduce their overall operating cycle time.

The Metrics

- 27 years' combined industry experience
- 35% of the Global 50 are clients
- 40% of the Fortune 50 are clients
- 91% client satisfaction
- 700 successful system implementations
- Strategic partnerships with Accenture, Deloitte, Exult, IBM, Microsoft, Primedia and Thomson NETg

The Merits

- 7 clients among the 25 ASTD BEST Awards Winners
- 20 clients among the Training Top 100 Awards Winners
- Leadership Quadrant, Learning Management Systems and E-Learning Suites Magic Quadrants (Gartner Research, 2003)
- Best Learning Management System (*Training Magazine*, 2003)
- Best Learning Management Solution (*E.learning Age*, 2003)
- #1 Vendor Overall (METAspectrum, 2003)
- Competitive Strategy Award (Frost & Sullivan, 2004)



The SumTotal Enterprise Suite combines the industry's leading Learning Management System (LMS), Learning Content Management System (LCMS), Virtual Classroom Service (VCS) and a unique Dashboard measurement system on a single, integrated technology platform. SumTotal's fully-integrated solution helps clients realize a higher system implementation success rate, a lower total cost-of-ownership, an improved end-user experience and better bottom-line business results.

With over one hundred 10,000+ user implementations and ten 100,000+ user implementations, SumTotal's solution scales with your company's growth and adapts to your organization's ever-changing business needs.

The SumTotal Enterprise Suite™



TotalLMS

for strategic management of learning initiatives, corporate information, communication and employee knowledge.

TotalLCMS

for creating, managing and deploying Web-based content and simulations.

TotalVCS

for live, spontaneous and interactive communication, collaboration and learning over the Web.

TotalPerformance

for 360° measurement of employee performance and alignment of individual and business goals.

TotalDashboard

for analysis and correlation of organization-wide learning and its impact on business results.

TotalAccess

for mobile-worker access to organizational information and learning without a direct network connection.

TotalInformation

for management of formal and informal knowledge and unstructured information.

TotalCollaboration

for collaboration and sharing of knowledge and information with peers and subject matter experts.



What matters most...

Over 95% of system implementations require integration with existing enterprise-wide applications. SumTotal's Customer Service organization, with an average of 7 years of project management experience per person, helps you ensure results are achieved on time and within budget.

- Two times the industry average for on-time and on-budget system implementations.
- One-half the industry average time to implement an enterprise-wide solution.
- The highest customer satisfaction rating in the industry.

Improve your overall odds of success by contacting your SumTotal Systems account representative today.

(Choose all that apply)

Contact SumTotal Systems at:

- a) www.sumtotalsystems.com
- b) sales@sumtotalsystems.com
- c) 1 866 SMTOTAL in the US, or +1 650 934 9500 worldwide
- d) 2444 Charleston Road, Mountain View, CA 94043
- e) All of the above

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