

Cloud Training Pays Off: 4 Stories of Business ROI and Success



Invest in your team's tech skills, Invest in your bottom line

In today's fast-paced business world, staying competitive is key. Investing in cloud tech professional development for your team is an investment in your company's future. With the right skills, you'll thrive in any economy and achieve lasting success.

1. Empower employees for exceptional customer experiences



As technology becomes increasingly integral in day-to-day operations, most companies today can be considered tech companies. Regardless of product or service, you rely heavily on technology to provide optimized customer service. As a result, it's crucial to ensure that tech teams are skill-ready to optimize cloud services and deliver exceptional experiences to customers.

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Offering this as an employee benefit to anybody in the company provides continual learning to enhance their skill sets. The return is two-fold. Not only do our employees become more valuable to themselves and the company, but they become more valuable to their clients. This differentiates us. It sets us apart from every other company that is the same size.”

– James Farley, VP of Enterprise Solutions at Octo

For example, consulting company Octo, an IBM company, focuses on confident skill readiness for their staff and increased engagement –which results in better customer interactions that drives the bottom line. By investing in Cloud Academy's custom training programs and hands-on learning, Octo saw a 287% increase in overall Skill Profiles. Higher employee engagement and empowering employees to provide better cloud experiences for their clients have been two of Octo's most significant outcomes thus far.

[Read more about Octo here](#) >



287% Increase in overall Skill Profiles



1,100+ Hours of training complete



225+ Exams passed

2. Scale with evolving technology solutions



Long-term success requires remaining competitive and relevant in a rapidly changing marketplace. As a result, your team's ability to adapt and grow is critical. That's why AIA, a leading insurance company, recognized the need for upskilling their employees to meet growing digital transformation demands . By partnering with Cloud Academy, AIA provided their team with hands-on training and certification preparation that helped them acquire the necessary skills and knowledge to stay competitive in the market.



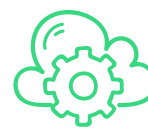
Societies and their insurance and healthcare needs are constantly changing, and our business must evolve to remain relevant to our customers, partners, and employees. We needed a high-adoption solution that would support our upskilling efforts in this evolution.”

– Biswa Misra, Group Chief Technology and Life Officer, AIA Group



As a result, AIA saw a significant improvement in their digital capabilities and ability to better serve their customers. The outcome? A 60% increase in same-day transactions, plus 100 major projects utilizing AI and analytics deployed quickly, securing AIA's position as a leading industry player.

[Read more about AIA here >](#)



100+ Major projects deployed that leverage cloud-based AI and analytics



85% Cloud adoption rate reached, en route to goal of 90%

3. Ensure project readiness for breakthrough discoveries

REGENERON

Executing a successful project requires more than just a solid plan; it necessitates a team equipped with the right skills, resources, and tools. Keeping a team up-to-date and prepared for upcoming projects can be the difference between staying ahead or falling behind in the industry. To ensure readiness for delivering innovative medicine and breakthrough discoveries, Regeneron Pharmaceuticals, a leading biotechnology company, partnered with Cloud Academy.

With Cloud Academy's Assessments and integrated Learning Paths, Regeneron's team achieved a remarkable 554% increase in key skills related to the latest cloud versions and services. This enabled them to harness the benefits of a multi-cloud environment for their powerful data and discovery platform. As a result, Regeneron remains agile and prepared in the ever-evolving biotechnology sector, giving them a competitive edge.

[Read more about Regeneron here >](#)



Proving that your skills are staying current in technology spaces is absolutely critical. If you're a cutting edge tech team, it comes to the point where you have to be competent in the latest version and latest service. And that's hard to do on your own."

- Jennifer Zabrowski, Director of IT Learning & Development, Regeneron Pharmaceuticals



554% Increase in overall skill profile scores



488% Increase in AWS domain expertise



4. Maintain partner and industry certification status



XL Insurance

Maintaining partner status and industry certification requirements is more than just a task; it gives your organization credibility in the eyes of your industry, stakeholders, and customers. Maintaining partner status and industry certification requirements through investing in your employees' education and development can potentially position your organization as a leader in your field.

For instance, when AXA XL, a leading global insurer, needed a partner to meet Azure audit requirements and become cost effective in the cloud. AXA XL was able to meet their yearly audit requirements and go above and beyond with a 509% increase in cloud fundamentals and a 612% increase in DevOps skills thanks to a combination of Cloud Academy's dedicated consultative support and training automation. Building on this achievement, AXA XL continues to see significant employee engagement and a culture of continuous improvement.

[Read more about AXA XL here >](#)



We chose Cloud Academy because it was important for us to partner with a company that can support us on the journey, not just provide content. Any platform can provide you with the raw material, but we wanted a partner who could advise us on it and take us through all the steps.”

- Clive Roberts, Head of Change and Release Management at AXA XL



509% Increase in cloud fundamentals skill growth



612% Increase in DevOps skill growth

Out-skill, out-perform and out-compete your market in any economy

Cloud Academy is the go-to destination where companies can unlock cloud innovation through the power of their people. We're helping companies create a culture and a roadmap for converting high-impact cloud skills into real business value.