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E-learning program designer **Orgwide Services** has finalized new contracts with the **University of Mississippi** and the state of Texas that could exceed $1.7 million.

Memphis-based Orgwide will provide training programs for **Ole Miss**' **National Food Service Management Institute** and is now a pre-approved vendor with the **Texas Department of Information Resources** to provide online instruction for any of the state's government agencies.

This status will prevent Orgwide from having to present RFPs for projects with the Texas government. The combined value of the contracts is estimated at $1.7 million, but CEO Bob Taylor says the Texas deal could be worth a lot more.

"The Department of Information Resources sources several hundred million dollars in contracts a year, so it could be extremely significant for us," he says.

Orgwide, which Taylor and business partner Damien Bean founded in 2005, designs e-learning programs for corporate clients including **Hilton Worldwide**, **Tennessee Valley Authority** and California-based **Pinkerton Consulting and Investigations**. The company got its start streamlining a 12-day course for a corporate client into a four-day online course. Taylor did similar work for Hilton before starting Orgwide.

Jim Hartigan, senior vice president, global brand services at Hilton Worldwide, says Taylor helped redesign a two-week course into a one week online course for **Hampton Inn** general managers.

"We saved them a week from being away from their hotels, and he's continued to help us update that content over time," Hartigan says.

Taylor says Orgwide has worked projects ranging from the integration of long-term courses onto the Web to "taking a box of video tapes or manuals" and turning them into online courses.

"About 25% of our clients are thinking about a course and need instructional design support, but the others are thinking about how to train other people to do business," Taylor says. "It isn't about the employees, it's about showing the customer how to do business."

In Texas, Orgwide is working on an H1N1 vaccine inventory control project that will train state employees on how to use the vaccine. At Ole Miss, the company is working on a program to train workers in Mississippi public school districts on food safety and nutritional guidelines.

Orgwide could add up to six employees to its roster by the end of the year.

The company is benefiting from corporate clients looking to cut travel costs.

"Companies are seeing the value of training, while keeping their costs to a minimum, so online training makes a lot of sense," he says.

Eric Davis-Fernald is director of Pinkerton Consulting and Investigations, which provides executive protection services and security assessments for major corporations. He says Orgwide helped his company develop a course that enables clients to receive certifications in the Customs Trade Partnership Against Terrorism. Certified companies can expedite inbound shipments from around the world. The certification requires training for a company's entire supply chain, which Davis-Fernald says could be as many as 80,000 people.

"We did a data dump of our expertise and they were very adept at putting the class together," Davis-Fernald says.

msheffield@bizjournals.com | 259-1722
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