

Bond, Schoeneck & King leverages UniversitySite to serve hundreds of clients



KEY FEATURES

- Email integration
- Accessibility of information for managers
- Overall strength and reliability of UniversitySite

"In just the first year, UniversitySite has exceeded our expectations for our online training programs."

"The more I learn about UniversitySite, the more confident I feel in its capabilities."



Proficiency



Overview

Bond is a reputable law firm with a long history, having been founded in Syracuse, New York over a century ago. Initially known for its expertise in labor and employment law, the firm has since expanded its scope to include 33 practice areas across 11 industry groups, serving clients in five states through 15 offices.



Product

In 2019, the state of New York enacted a law requiring all employers to provide sexual harassment training to their employees. Bond, which had previously offered in-person training to clients, saw the opportunity to expand its reach and created an online platform for the training program. This resulted in a significant source of revenue for the company, equivalent to that of a **Top 50 client**. Beyond the revenue, Bond needed a solution that could accommodate hundreds of clients with multiple learning plans and thousands of users. When asked, "We continue to do business with Proficiency because UniversitySite is the best fit for our needs."

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"We've provided sexual harassment training to 20,000 people and received overwhelmingly positive feedback."

"We've been using UniversitySite for four years and I have had no reason to consider switching to another platform. It has proven to be able to handle all of our clients' needs."



Profiscience



Advice from Bond, Schoeneck & King

When asked what advice would be given to someone starting a similar journey, Bond would recommend seeking training from Profiscience and setting up test scenarios until they feel confident in their understanding of the product. It is also important to continue using the product during the lead-up to going live to ensure a smooth transition.



About Profiscience

The Profiscience team has more than 20 years of experience in providing learning and performance management solutions specific to the unique needs of the legal industry. We are dedicated to helping our clients leverage UniversitySite to meet all of their business objectives. Thousands of hours of ongoing research and development have been invested in UniversitySite, and we continue to actively develop and aggressively enhance our flagship product to meet the evolving needs of law firms. We keep our priorities squarely focused on our clients, our most important asset. Simply put, UniversitySite has the potential to have an enormous impact on all training efforts.