

# Neotys Implements On-Demand, Virtual Training with OrasiLabs

*Performance tester revamps education, delivery with Orasi's cloud-based learning platform*



## QUICK FACTS

### Organization

Neotys, with more than 70 employees, 2,000 global customers and 5 locations worldwide, created NeoLoad — the continuous performance testing platform for Enterprise organizations that wish to standardize their performance engineering approach.

### Industry

Performance testing for Agile, DevOps

### Challenge

Implement on-demand, virtual training solution for its global employee, customer and partner base

### Solution

OrasiLabs, the train anyone, anywhere, anytime cloud-based hands-on learning platform by Orasi

### Results

Flexible, scalable hands-on, virtual learning experience that empowers Neotys to more effectively increase revenue and deliver more training on its flagship performance testing solutions

Reports pre-pandemic had virtual learning industry growth approaching \$330 billion in the next two years. Given the rapid global shift to working remotely, and the pressing need for organizations to quickly educate employees, customers, and partners on ever-changing technologies, that number is expected to increase. Also, not only is the shift from in-person enterprise training to virtual lab platforms a challenge, but demand is high for collaborative learning labs that speed retention and productivity, while reducing the inefficiency and cost of traditional teaching methods.

### Performance Testing Leader Goes Virtual with OrasiLabs

With 15+ years of technology and business success behind NeoLoad, a premier automated performance testing platform, Neotys accelerates Agile and DevOps processes for more than 2,000 global organizations. Neotys' US headquarters is in the greater Boston area, and France internationally, and employs more than 70 people worldwide.

Before 2020 remote work pandemic mandates, Neotys was considering the transition of its in-person training methods to a cloud-based, hands-on learning environment that could better motivate students, increase knowledge and speed adoption. COVID-19 sped that objective, as Neotys' global workforce was obliged to adopt a work-from-anywhere culture.



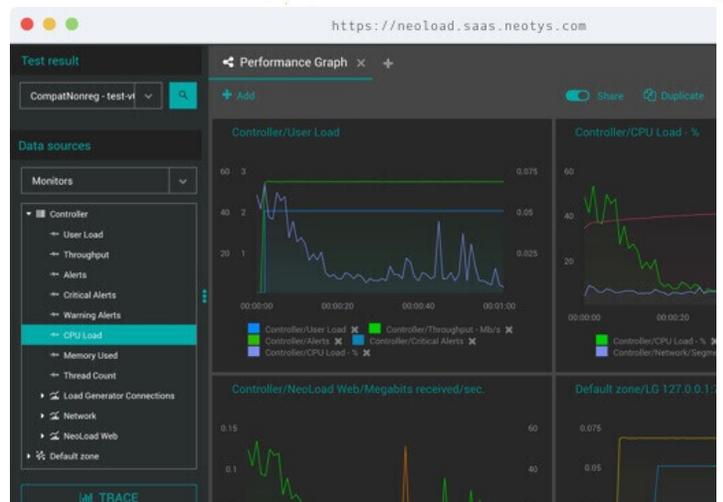
“Neotys worked hard to fine-tune delivery of on-site training and did not rely heavily on Zoom-style environments, which always seemed to fall short of the kind of hands-on interaction our teams required,” said Bill Nicholson, VP of Customer Success in North America for Neotys. “However, during this novel time, our worldwide mobile workforce and staffing model forced Neotys to find a more flexible, superior, virtual learning experience. Given the constant evolution of technologies we ask employees to know, use and train other customers/partners on, Neotys needed a solution that made it easy for instructors to facilitate learning for anyone, from anywhere, at any time.”

## Neotys’ Training Transformation Came at Just the Right Moment

Neotys previously tried to outsource training of employees, customers and partners, but found it was costly, took too much time and did not generate value. When COVID-19 hit, while it was a challenging time globally, the moment was right for Neotys to again try to innovate, augment its traditional training approach, and move toward an on-demand, virtual model.

The pandemic made companies turn to their websites to drive and sustain brand awareness, loyalty and business/revenue. Performance testing on those websites, as well as enterprise and mobile application development initiatives that would keep businesses afloat, became high IT priorities, sustaining and even increasing allocated budget dollars. Neotys employees needed to stay current on its products, as did the partners and customers that Neotys teams were working with, to ensure technology could meet demand.

“OrasiLabs was quick, easy, and efficient to implement and run Orasi’s AWS instance, empowering each student, employee, customer or partner to need only a computer and Internet connection to participate.”



As Neotys has been a valued Orasi DevSecOps partner since 2019, the CEO and Training Committee didn’t search for alternatives upon hearing of Orasi’s OrasiLabs solution. OrasiLabs is an AWS cloud-native, comprehensive learning lab to train and collaborate with groups of any size, in any location, with minimal manual effort. It empowers companies to deliver the highest quality content without wasting time configuring complex training environments, so employees achieve maximum knowledge retention and immediately apply what they have learned.

“OrasiLabs was quick, easy and efficient to implement and run Orasi’s AWS instance, empowering each student employee, customer or partner to need only a computer and Internet connection to participate,” said Nicholson. “The web-based functionality was so familiar to students and instructors that there was virtually no wasted setup time, security was fast to establish, and quality content was simple to provide. Also, the advanced over-the-shoulder teacher/student collaboration feature was critical to ensure classes kept pace, allowed students to absorb information and fostered ongoing communication.”

## Best Practices and What’s Ahead for Neotys

Orasi’s train anyone-anywhere-anytime cloud-based hands-on OrasiLabs solution revolutionized how Neotys manages training and development for constituents worldwide. The ability to consistently deliver seamless virtual learning to employees, and in turn have them leverage OrasiLabs to train customers and partners, has expanded Neotys’ ability to bring and sell its performance testing products to the market. Regardless of class



size, location and depth of content, the automated, flexible nature of OrasiLabs empowered instructors to let go of traditional manual processes to increase knowledge retention and engagement. Based on post-training survey data, Neotys has seen an increase in positive feedback for virtual training as compared to physical training and a consistent rise in student ratings since they started using OrasiLabs.

Neotys continues to iterate training and development on the OrasiLabs platform, which is boosting employee morale, skill-building and the company's ability to maintain a competitive advantage.

Visit <https://orasilabs.com/free-trial/> for a 14-day free trial of OrasiLabs.

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#### About Orasi

Orasi is a DevSecOps innovator enabling the acceleration, security and adoption of software applications through automation. Working with world-class partners, Orasi provides solutions and services that offer full lifecycle support and integration to ensure confident delivery of transformative applications. Headquartered in Kennesaw, GA, Orasi works with hundreds of global brands, including Fortune 500 companies, in a variety of industries. Orasi has been recognized multiple times as a “Top Workplace” by The Atlanta Journal-Constitution.

#### About Neotys

Neotys is a leading innovator in load testing and performance testing for Web and Mobile applications. It has nearly 15 years of development investment into NeoLoad – the performance testing platform designed to accelerate Agile and DevOps processes. For more information about Neotys or NeoLoad, visit: [neotys.com](https://neotys.com) or contact [sales.us@neotys.com](mailto:sales.us@neotys.com).

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