



WEBINAR SERIES

Unlocking the Power of Learning Management and iMIS

Presented by:
Association Technology Solutions





About ATS

- Serving iMIS community since 1995
- Full-service Authorized iMIS Solutions Provider (AiSP)
- Application development to extend the functionality of iMIS
- iMIS Bridge powered by ATS with over 120 integrations
- ASI's Client Sales Leader of the Year and Chairman Circle for 2020





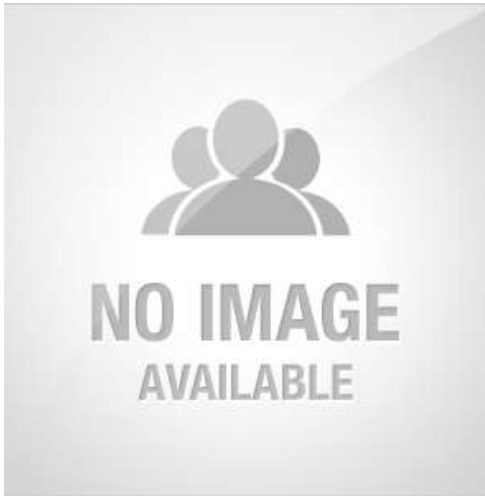
Presented by



Presenter:

Randy Richter

Director of Technology, Partner
Association Technology Solutions, LLC
Email: rrichter@atsol.org



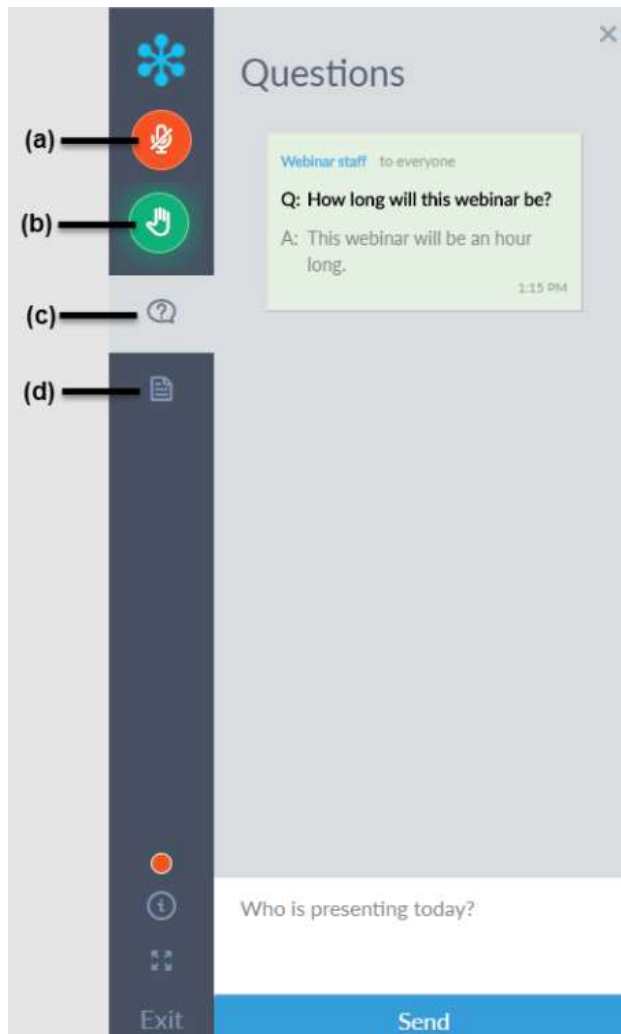
Moderator:

Richard Banks

Sales Manager

Association Technology Solutions, LLC
Email: rbanks@atsol.org





- a) Attendees are muted to reduce background noise
- b) Raise your hand to get the attention of the presenter/moderator
- c) Download handouts
(not typically provided for ATS webinars)
- d) Ask questions to be answered during Q&A after presentation is complete

- A learning Management System (LMS) is a framework that includes many different components and technologies to deliver education on topics of interest to the organization.
- Can have many outcomes
 - Training
 - Education
 - Certification

- Establishes organization as subject matter experts
- Generates Revenue
- Member Benefit
- Helps with Retention

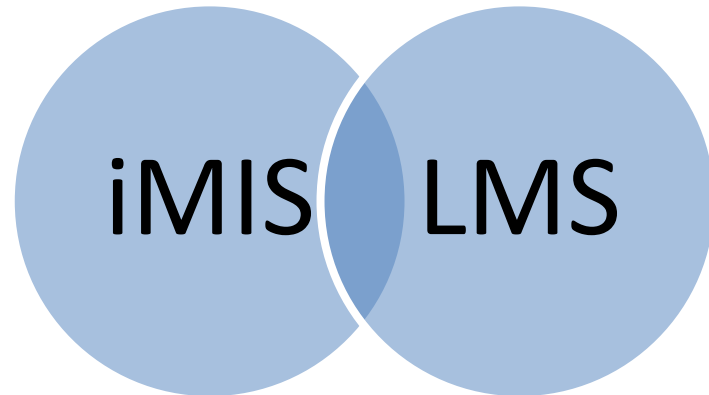


Technologies

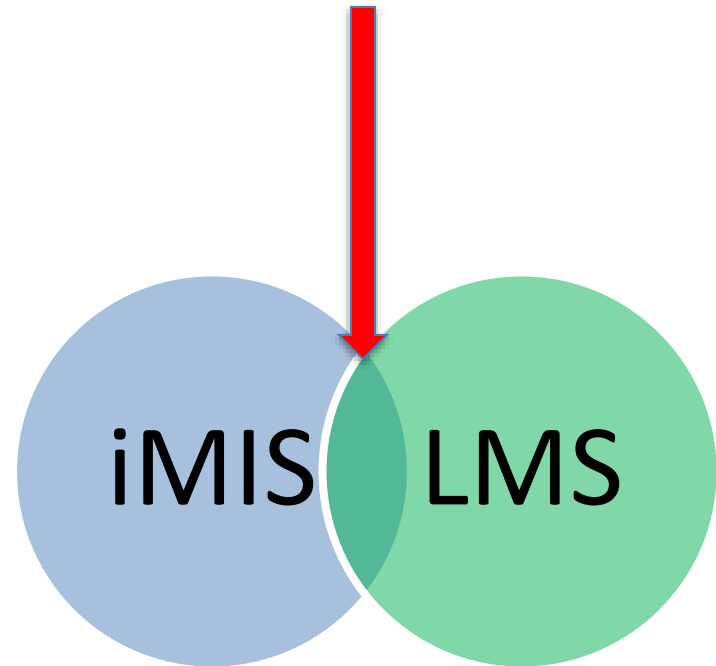
- iMIS – Source of Truth
- LMS – Commercial packages that deliver the education to the student
- <https://reviewmylms.com/>



Blackboard



- Login – iMIS – Allow users to have one username/password
- Catalog – Can be done in either but best in iMIS if purchase is in iMIS
- Purchase – Best in iMIS to set pricing, coupons, and manage accounting
- Delivery – Best in LMS
- Certificate – Can be either
- Transcripts – Can be either



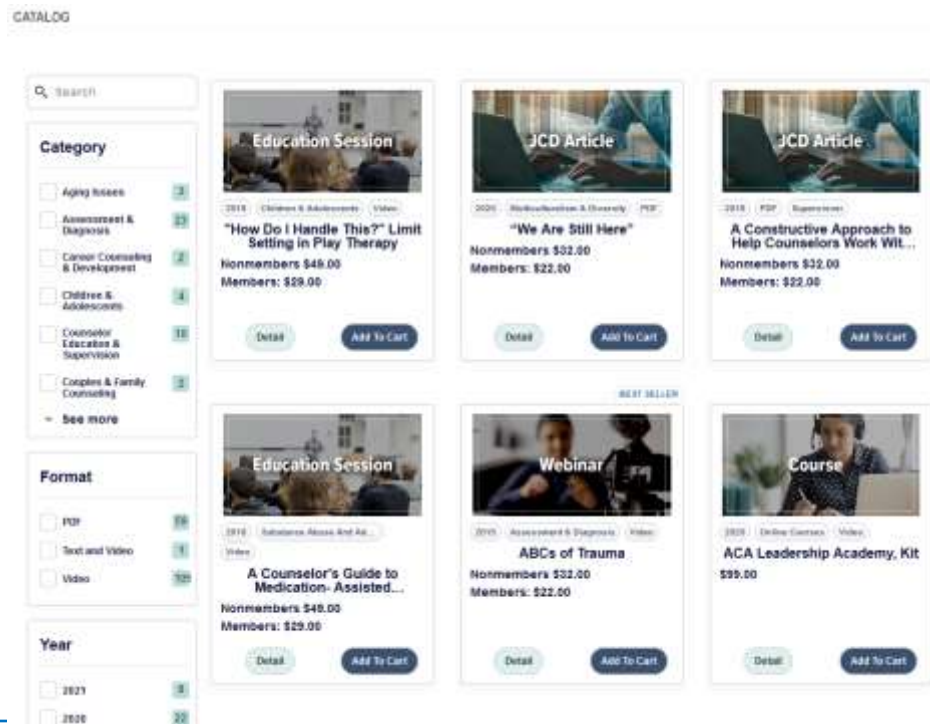
- Single Sign On means login once and only once.
- If you start on iMIS and login you don't have to login to the LMS
- If you start on the LMS and need to login, you are redirected to the iMIS login and seamlessly back to the LMS as a logged in user
- Each LMS has different strategies
 - SAML
 - Oauth
 - Token based
 - Cookie based

In the end users login with one common username/password/forgot password string and are logged into both systems.



Catalog

- Easy way for students to find the content that they need.
- Out of the box RiSE Catalog
- ATS Online Marketplace
- IQA Based searching/Filtering
- ATS iMIS Catalog





Catalog Experience



Continuing Education Made Simple.

Course Catalog

Category

- CE Smart Tracker 1
- Clinical 16
- Educator 0
- Professional Development 12
- Public Health 3
- Research 6

Course Type

- Conference 27
- Leadership Summit 7
- Online Course 2

Professional Development

Online Course

ADHA's Code of Ethics

Non-Members: \$25.00
Members/Subscribers:Free

Details

Clinical

2019 Clinical Conference

Calculus Detection: Beyond the 11/12 Explorer

Non-Members: \$25.00
Members/Subscribers:Free

Details

Clinical

2020 Clinical Awarded Webinar

Cannabis and Inflammation

Non-Members: \$25.00
Members/Subscribers:Free

Details

CE Smart Tracker

CE Smart Tracker Access

Non-Members: \$30.00
Members/Subscribers:Free

Professional Development

2021 Leadership Summit

Clinicians are Dental Team

Leaders Panel Discussion

Research

2020 Conference Research

Contemporary Ultrasonics; Evidence-based, Time-saving





Purchase

- We recommend purchase in iMIS
- Member/Non-Member/Student pricing can be implemented
- Coupons can be applied
- Money goes into your bank account
- Batches work the same
- Reconciliation is the same
- Credits and refunds are all done through iMIS
- Receipts are all in iMIS
- Customer Service staff have one place to look to assist the customer
- Special pricing models can be put in place





Purchase Use Case

- An individual wants to purchase access to a single course
- Course is added to the iMIS cart
- At checkout, the third-party system is told that the person (e.g., id 101) is registered for COURSE55
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS





Purchase Use Case

- An individual wants/needs to access a free single course
- Course is added to the iMIS cart
- At checkout, the third-party system is told that the person (e.g., id 101) is registered for COURSE55
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS



- An individual wants/needs to access a free single course without checking out
- Person checks a box on their profile for the course(s) they want access to
- Person is registered through an IQA without checking out.
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS



Purchase Use Case

- An individual member gets one free webinar with membership
- Person gets a voucher with a coupon for one year
- Person adds the course the cart and checks out
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS





Purchase Use Case

- An individual wants access to all content
- Person adds a subscription product to their cart
- Pricing is modified in iMIS to be free for all people who register during the term of their subscription.
- Person adds courses they want to their cart.
- Person checks out for "Free"
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS





Purchase Use Case

- A company wants to register multiple people for a course
- Person, as an administrator, logs in and adds individual courses to the cart
- Person checks out and registers all people for the courses
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS





Purchase Use Case

- A company wants to register multiple people for a course and don't know who those people are yet.
- Person, as an administrator, logs in and adds a "license" to their cart (e.g., COURSE55-5PACK)
- Coupons are generated and given to the company who distributes the 5 coupons to current and/or future employees.
- Each person creates an account, logs in, and checks out using the coupon/voucher.
- Through a Single Sign-On process the person logs in to the LMS to take/complete the course
- At completion, completion data is written back to iMIS





Purchase Use Cases

The Education Club is comprised of three levels, each with its own point value and associated discount. Virtually all EPCOR learning events have a corresponding point value which is outlined in the course descriptions. You can purchase points anytime throughout the year and use them toward *EPCOR Payments Conferences*, *EPCOR Payments University*, *Payment Systems Update*, Webinars and any other in-person seminar that may be added in the future.



Gold

20% Discount
93 Points
Member: \$1,860

Order



Silver

15% Discount
45 Points
Member: \$956

Order



Bronze

10% Discount
24 Points
Member: \$540

Order

Points Guide

2021 Education Offerings	Full Price Registration	Points
EPCOR Payments Conference	\$599.00	24
Payment Systems Update	\$249.00	10
EPCOR Payments University	\$399.00	16
ACH Day Camp	\$249.00	10
Navigating the ACH Audit	\$249.00	10
New Payments Game Plan Workshop	\$249.00	10
Webinar	\$199.00	8





Certificates

- Can be provided in LMS
- Can be provided in iMIS with data that is written back – consider if you switch LMS platforms
- Consider where to store CEU/CE/CLE/CME/CPE hours
- Can be put on the user portal with a link next to each completion



Transcripts

- List of all courses both external, internal, and self-reported
- Can be a member only benefit that lets you get to your transcript if you are member.
- Can allow self reported hours toward certification
- Can be done in the iMIS certification module or through panels





Summary

- Decide what is stored where
- Consider what data you want in iMIS if you switch LMS platforms
- Decide which parts of the system will be done in iMIS and what will not
- Use a combination of pricing models to deliver the best value
- Consider the accounting side
- Consider the catalog and purchase process
- There is no one single answer





Questions & Answers



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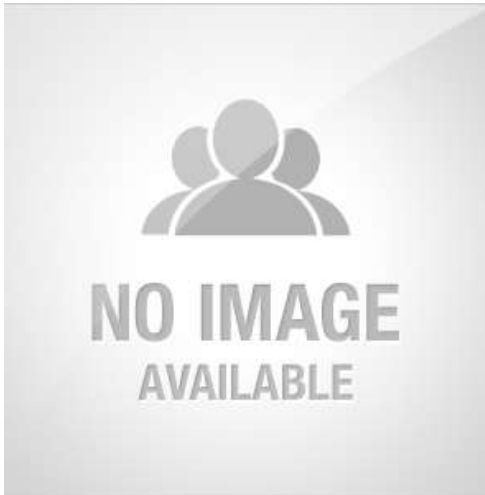
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Other Questions

Email: info@atsol.org

Online: atsol.org

Phone: (720) 945-7252

