



schoox

## CUSTOMER SNAPSHOT



# Reducing training friction to sales teams and a global network

**Industry:** Lubricants

**Learners:** 2,100



**Phillips 66 Lubricants'** mission is to “keep the world running smoothly”. The company meets that goal by developing hundreds of formulations from high-quality base oils for thousands of applications in multiple industries. The company’s internal sales team and global distribution network need up-to-date product information to sell existing products and the groundbreaking new product lines launched from its research and development division.



Schoox is easy to understand and use, it offers mobile accessibility, and it can support a franchise model structure. I can drive training out to our more than 430 distributors in 76 countries where their assigned unit managers can manage training within their own business.”

**Bill Brown**  
Director, Marketing Operations

## Customer Snapshot: Phillips 66 Lubricants

### → **Learning for a franchise-style model**

The company delivers training from a central corporate hub to 70 field operators plus a vast network of salespeople.

### → **Mobile-ready training**

Their sales team gets always up-to-date information on existing products and new product lines wherever they are.

### → **Engaging, bite-sized content**

Phillips 66 Lubricants converted text-heavy PowerPoint decks into videos with animated slides and voiceovers.

### → **Easy system administration**

A single administrator can deliver compliance, product, and marketing training.

### → **Simple course creation**

Build and distribute up-to-date courses and virtual instructor-led training (ILT) sessions via Schoox.

### → **Automated reporting**

Timely data keeps management and decision makers up to date and well informed.



The entire course creation process is simple and straightforward. I just pick a course template, name the course, set up the criteria, and dragged and drop content from our library. If a guy like me can figure it out, anybody can do it.”

**Bill Brown**  
Director, Marketing Operations

[Want the Full Phillips Story? Continue Reading](#) ▶

## ABOUT SCHOOX

Schoox is workplace learning software with a people-first twist. It puts people over process, making learning and career development easy, accessible, rewarding, and fun while adapting to whatever the world throws your way. Learners “up” their skills, grow on the job, and get more done—and you can measure the impact of all their awesome accomplishments. [Learn more at schoox.com.](#)



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