



# Flix saves 135,000€ in onboarding costs each year with Docebo

CASE STUDY



"FlixUni and the LMS team have managed to save 135,000€ annually for the company, which is an amazing achievement."

**Petr Zavadil,**

Team Lead Global Learning Management Systems,  
Flix



# Customer

## Flix

Flix is a global provider offering affordable and sustainable travel options to hundreds of millions of people through its FlixBus, FlixTrain, Greyhound and Kamil Koc brands.

Petr Zavadil is the Senior Team Lead for the Flix Global Learning Management Systems.

### RESULTS

# 135,000€

onboarding costs saved annually

### SOLUTION

#### Docebo Learn

- Easily create and upload your own content
- Flexible, customizable platform
- Intuitive interface and simple backend experience

## Challenge

### Finding a Learning Platform to grow with them

Since 2013, Flix has been growing quickly to create Europe's largest long-distance bus network. In 2018, they also expanded into the United States and more recently into Latin America.

As part of this expansion, they now work with thousands of drivers, employees, vendors, and hundreds of bus partners, who each joined the business with a different set of quality standards.

Each team had developed their own onboarding processes for new employees and partners, combining a mix of PowerPoint presentations, Excel spreadsheets, shadowing, and mentoring. Onboarding was time-consuming and at times disorganized, according to Senior Team Lead Petr Zavadil.

As they grew, Flix needed to streamline their internal onboarding and training processes to set new unified quality standards for this large, international team.

That meant creating different learning paths for different stakeholders, in different languages.

Their previous LMS solution didn't have any way for them to deliver on this vision, so Flix turned to a learning platform that could: Docebo.



“In the early days of Flix, the onboarding process was not structured. Every team had its own processes. It was exciting, but it required a lot of time and resources.”



# Solution

## Large-scale training for multiple audiences

Flix used Docebo's scalable, flexible learning platform to create FlixUni, the perfect platform to train all of the different stakeholders at their growing company.

Docebo's [multi-language tools](#) make it easy for Flix to train partners and bus drivers in 18 different languages across 20 countries. The company uses [multiple domains](#) to create individual custom solutions for vendors, drivers, and employees, each with their own [white-label branding](#) and authentication methods.

Bus drivers can access learning on the go with [Docebo's mobile app](#), and the Docebo for Salesforce [integration](#) gives employees access to training directly within the company CRM.

When [Flix acquired Greyhound](#) and expanded their bus network into the United States, having Docebo's multidomain learning solution in place was invaluable for a smooth transition. To ensure compliance with US legislations and regulations, Flix tweaked their existing courses and copied them onto a new, separate domain, GreyhoundUni. This allowed them to create training and onboarding in line with their internal quality standards, while also ensuring that partners in different countries could continue learning without interruptions.

None of this would have been possible with a less robust learning platform.



“The number of courses and the level of detail that we offer our learners now would not have been possible with our previous solution. Our organization has grown past that. I cannot even imagine how we would have approached Greyhound without Docebo.”

# Result

## 135,000€ in onboarding costs saved

With FlixUni, Flix has consolidated different onboarding methods into a streamlined, time-saving online process used across departments.

After several years using Docebo, Flix ran a cost-saving analysis of FlixUni onboarding for three different departments. The results were unequivocal: together, the three departments saved the company over 135,000€ in onboarding costs each year.

In the last five years, Flix has also increased basic driver training completion rates from 10% to 88% globally. Docebo has made it possible for a fast-growing company like Flix to rapidly train their employees, onboard partners, and ultimately expand their network of buses around the world.



“If you’re a business of a certain size with ambition to grow, especially geographically, then Docebo ticks the boxes for everything that you need—not only now, but also in the coming years.”

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**Ramp up new hires  
and partners faster  
and save training time  
with Docebo.**

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