



DOES WORKFORCE INVESTMENT WORK?

ASK VIEWPLUS TECHNOLOGIES...

ViewPlus Technologies, Inc. in Corvallis, Oregon, is the leading innovator in designing, manufacturing, and marketing technologies for people with print and sensory disabilities - premium Braille and color ink embossers, touch and audio learning tools, and math access products.

In 2008, ViewPlus turned to the Linn, Benton, Lincoln Workforce Investment Board (LBLWIB) for help. The company needed to transition to new markets to keep growing, and needed employees to gain the skills to assist the company's transition. However, ViewPlus faced the same challenge that many small companies face when weighing the pros and cons of investing in training: cash flow and reduced productivity while employees are in training. LBLWIB provided Employer Workforce Training Fund matching resources to ViewPlus so that it could purchase the training it needed. "This little bit of investment into the training helps us in a way that nothing else can do," stated Carolyn Gardner, CFO. As a result of training, the company increased exports and revenue by transitioning from a distributor model to a direct sales model. Since the conclusion of the project, ViewPlus staff in Oregon has increased by 19%, exports outside of Oregon constituted over 98% of sales revenues, and net sales revenues increased over the previous fiscal year by 37% or over \$700,000.



In 2009, When ViewPlus needed help to continue its growth, it again partnered with the LBLWIB. ViewPlus wanted to promote from within and needed project management training for inexperienced managers chosen to become project leaders. As the result of the training, ViewPlus promoted seven employees and hired three more. ViewPlus has also partnered with its suppliers, all of whom are based in Oregon, to implement lean manufacturing training.

"It's a double investment. You're investing in the people of Oregon who are working and you're investing in the small businesses which hopefully, like ours, will be selling worldwide, bringing money back into the state."

*Carolyn Gardner, CFO
ViewPlus Technologies, Corvallis, OR*

ViewPlus continues to innovate. It recently developed the IVEO® Touchpad technology for those with developmental and learning disabilities.

Does Workforce Investment Work? Ask ViewPlus Technologies.

Or better yet, hear what they had to say on [YouTube](#).

Better Skills • Better Jobs The Oregon Workforce Partnership (OWP) is a non-partisan, private/public, statewide association committed to building a more highly skilled workforce to support and expand Oregon's economy. Through OWP, Oregon's seven Local Workforce Investment Boards, driven by the leadership of 120 local businesses, invest their resources to better align economic, education and training systems for job creation and greater prosperity.

OWP is a proud member of the National Association of Workforce Boards.

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