

# LMS BUYER'S GUIDE FOR UK SMES (2025)

Looking for the right LMS for your UK-based SME? This guide covers what features to look for, how pricing works, and real examples of what different platforms cost – from well-known systems to newer, UK-focused options. You'll also find tips on trials, key use cases, and how to choose a solution that fits your team and your budget.

# Introduction

More and more SMEs in the UK are moving their training online. Why? Because running face-to-face sessions, tracking compliance manually, and chasing people for certificates just isn't efficient. A Learning Management System (LMS) solves these headaches. It makes training easier to manage, track, and improve, while also helping businesses stay compliant and productive.

Read our guide to find out how to choose the best LMS for your business.

## Key Features of an LMS

Websites for LMS products will always promise the world. So before you look around you need to ask yourself which features really matter for my business? Here's a rundown of the most common features.

### ✅ Essentials:

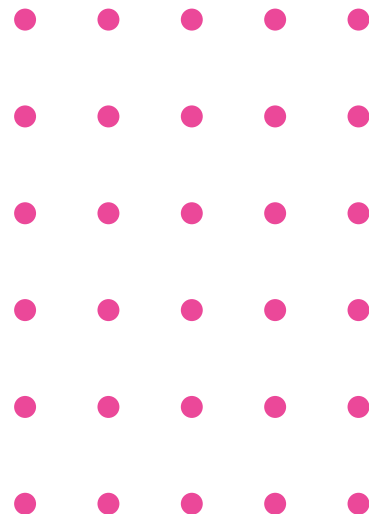
- Easy to use for admins and learners
- Works on mobile and desktop
- Clear reporting tools
- Branding/customisation options
- Solid customer support

### ♥ Nice-to-haves:

- HR tool integrations
- Quizzes and certificates
- Automation for reminders or enrolment

### 🧐 Ask these before signing:

- How long does it take to set up?
- Is there a long-term contract?
- Can we upgrade/downgrade easily?
- What support do we get?
- Is our data stored in the UK or EU (for GDPR)?



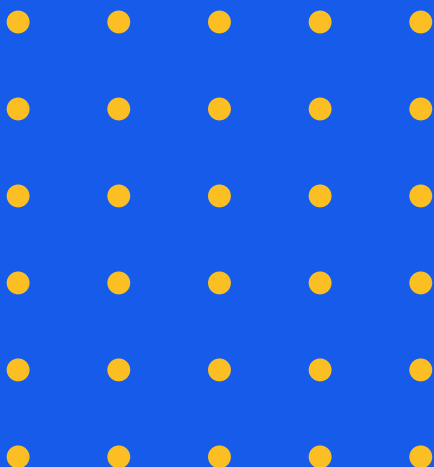
# LMS Pricing Models Explained

LMS pricing can be confusing, but most platforms fall into a few common models:

<b>Per-user/month</b>	Great for small teams that might scale. Usually £2–£8 per active user per month.
<b>Flat rate</b>	Fixed price for a block of users. Predictable, but can feel pricey if you're not using all seats.
<b>Annual license</b>	Often comes with discounts, but ties you in for longer.
<b>Free/open source</b>	Like Moodle. But you'll still pay for setup, support, and hosting.

## Watch for hidden costs:

- Implementation and training
- Content uploads or migrations
- Reporting modules or branded portals



# Vendor Comparison

LMS	Typical Cost (50 users)	Best For	Key Features
Tayl	£1 per user/month	UK SMEs, compliance course needs	Easy setup,, ready made courses, UK-based support, simple reporting and course builder
TalentLMS	~£100/month flat (Starter Plan)	Small teams/startups	Intuitive UI, SCORM support, multilingual, mobile-ready
iSpring Learn	£3.50–£6/user/month	Small to growing businesses	PowerPoint integration, quizzes, reporting, branded portals
LearnUpon	~£300/month+	Larger SMEs and mid-market	Enterprise-grade features, SCORM/xAPI, API access, support included
Moodle	Free + £500–£3,000 setup	Tech-savvy teams	Fully customisable, open source, needs hosting & setup
5Mins.ai	Custom pricing (quote-based)	Modern teams, microlearning focus	Bite-sized video training, AI-powered, Slack/Teams integration, gamified UX
Growth Engineering	Custom pricing	High learner engagement	Gamification (badges, leaderboards), mobile app, UK support
Learn Amp	Quote-based	Employee experience + L&D	Combines learning & performance, learner feedback tools, personalised paths
Thrive Learning	Quote-based	Social/collaborative learning	User-generated content, social feeds, strong analytics
HowNow	Quote-based	Learning in the flow of work	Browser extension, contextual learning, Slack & Teams integration

# Use Cases for SMEs

## ✓ Compliance Training

For SMEs, staying compliant is non-negotiable — whether it's Health & Safety, GDPR, Equality and Diversity, or anti-money laundering. An LMS helps you deliver mandatory training consistently, track completions, and store records for audits, saving time and reducing risk.

## ★ Onboarding New Hires

Onboarding can be time-consuming, but an LMS makes it smoother. You can deliver welcome content, introduce tools, and provide role-specific training from day one. It ensures every new hire gets the same great experience, while cutting admin for your HR team.

## CPD

Supporting staff development doesn't have to be complex. With an LMS, you can log CPD hours, assign learning paths, and track progress — all in one place. It's a smart way to boost retention, meet professional standards, and show you value your team's growth.

## Sales & Product Training

Keeping your team up to date is critical, especially in fast-moving industries. An LMS makes it easy to share product updates, sales strategies, and FAQs. You can roll out consistent training quickly and track who's ready to hit the ground running.



# Trial & Evaluation Tips

Before committing to an LMS, it's essential to try it out properly. Most platforms offer free trials, sandbox environments, or guided demos — use these to explore how the system really works. Look for live demo sessions that include Q&A so you can ask questions specific to your business needs.

It's also a good idea to involve real users in your trial — the people who'll be managing or completing the training day to day. Their feedback on usability and relevance will help you spot issues early. Finally, ask vendors for case studies or customer references, especially from companies in similar industries or of similar size. That's often the best indicator of how well the platform will perform for you.

## Final Thoughts

Choosing an LMS is an important decision, but it doesn't need to be overwhelming. The right platform will make your life easier — automating training, improving tracking, and giving your team a better learning experience.

Focus on what matters most: solving specific pain points, staying compliant, and creating a smoother process for both admins and learners. You don't need every feature under the sun — just the ones that work for your business. Platforms like Tayl are designed with SMEs in mind: simple to use, cost-effective, and built to get the job done without the fuss.

If you want more help or want to try an LMS yourself, contact [hello@tayl.net](mailto:hello@tayl.net) or visit [www.tayl.net](http://www.tayl.net).

