



PARTNERNOMICS CLIENTS



PARTNER OPERATING PLATFORM



THE SCIENCE OF PARTNERING™

PARTNERNOMICS®**IQ**
SOFTWARE 



WHAT WILL BE COVERED?

01 | Memberships

Subscription packages that include courses and the PARTNERNOMICS Platform

02 | Courses

Partnership courses that give partnering professionals an end-to-end partnering process

03 | Bootcamps

Pair a course with a 7-week coaching program to supercharge success

04 | Certifications

The partnering industries only university-backed certifications



THE SCIENCE OF PARTNERING™

WHAT WILL BE COVERED?

05 | Services

PARTNERNOMICS has a bench of 10 Certified Implementers who deliver Coaching & Professional Services to meet your needs.

06 | Software

Finally, an ability to manage core aspects of your partnering operations, all through Salesforce®.



THE SCIENCE OF PARTNERING™

MEMBERSHIP PACKAGES

Starter & Pro Membership Plans



THE SCIENCE OF PARTNERING™

STARTER MEMBERSHIP

FREE

- Partnering Foundations Course (3.5 hours)
- Access to the PARTNERNOMICS Standard Toolbox
- Join groups and participate in discussions
- Direct messaging connections & collaborate
- 1st week of content to all courses
- The PARTNERNOMICS® Show Episode Library
- The PARTNERNOMICS® Newsletter & Promotions

PRO MEMBERSHIP

\$29.95 /MO

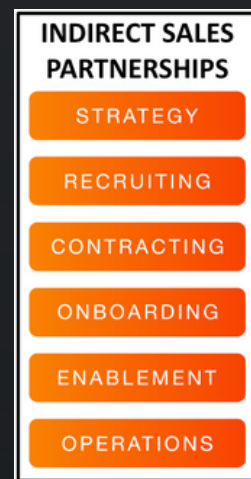
- Everything included in the Starter Membership
- Indirect Sales Partnerships Course (8-hours)
- Solutions Partnerships Course (7.5 hours)
- PARTNERNOMICS® Premium Toolbox
- Private group access (PARTNERNOMICS Implementer led)
- Exclusive Cohort Collaboration Opportunities

CORE PARTNERING COURSES



Partnership Foundations

This course teaches foundational topics, concepts, and terms that set the stage for an in-depth exploration to the art and science of developing successful strategic partnerships.



Indirect Sales Partnerships Solutions Partnerships

These courses teach the 6 phases of the indirect sales & and solutions partnering process and guide you through a disciplined process to create your company-specific partnering playbook.



Strategic Partner Leadership Model (SPLM)

This course introduces our proprietary Strategic Partner Leadership Model (SPLM) framework, which teaches a systematic way for your organization to effectively manage and lead strategic relationships.

BOOTCAMP OPTIONS

Indirect Sales or Solutions Partnerships Bootcamp

SOLUTIONS OR INDIRECT SALES PARTNERSHIPS BOOTCAMP

- Up to 10 participants
- From one or multiple organizations
- 7-week program
 - 1-2 hours of video content per week
 - 1 hour Zoom debrief per week
- Access to the purchased courses and content (subscription)
- Membership to PARTNERNOMICS® Collaboration Platform & Tools
- **Investment:**
 - \$29.95 Monthly Subscription
 - \$995 Coach Led 7-Week Bootcamp



PARTNERING PROCESS BOOTCAMP



COACHING JOURNEY



CERTIFICATIONS

COURSE-SPECIFIC CERTIFICATIONS



Each PARTNERNOMICS Course has an associated certification. These certifications can be earned by:

- Completing the associated online course
- Purchasing the course-specific exam (\$100)
- Passing the course-specific exam

SPLP® CERTIFICATION



The Strategic Partner Leadership Professional® (SPLP®) certification can be earned by completing:

- Partnering Foundations,
- Indirect Sales or Solutions Partnerships, &
- Strategic Partner Leadership Model courses
- Passing the SPLP® Exam (\$395)