



PARTNERNOMICS® CERTIFIED

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PARTNERNOMICS® CLIENTS



PARTNER OPERATING PLATFORM

PARTNERNOMICS[®]IQ
SOFTWARE 



WHAT WILL BE COVERED?

01 | Memberships

Subscription packages (free & paid) that include courses and the PARTNERNOMICS Platform
Currently = **1,350 members**

02 | Courses

10 Partnership courses that teach the comprehensive science of developing and managing partnerships

03 | Bootcamps

Engage in a **7-week coach led** cohort program, leveraging the courses from PARTNERNOMICS

04 | Certifications

Earn **the world's only university-backed** partnership methodology certification - SPLP®



WHAT WILL BE COVERED?

05 | Services

PARTNERNOMICS has a bench of 13 Certified Orchestrators who deliver Coaching & Professional Services to meet your needs.

**Individual Coaching

**Team Coaching

**Custom Projects

06 | Software

Finally, an ability to manage your internal partnering operations, all inside of Salesforce®.

Say goodbye to spreadsheets and other tools to create dashboards to see how your partners, programs, and teams are performing.



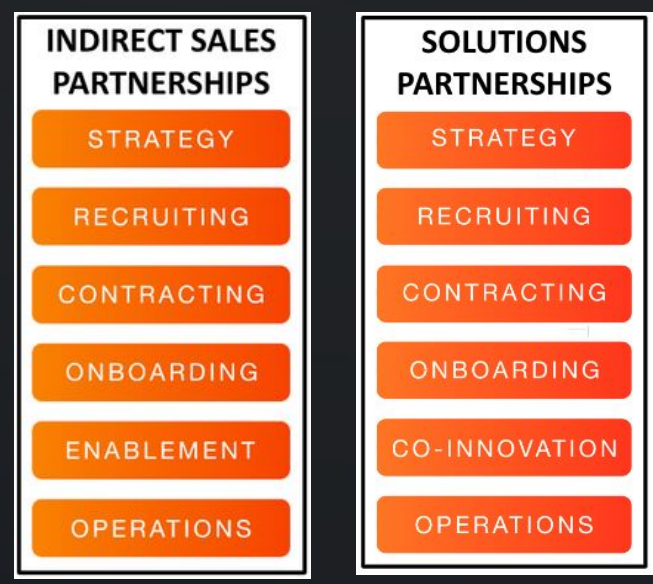
CORE PARTNERING COURSES

The **ONLY** University Accredited Certification



Partnering 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 or 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

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.

**INDIRECT SALES
PARTNERSHIPS**

STRATEGY

(2)

RECRUITING

(5)

CONTRACTING

(4)

ONBOARDING

(5)

ENABLEMENT

(5)

OPERATIONS

(5)

**SOLUTIONS
PARTNERSHIPS**

STRATEGY

(2)

RECRUITING

(5)

CONTRACTING

(4)

ONBOARDING

(5)

CO-INNOVATION

(5)

OPERATIONS

(5)

**PARTNERING PROCESS
METHODOLOGY**



MEMBERSHIP PACKAGES

Starter & Pro Membership Plans

STARTER MEMBERSHIP

FREE

- Partnering Foundations Course (3.5 hours)
- Join starter group
- Direct messaging connections

PRO MEMBERSHIP

\$495

Lifetime Access

- 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



7-WEEK BOOTCAMP OPTIONS

SOLUTIONS OR INDIRECT SALES PARTNERSHIPS BOOTCAMP

- Up to 10 participants
- Learners 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
- Membership to PARTNERNOMICS®
Collaboration Platform & Tools
- **Investment:**
 - \$495 Pro Membership
 - \$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)