

ZiftONE Channel Learning

Give your partners the know-how they need

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ZiftONE Channel Learning is designed to kill doubt on contact. Because nothing gets in the way of a deal faster than the nervous hums and haws of ill-informed sales agents who know that they don't know their stuff. Thankfully, with ZiftONE Learning, continual education — building, sharing and tracking uptake on content about your solutions — doesn't have to be a grueling task.

TAMCO Accelerate Partner Onboarding We are excited that you have joined our program! Uuring the next 90 days, please take advantage of our best practice onboarding guide to learn the security industry and TAMCO's solutions: By following our program recommendations, you will quickly generate leads and close deals. Let's get started!

HOME SALES TOOLS LEADS DEALS DEMAND PERFORMANCE MARKETPLACE

30-Day Plan	60-Day Plan	90-Day Plan
Review Company Profile	Review x10 Product Materials	 Launch Marketing Campaign
DocuSign Partner Contract	O Download Collateral	Spend MDF
) Invite Your Team	Connect Social Media	O Take Training - Advanced Sales
Account Manager Meeting	O Take Training - Sales 101	 Future Planning Meeting
Browse Collateral	O Download Call Script	O Download Implementation Guide
Browse Campaigns	 Deal Pipeline Meeting 	 Register your second deal
Review Available Certifications	 Register a Deal 	
Introductory Training		
Register a Lead		

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Customers also appreciate the attention to partner onboarding with best-in-class education, training and certification capabilities.

> THE FORRESTER WAVE Partner Relationship Manager Q4 2020 report by Forrester Research, Inc.

Certify partners to represent your solution

 Why stop at onboarding? Use ZiftONE's learning management solution (LMS) to supply ongoing education and certification, so that your topperforming partners will constantly be learning the market and your solutions.

Serve up Partner Sales Playbooks

 Whether you're delivering certification training or training partners, build playbooks with tools and training to guide their experience. (Then sit back and enjoy better results from smarter, more confident salespeople.)

Leverage ZiftONE Channel Learning Tools

INDIVIDUAL LEARNING TRACKS

• Use segmentation to provide differentiated educational experiences by partner tier or organizational role

CERTIFICATION MANAGEMENT

 Maintain your program standards by capitalizing on both live and online training for program and solution certifications

GUIDED ONBOARDING

 Deliver an automated onboarding process to give partners a simple, productive and hassle-free start to producing business through your program

EASY ADMINISTRATION

 Build and deploy new courses with ease