ZiftONE Channel Learning

Give your partners the know-how they need

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.

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 top-performing 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.)

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

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