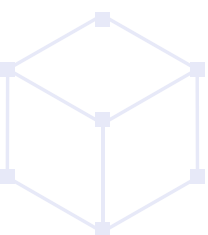


# Denodo Partner Success Program





## Scope

The mission of Partner Success is to enable Customer success, i.e. obtaining maximal benefits from utilizing the Denodo platform, through a healthy, enabled and technically robust partner ecosystem. Partners bring technical expertise and valuable customer relationships to scale Denodo's impact.

The Partner Success organization focuses on building a thriving partner ecosystem by empowering partners, in enhancing Denodo's customer acquisition, adoption, expansions, and renewals.



### FOR INDIVIDUAL PRACTITIONERS

- Training and Certification
- Mentorship
- Career opportunities



### FOR DELIVERY TEAMS

- Delivery Team Composition, Methodology and Tools
- Partner Success Program (Boost)
- Product support availability during implementation and O&M



### FOR A DENODO PRACTICE

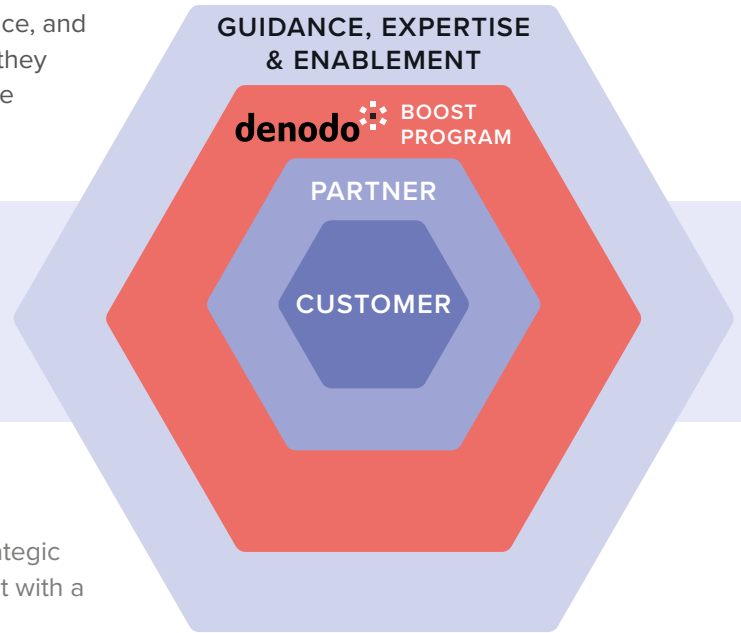
- Practice design, competence mix
- Enablement Center (or CoE)
- Knowledge retention

This document provides an overview of the services and tools available to Partners through the Partner Success Program (Boost) including how they provide support and guidance during the sales lifecycle, and during the post-sale implementation/ delivery phases.



# Denodo Partner Success Program (Boost)

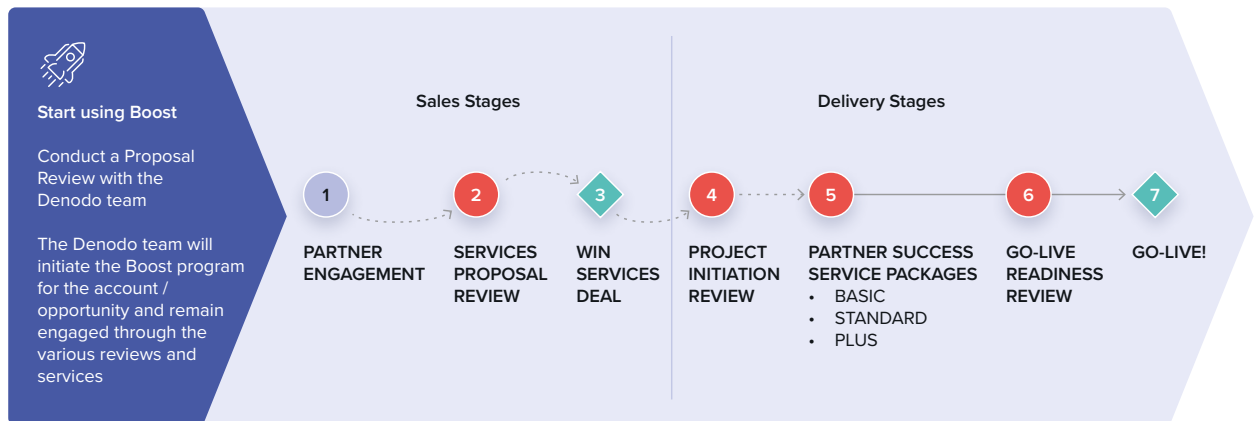
Provides focused Denodo expertise, guidance, and enablement to a Partner's delivery team so they are successful and enabled through valuable experience.



## FOUNDATIONAL CONCEPTS

- Early engagement
- Continual Collaboration
- Drive to Impact

The program consists of several services designed to provide the best support at strategic points throughout our Partner's engagement with a prospective customer.



## Audience

The Partner Success Program is directed to Denodo's partners. Depending on how partner teams are structured, the program supports two phases: Pre-sales and Post-sale or Delivery structured, the program supports two phases: Pre-sales and Post-sale or Delivery

STAGE	AUDIENCE	TOPICS OF INTEREST
Sales	Client Account Lead Solution/Enterprise Architects Delivery Directors/VPs	Early Denodo Engagement Services Proposal Review Delivery oriented support
Delivery	Client Account Lead Delivery Directors/VPs Delivery Lead	Continued Denodo engagement Availability of services during delivery Go-live preparedness



# Partner Success Services

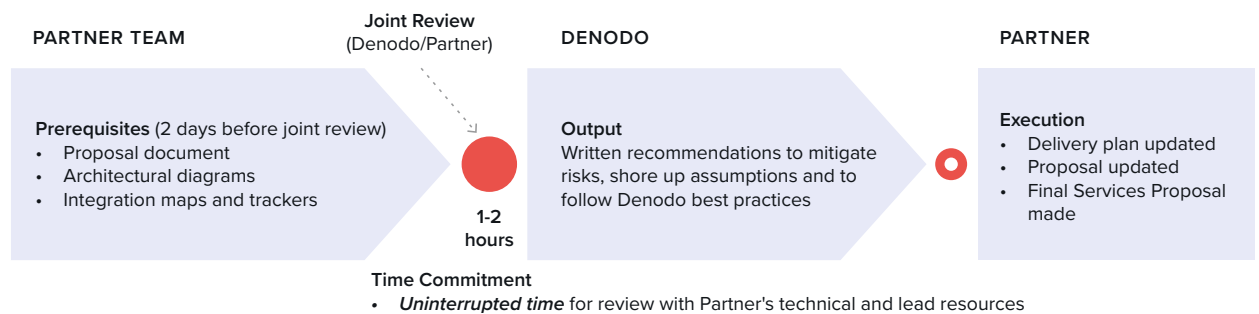
Partner Success Services are designed and built to support Denodo's partners during various phases of engagement with a prospect or customer - from pre-sales to post-sale implementation/delivery.

## Sales Stages

### I PROPOSAL REVIEW

#### Overview

Provides expert Denodo eyes on a partner's services proposal at the right time in the pre-sale phase. The review provides written recommendations to improve the technical robustness of the Denodo aspects of the proposal, to reduce technical risks and increase the winnability of the proposal.



**Note:** This service is provided free to Denodo's partners and is an investment in improving our customer's experience and our partner's outcomes during the sales process.

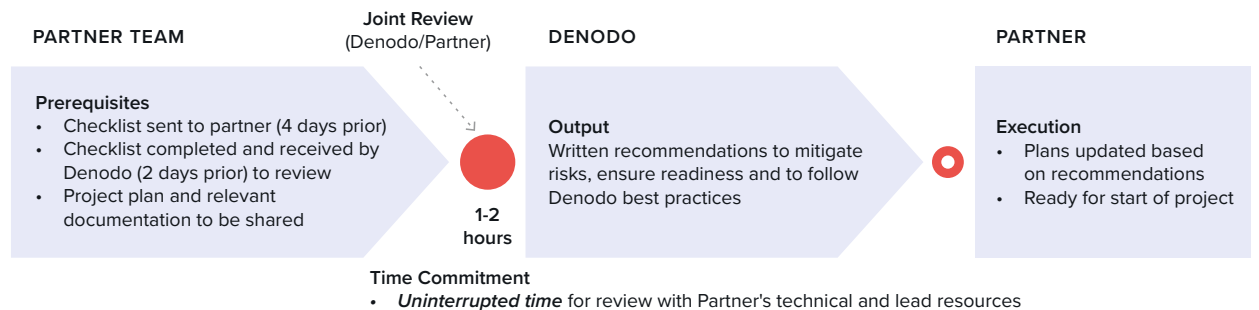
### Proposal Review Service Datasheet

## Delivery Stages

### I PROJECT READINESS REVIEW

#### Overview









Ensures the delivery team is ready to initiate the project from a Denodo perspective. Reviews the project plan, architectural approach, access to Denodo Support and escalation paths - among other things. This review is intended to provide guidance to reduce or mitigate risks and help delivery teams set off smoothly on new projects.



## PARTNER SUCCESS SERVICES PACKAGES

### Overview

The Partner Success Services are a set of packaged services - Basic, Standard and Plus. Each package is meant to help the partner delivery teams during project execution, and aligns with the cadence of delivery of new functionality or new capabilities to customers on the Denodo platform.

	BASIC	STANDARD	PLUS
 Boosters (Mini-engagements)			
 Meet-the-Expert	2 Hours / Week		
 Embedded Expert (40 Hours/week)			
 Partner Success Services packages	<a href="#">Overview Datasheet</a>	<a href="#">Overview Datasheet</a>	



## Next Steps



### PARTNERS

Schedule an **introduction** of the Partner Success Program



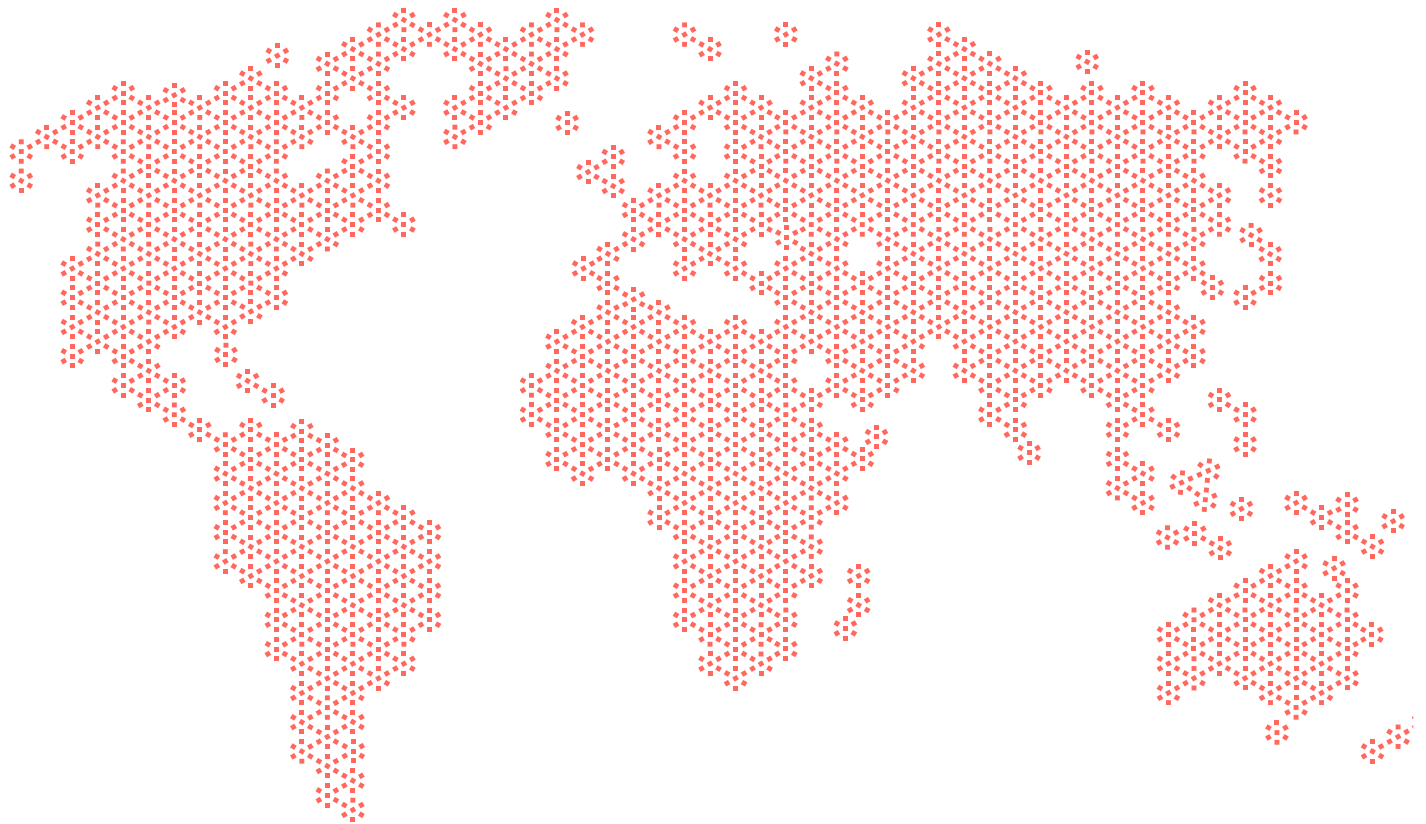
### CUSTOMERS

Get help **finding the best Partner**



## Contact

Email: [success.partners@denodo.com](mailto:success.partners@denodo.com)



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