

Generis Services Partner Program Building Partnering into Our DNA

The simple truth is that long-term, sustainable growth is not possible without our partner business.

An effective partnering model depends on more than just sales execution; it requires a holistic approach to every aspect of our business, from delivering products that meet partner needs, to covering the entire supply chain of marketing, pricing, legal, support, and services.



Generis Services Consulting Partners (GSCP)

Scaled for Growth

Mission: Generis Global Legal Services leverages our Partner Ecosystem across multiple Routes to Market to drive incremental revenue and support customer adoption Generis Solutions the areas Adoption, Implementation and Transformation Services. Services The Generis Global Consulting **Partners** is structured to enable, reward and support program their business model partners based on and investment Generis Generis. Partners are expected to make investments in training & certification to enable themselves on Generis Solutions to support our services strategy.



Generis Services Consulting Partners

Selection Criteria Focus Partners

are leveraged to help

Generis create new
reoccurring incremental
revenue and drive net
new PNCV/SNCV





Preferred Partners

help **Generis** Services augment capacity across multiple solution areas to drive revenue along with profitable growth

Specialized Partners

provide skillsets in complementary/supportive technologies to **Generis** to drive an integrated solution for a customer





Capacity Partners

provide services for

Generis outside of the

Preferred & Specialized

Partners. They operate as

an extension of the

Generis Services bench



Generis Services Consulting Partner Program (SCP)

Membership Levels

Generis Services requires a network of highly skilled legal services vendors that provide Adoption, Implementation, and Transformation Services in support of Generis Services delivery requirements. The Generis SCP program is structured to enable, reward and support partners based on their business model and investment in Generis Global Legal Services.

Generis Global

Capacity Partner

Implementation

 Partners which provide services capacity on Generis solutions and operate as an extension of the Generis Services bench.

Generis Global

Specialized Partner

Implementation

 Partners which have skill sets outside of Generis core competencies along with complementary Generis domain knowledge.

Generis Global

Preferred Partner

Adoption

Partners which have a
 Generis built practice
 and solid domain
 expertise in multiple
 Generis Solutions; that
 make a significant
 investment in training,
 enablement and
 certification.

Generis Global

Focus Partner

Transformation

 Reseller Partners which have been identified in the Global Partner
 Program as a select group of highly trained, self-sufficient partners driving **Generis** net new, indirect growth

Generis Services Consulting Partner Program (SCP)

Membership Requirements

Categories

- Annual Partner Spend
- · Partnership Years
- Minimum # of Engagements
- · Customer Success Rate
- Established CoE
- · % of Technical Staff Certified
- Project SLA Positive Feedback

Generis Global Capacity Partner Implementation

- Varies by Region
- 3 5 Years
- 25 Projects
- 98%
- Yes
- 80%
- 95%

Generis Global **Specialized Partner**

- Varies by Region
- n/a
- 5 Projects
- 80%
- No
- 80%
- 95%

Generis Global Focus Partner

- n/a
- n/a
- 5 Projects
- 90%
- No.
- 80%
- 95%

Generis Global Preferred Partner

- \$25K
- n/a
- 2 Projects
- 80%
- No
- 50%
- 85%

Sample Badge

Generis Global

Capacity Partner

Type of Implementation

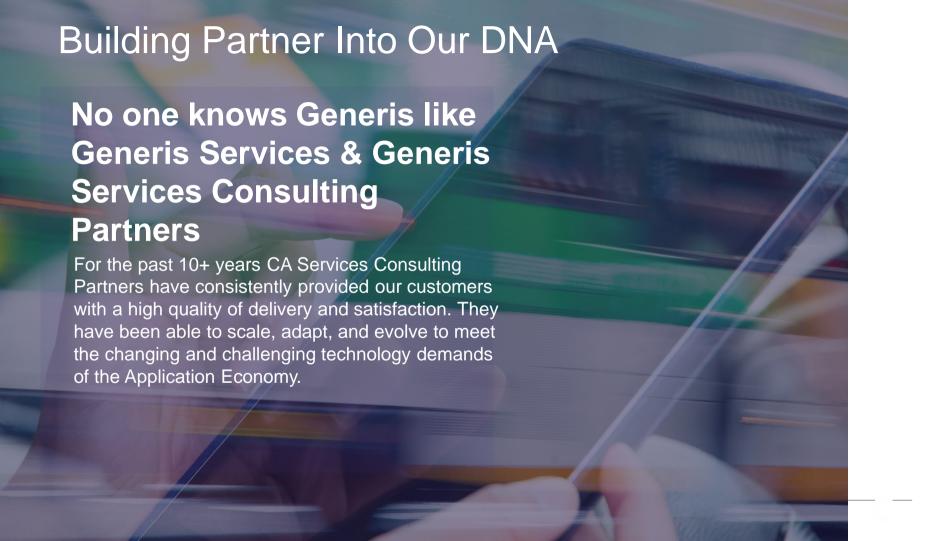
Partner Category

Generis Services Consulting Partner Program

Communication



- Every quarter the **Generis** Services Partner Program provides updates on topics such as the partner program, new technology releases, **Generis** events, partner spotlights and much more.
- The Services Partner Pules provides our top spend services & education partners globally with information regarding company activity which is delivered the first full week of each month.
- The Partner Experience Platform (PEP) makes it easier for partners to find exactly what they need for implementation enablement, support, marketing, sales campaigns, and much more!



Generis
Global Legal Services

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