



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 of Generis Solutions in the areas of Adoption, Implementation and Transformation Services.

The Generis Global Services Consulting Partners program is structured to enable, reward and support partners based on their business model and investment in 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 (SCP)

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	Generis Global Capacity Partner Implementation	Generis Global Specialized Partner	Generis Global Focus Partner	Generis Global Preferred Partner
<ul style="list-style-type: none"> Annual Partner Spend Partnership Years Minimum # of Engagements Customer Success Rate Established CoE % of Technical Staff Certified Project SLA Positive Feedback 	<ul style="list-style-type: none"> Varies by Region 3 – 5 Years 25 Projects 98% Yes 80% 95% 	<ul style="list-style-type: none"> Varies by Region n/a 5 Projects 80% No 80% 95% 	<ul style="list-style-type: none"> n/a n/a 5 Projects 90% No 80% 95% 	<ul style="list-style-type: none"> \$25K n/a 2 Projects 80% No 50% 85%

Sample Badge



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!

Building Partner Into Our DNA

No one knows Generis like Generis Services & Generis Services Consulting Partners

For the past 10+ years CA Services Consulting Partners have consistently provided our customers with a high quality of delivery and satisfaction. They have been able to scale, adapt, and evolve to meet the changing and challenging technology demands of the Application Economy.

Generis
Global Legal Services

Arooj Mushtaq
Manager
Global Partner Network (Asia)
arooj@generisonline.com