IMPARTNER

Training & Certification
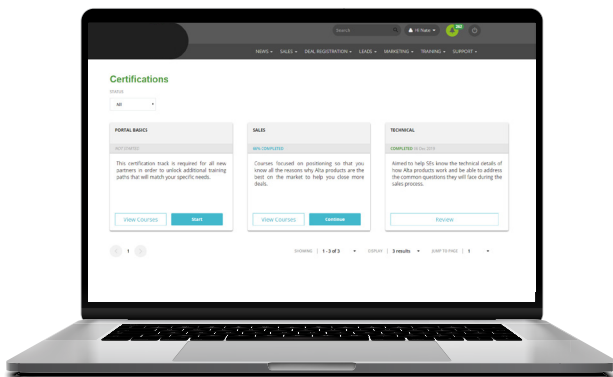*Provide targeted certification tracks to your partners to drive sales*

Leverage your self-authored training materials to drive partner experience

Impartner Training & Certification is an optional module of Impartner PRM that enables you to provide the right training to the right partners. SegmentAI is integrated into the certification tracks you create within the self-authoring UI so that not only are trainings shown to the right audience, but the training progress of each user may also be used to drive the dynamic partner experience on the portal. The better trained a partner is on the products, the better they can sell and support those products, and the happier your customer will be. Recent Impartner customer data shows that incentivizing, rewarding and engaging partners in being properly trained generally results in a 48 percent increase in sales.

Course content is presented in an intuitive UI to guide the user through each course, which may be sourced via multiple formats, including Rich Text, uploaded PDF or embedded video. At the end of each course, the user must pass a quiz that you have created in order to move on to the next course within the track or complete the certification. The module also makes it easy for partners to pick up where they left off in their progress or review any previously completed lesson material.

Featured Highlights

• Self-author all aspects of the certification, course, lesson, and quiz content in code-free interface
• Easily toggle published status of each certification, course, or lesson
• Add segmentation to certification tracks
• Auto expire certifications after 1-3 years
• Incorporate Rich Text, PDF upload, or upload/link to video within the course UI
• Modify portal experience based on partner's training progress

About Impartner
With over two decades of experience in accelerating indirect sales, Impartner delivers the industry's most complete channel management platform, helping companies worldwide manage their partner relationships and accelerate revenue and profitability through indirect sales channels. The largest pure-play PRM vendor in the world, Impartner provides the industry's only out-of-the-box solution that can deploy an enterprise-class Partner Portal in as few as 14 days, using the company's highly engineered, multi-award winning, Velocity™ onboarding process.

Find Out More
We'd love to show you more about how Impartner PRM can accelerate your channel. Request a Demo today!