ClickLearn for Microsoft Partners

Speakers:

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Partnering with ClickLearn

- Introduction
- Corporate Offering
- ClickLearn Partner Program
- ClickLearn in practise
- What´s next

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Who we are

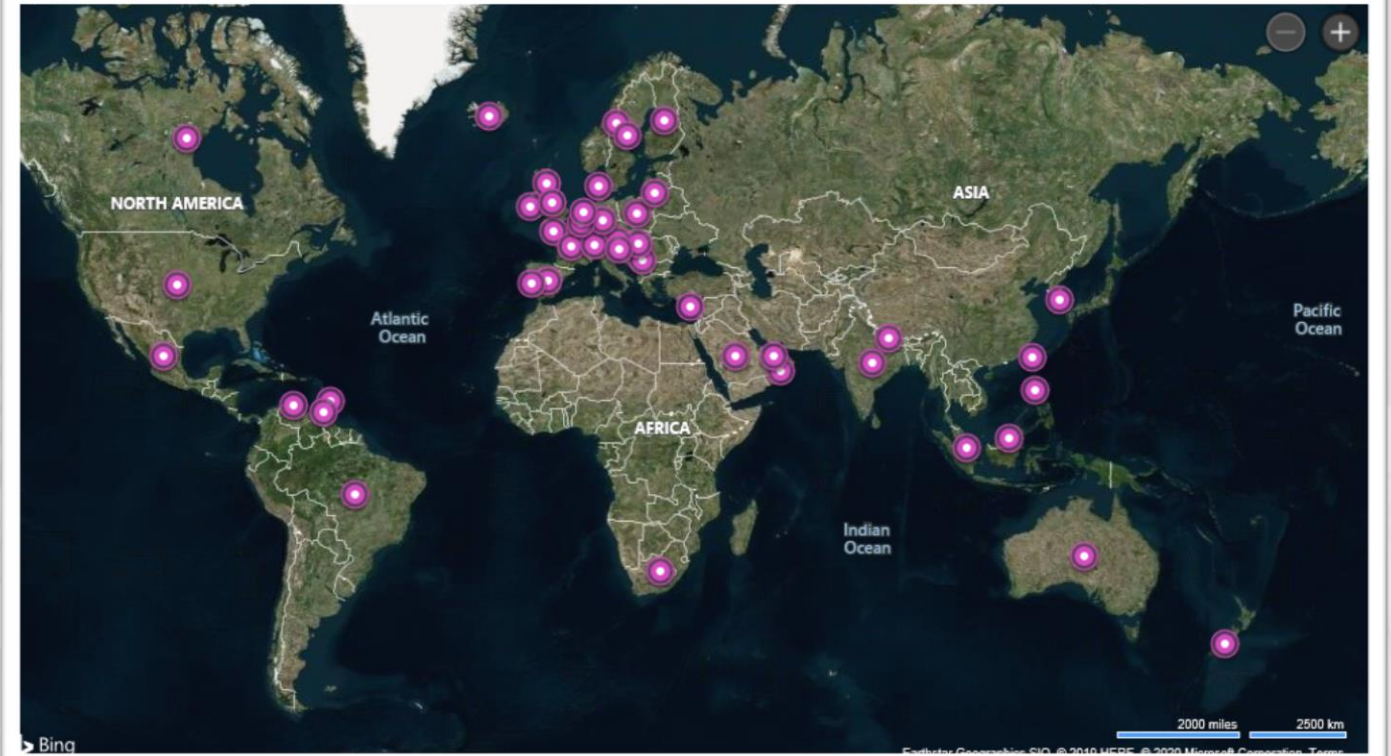|		
2010	**Founded**	after 4 years of core product R&D.
60	**Employees**	Offices in Denmark, United States and India
44	**Countries**	The Americas, Europe, Africa, Asia, Oceania
395	**Corporate Customers**	
137	**Microsoft Partners**.	

Numbers, as of January 2020

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Making partners & organizations more successful with their Business Platform investments

ClickLearn Mission Statement

Gold
Microsoft Partner
Application Development
2010 – 2020
Microsoft

FT
FINANCIAL TIMES

1000
Europe's Fastest
Growing Companies
2019

#136 - Fastest growing Company in Europe

BØRSEN.
GAZELLE 2019

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Aligning with the ecosystem

Re-designing our strategy for the **Corporate Market**

Re-designing our strategy for **Microsoft Partners**

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ClickLearn for the Corporate Market

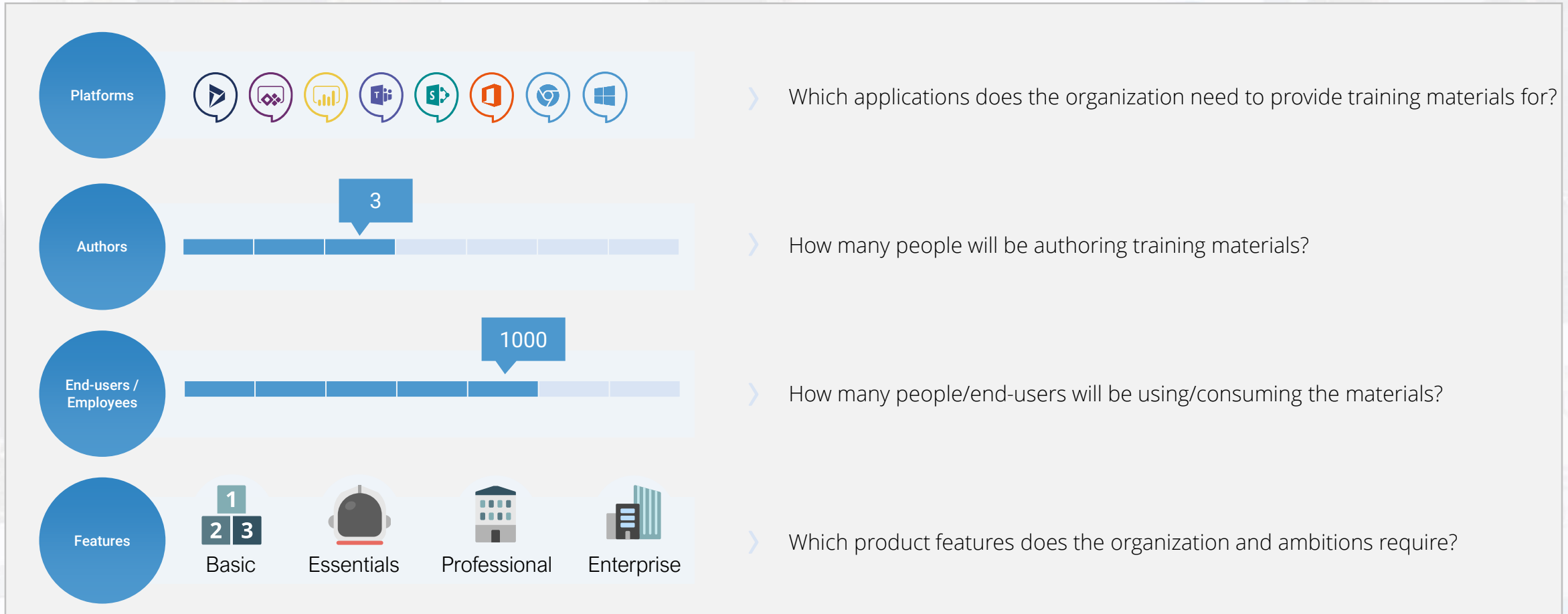**Our new offering for the corporate market is a flexible subscription model**

Customers can start at a lower plan and build up after proving the value and case within the organization

Simple model that covers all apps within the different platforms.

An offering that is not as sensitive to the amount of users as seen usually in the market

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ClickLearn Partner Program

New opportunities to accelerate both deal flow and revenue generation

Re-sell ClickLearn subscription licenses to your end-customers

Collect 20% margin on any sales and additional 5% re-occurring

Deliver services on top of the customers ClickLearn license

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Subscription model overview

Platforms — Which applications does the organization need to provide training materials for?

Authors — 3 — How many people will be authoring training materials?

End-users / Employees — 1000 — How many people/end-users will be using/consuming the materials?

Features — Basic, Essentials, Professional, Enterprise — Which product features does the organization and ambitions require?

= A fixed monthly subscription that covers customer needs on all important parameters

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Instant access to a tailor-
made solution at a fixed price

https://www.clicklearn.com/purchasing-and-licensing/subscription

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Free lifetime Customer Care & Support

Unlimited instructor-led online training that keeps new and existing ClickLearn authors productive
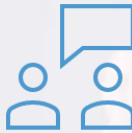
Consultancy on eLearning best-practices, Corporate branding and publishing

Access to self-paced training on the ClickLearn Cloud portal.

Unlimited priority technical support

Automated software and platform updates, that keeps you on the latest version of your business platforms

All Included within the subscription fee

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Solution Demo

Demo of the core values with ClickLearn

Daniel Garcia
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Successful adoption

- Accessible

- Easy to use

- Multiple Learning Formats

- Cross Application

- Measureable

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Who benefits from using ClickLearn ?

IT and Support
Making IT and support more successful

360º training covering written, videos and live assistance

Updatable with support for multiple languages

Reductions in help desk workloads

Requirements:
"Reduce our cost and resources, needed to support recurring issues"

Employees
Making end-users adopt, learn and master the software faster

Consistent instructions covering all processes

Support for any learning style

On-screen live guidance

Requirements:
"Build my skills and keep me current, to allow me to achieve more."

Management
Making management more successful

Increase ROI through measurable adoption & learning

Reduced implementation risk

High process accuracy

Requirements:
"Minimize the risk of transformation projects, and maximize profitability"

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ClickLearn Partnership process

Start	Activate	Scale
• Identify a Project	• Involve your organization	• Partner portal access
• Book a customer demo	• Training and Solutions	• Quarterly updates
• Request a trail	• Claim your future projects	• Marketing support access
• Deliver a quote to customer	• Customer Service hotline	• Co-Marketing & Sales

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Virtual **Conference**

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