



# BRAINWARE PARTNER ACADEMY

Together we will create a  
thriving and successful  
business partnership

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## Certified for Success

At Brainware, we understand the vital role Business Partners play in our business operations where we are all focused on a common goal – customer success! The Brainware Partner Academy provides a strong foundation of support and collaboration that fosters unparalleled value and mutual business success for our customers, our Business Partners, and Brainware. The training and certification of our Business Partners aims to enhance the scope of technical enablement.

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### **ACHIEVING SUCCESS WITH BRAINWARE DISTILLER FOR INVOICES**

Brainware is committed to making our partners succeed. We understand how important it is to deliver and support integrated end-to-end solutions that provide value to our customers. To help our Business Partners with these challenges we have developed an intensive training program comprised of two phases of online and hands-on technical training. You will have the benefit of training with seasoned Brainware professionals with years of experience.

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### **WHY BECOME A CERTIFIED BRAINWARE PARTNER (CBP)?**

CBPs deliver value to customers with proven results: wide-ranging access to established business solutions, rapid and cost-effective installations and implementations that accelerate ROI. Included in our training program is intensive hands-on training in using and implementing the Brainware Distiller for Invoices solution. One of the main challenges in software development is the technical ramp-up. By increasing your technical enablement, the Brainware Partner Academy will make you more self-sufficient faster.

#### **BENEFITS OF CERTIFICATION:**

- | Complimentary “continuing education” in the form of web-enabled training sessions to become proficient in new features of Distiller products. Strengthening our Business Partner relationships means working together by keeping everyone informed. Brainware is committed to bringing our CBPs the latest information on key announcements, news articles, and events that will affect their business.
- | Self-Compliance – CBPs are more productive sooner, with increased productivity and less need for Brainware Professional Services assistance.
- | Real world knowledge of common challenges that you will experience, troubleshoot and solve, designed to bring you up to speed more quickly.
- | CBPs have the ability to contract with Brainware Professional Services at a reduced rate for the first year after certification is achieved.

THE CERTIFICATION PROCESS

PHASE 1 – PRE-REQUISITE WEEK ONLINE

Brainware related reading materials including Verifier 101 CBT training as needed at Brainware Academy. Visit [www.brainware.com/academy](http://www.brainware.com/academy) for more information.

PHASE 2 – HANDS-ON TRAINING AT BRAINWARE HQ IN ASHBURN, VA

Hands-on training is held once per quarter and class sizes are small to ensure students of one-on-one time with instructors. It is recommended that each partner have at least two certified implementers on staff and that they attend the Brainware Partner Academy training session.

**Agenda: Two weeks of hands-on training**

**WEEK ONE:** students will focus on installing, using and configuring the software and Brainware Distiller for Invoices solution.

**WEEK TWO:** students will successfully complete a Brainware Distiller for Invoices implementation reinforcing what they have learned the previous week. Students will also address common challenges and client customizations that occur outside of the Brainware Distiller for Invoices solution.

FIRST SALE/IMPLEMENTATION SUPPORT

Brainware Certified Partners have the opportunity to work side-by-side with Brainware professionals as you set-up and install your first customer. This assisted training and knowledge transfer will continue to expand your skills and ensure your company has the tools it needs to be self sufficient for future installations. These support services will continue to be offered at a reduced rate for the first year you are certified.

Together we can create a thriving relationship in which our valued Business Partners can be successful – a win-win situation for all. Contact your Brainware Account Executive to be included in the next Brainware Partner Academy training session.