

Enablement Program – joining options

Client Automation Standard Edition Program Content

Silver

Gold

<p>Sales features and demonstration training</p>	<p>One Days Sales and Engineer Training on Product Features – allowing trainees to confidently demonstrate Client Automation Standard Edition using virtual images</p>	<p>Public Course</p>	<p>Private Tuition at Your Site</p>
<p>Bid Support</p>	<p>Architectural high level design based on client questionnaire – gives design diagram and estimates on implementation by trained engineers. Enables fixed price quotations</p>	<p>First 2 FOC</p>	<p>Unlimited</p>
<p>Dedicated Engineer Training</p>	<p>Four days of Implementation and configuration training for two of your engineers, including how to train your customer</p>		<p>Private Tuition at Your Site</p>
<p>Scheduled Engineer Training</p>	<p>One engineer attendance on Scheduled courses (available only to Program Members) hosted in UK</p>	<p>Public Course</p>	

Enablement Program – Both Levels

Adhoc Technical Reference	Help in addressing client pre-sales technical questions
Virtual Images	Updated virtual images distributed to yourselves, enabling product demonstrations from latest releases
Webinars	Webinars giving your sales force access to live demonstrations of latest product updates and developments
Implementation methodology	Updated for each Product release, covering implementation or upgrade techniques
Process Documents	Templates of process workflows and documentation
Design Templates	Design documentation templates for use in Implementation
Online Discussion Forum	Technical support forum for Partner community

Enablement Program – Other Benefits

Other Program Membership Benefits

- Fee Based Training for additional engineers (only available to Program Members)
- Priority bookings for NATOLI Engineers
- Discounted MSI packaging if Partner requires packaging capacity
- Discount on NATOLI Professional services for Client Automation SE Implementations

Subsequent Annual Subscription

- All of the above benefits except for the Training elements

Membership path - Gold

