Partner Training Offerings

Catalogue 2018 - 2019

NAKISA
LeaseAdministration

Our Commitment to Partners

Nakisa strives to ensure that every partner is enabled with the most up-to-date and complete information about Nakisa Lease Administration and is proficient in solution implementation. To support our partners, we have developed a comprehensive set of partner training offerings for elected consultants within Nakisa's Partner Network. Partner training consists of three separate programs: functional training, technical training and sales training.

We offer several public courses covering in-depth technical implementation training. Please consult the Nakisa Partner Portal to view our public calendar for upcoming training events.

Instructional Approach

Our training programs are highly interactive. Hands-on exercises and team activities account for 40% of each program while the remaining 60% is comprised of theory. Learning activities are interwoven throughout training workshops to ensure learner understanding, engagement, and confidence when working with the solution.

The learning path combines instructor-led, real-time workshops (virtual and in-class), self-directed assignments, and post-training coaching sessions. This method ensures a continuous and progressive learning process.

Partner Training Programs

Standard partner training consists of three programs:

- **Front-End Training Program** (Functional)
- **Back-End Training Program** (Configuration)
- **Sales Training Program**

Front-End (Functional)

This training program addresses the front-end of the solution. More specifically, this program focuses on the way in which we interface with the solution from an end-user perspective. During this program, we will cover the key features and functionalities available within the solution, as well as conduct core tasks within the application. *For the Partner Consultant Training Program, please note that these sessions only offer an overview of front-end usage.

PART I

Inception Phase – 1/2 Day

After completing this session, you will be able to:

- Navigate the application's interface
- Recognize the meaning of object identifiers
- Describe the lease contract data structure
- Demonstrate an understanding of the integrated approval process
- List some of the key options in the main and context menus
- Use functionalities such as filtering, searching and exporting
- Navigate the pages that make up a lease object
- Perform the required steps for the contract inception phase
- Demonstrate how to set up different lease types

PART II

Lease Management – 1/2 Day

After completing this session, you will be able to:

- Perform the steps in splitting an activation group
- Reassess an activation group
- Conduct a lease contract change
- Conduct a lease modification
- Replace a unit
- Handle a lease end
- Handle a casualty
- Enter one-time charges
- Set up a lease with componentization
- Set up a lease with a bulk asset
- Access and review dashboards and reports

Who Should Attend?

Lease Administrators, Functional Consultants, Business Analysts, Accountants, Project Managers, Sales Executives, Field Ops, IT Staff, Functional/Technical Consultants, Solution Architects, Project Managers

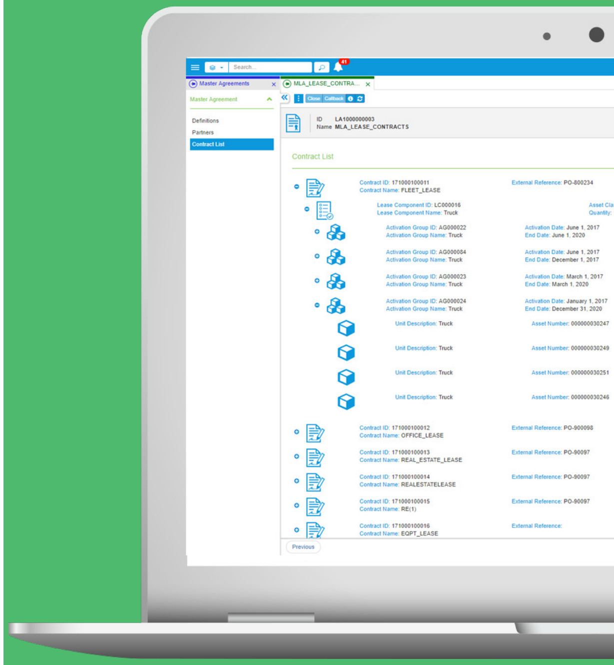
Workshop Details:

Prerequisite: Lease accounting knowledge

Duration: Two 4-hour blocks

Workshop Open to All Partners:

- **Virtual Only:** 1000 USD/ participant
- **Payment Method:** Only credit cards and wire transfers accepted
- **Max Participants:** 24



Back-End (Configuration)

This training program is intended for system administrators. The back-end training program focuses on certain basic solution configurations as well as core administrative tasks as it pertains to organizational business requirements.

PART I
Rapid Config Console - 1 Day

After completing this session, you will be able to:

- Explain the cloud model & its benefits
- Configure the solutions and set up hierarchies in the config generator:
  - Define system config(s)
  - Report and facilitate company hierarchy setup
  - Manage grouped objects relating to the company code
  - Manage Excel export import to add entries in the grouping objects page
- Manage authorization profiles & user assignment
- Configure the role mapping (in settings)
- Manage the rates relating to the IBR, CPI indexation and exchange
- Manage master data (e.g., document type, GL account, accounting determination)
- Manage data retention based on corporate policy
- Work with the job schedule & thresholds

PART II
Admin Console - 1 Day

After completing this session, you will be able to:

- Access & view logs
- Work with the job schedule & thresholds
- Set up security authentication
- Manage data retention based on corporate policy
- Monitor queued tasks & Elasticsearch performance
- Locate objects using entity and navigation tools
- Change field labels using caption editor

PART III
Implementation Methodology - 2 hours

After completing this session, you will be able to:

- Describe professional services
- Explain key milestones in the accelerated timeline
- List key activities and base estimate effort to project sizing
- Define additional service opportunities
- Explain Nakisa's cloud provisioning process

Who Should Attend?

IT Staff, Functional/Technical Consultants, Solution Architects, Project Managers

Workshop Details:

Prerequisite: Leasing Knowledge/Front End Workshops (Part I & Part II)

Duration: 2.5 Days

Workshop Open to All Partners:

- **Virtual Only:** 3000 USD/participant (including front-end)
- **Payment Method:** Only credit cards and wire transfers accepted
- **Max Participants:** 24

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Sales

This training program is designed to enable our partners with the skills needed to successfully position our solutions and deliver product demonstrations. The Sales Training Program consists of two workshops: Sales Positioning and Level 1 Demo Training. Sales Positioning workshop explains how to position the solution to the market and the Level 1 Demo Training workshop enables participants to deliver a high-level 20-minute demonstration as well as address prospects' most common questions regarding the solution.

Sales Positioning – 1/2 Day

After completing this session, you will be able to:

- Provide a comprehensive overview of Nakisa
- Provide an overview of the current market and the business drivers
- Explain the Nakisa Lease Administration solution
- Explain Nakisa's value proposition
- Conduct an initial discovery call to prepare for a demo call
- Respond to frequently asked questions
- Locate available sales & marketing resources

Sales Level I – 1 Day

After completing this session, you will be able to:

- Become familiar in navigation and usage of Nakisa Lease Administration
- Prepare and present an effective 20-minute demo using the demo script provided
- Speak about the benefits and the value proposition of our solution as per client's business requirements
- Answer and manage typical questions
- Setup and deliver remote or on-site demo sessions
- Access the available sales & marketing resources

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Who Should Attend?

Sales Executives, Account Managers, Sales Representatives, Sales/Solution Engineers

Sales Workshop Details:

Prerequisite: Leasing Knowledge/ Front-End Workshops (Part I & Part II)

Duration: 1.5 Days

Workshop Open to All Partners:

- **Virtual Only**
- **Payment Method:** Free
- **Max Participants:** 20