

QUARTERLY PARTNER CONNECT, Q2 2023

16 MAY

TUESDAY

4:00 PM – 4:45 PM CET

Agenda

→ Introduction

- General information
- Announcement of new webinar cadence

→ To-Increase Partner Portal

- Background on Partner Portal investment
- Functionality overview:
 - i. Asset Library
 - Cobranding
 - ii. Deal Registration
 - iii. TCMA
- How to register for the Partner Portal

→ To-Increase Academy Review

- Recap of completed courses since the last webinar
- How to view recordings and materials
- Upcoming sessions schedule

→ Partner Launch Update

- Open support agreements
- What to expect
- Customer reference cases

→ Partner Enablement: New Partner Sales Enablement Kit

- Background on the new kit
- How to access the kit
- Example: Solution Showcase on MDM
 - i. MDM in F&SCM
 - ii. How can partners use Connectivity Studio to de-risk integrations?
 - iii. Customer examples

→ Portfolio Expansion

- New Addition: DQS for Dataverse

→ Pricing Revision

- MDM Suite package discount

→ Q&A session