



Global Partnership Program



KNOLSKAPE

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About KNOLSKAPE

KNOLSKAPE delivers experiential solutions that help transform organizations into a modern workforce. Established in 2008, we are headquartered in Singapore with offices in India, Malaysia and US. Our core belief is that desired business outcomes are achieved best with an engaged workforce, and the methodologies for doing so require a new, more updated approach. Keeping with this philosophy, we develop engaging, immersive and experiential solutions for talent assessment, development and engagement. Over 50,000 learners every year experience our leadership and digital solutions globally.

KNOLSKAPE Partner Program

The KNOLSKAPE Partner Program has been designed to drive greater value realization for customers through solution integration and delivery. At its core, the partnership objective is to maximize revenue and customer satisfaction. As a result, our Partners can be at the forefront of innovation and be more responsive to the evolving market and customer needs.

Why Partner with KNOLSKAPE



Increase the average deal size by adding new products to existing offerings

Compliment your leadership courses and programs by including 7 world class simulations and game-based assessments including our AktivLearn Platform and providing more value to your clients.



Reduce development costs and accelerate your time to market with digital solutions

KNOLSKAPE has developed an impressive product catalogue which is modular in structure and can be accessed from anywhere over the cloud without an investment in technology or infrastructure.



Excellent Training and Support

KNOLSKAPE is committed to preparing you to be the most effective and efficient partner in the marketplace. Our technical enablement process allows you to fully understand the features and functions of our products and solutions so that they can be successfully sold and deployed.



Proven solutions with measurable outcomes to create more value thereby increasing customer satisfaction and retention

Our products were developed in collaboration with globally reputed academies and large corporations across the world have utilized them successfully to achieve the desired objectives.



Go deeper in accounts and address untapped segments

KNOLSKAPE solutions can assess and develop leaders at all levels in an organization and Partners have taken advantage of this flexibility to enter new segments or accounts and grow their business.



Omni channel delivery methodology for better client engagement and experience

KNOLSKAPE does not believe in the one size fits all approach. Hence Partners can leverage the solutions to fit their clients' requirement whether in-classroom or live-virtual or self-paced.

Partnership Categories



Strategic Partners

Strategic Partners are typically market leaders in their respective areas, possess superior technical and business skills and have a considerable market share. They are businesses who are willing to commit sizeable energy, resources and financials to the relationship. Ideally Strategic Partners should have a highly compatible product or service offering within a key market area. They understand the benefits of working with KNOLSKAPE to maximize their value to their customer and increasing their customer's satisfaction.

KNOLSKAPE typically establishes **Strategic Partnership Agreements** in geographies with no direct sales coverage or in emerging markets.

The size of the Partnership should be greater than **2000 Licences/year or \$100,000/year**.



Reseller Partners

Reseller Partners may be smaller (in revenue or employees) than Strategic Partners or have more widely dispersed business interests. Accordingly, their commitment to KNOLSKAPE is less than that of a Strategic Partner. Reseller partners are usually new entrants to the KNOLSKAPE Partner Program. They recommend KNOLSKAPE products and solutions as-is with no modifications or customizations.

This relationship tier gives both companies an opportunity to evaluate the business potential of the partnership without a significant resource commitment.

Reseller Partners often move to Strategic relationships within a year or two of program participation. The Reseller Partner level is ideal for the consultant, industry expert, or smaller learning and development organization looking to build a business based around KNOLSKAPE products.

Benefits for Partners

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	Strategic Partners	Reseller Partners
Licence Price	Discounted	Standard
Sales Enablement	Live or Virtual	Video based
Konsole Access	✓	✗
Quarterly Reviews	✓	✗
Marketing Support	✓	✗
Solution Support	✓	✗
Training (2-5 ppl)	✓	✗
Technical Support	✓	✓
Product Customization (Basic)	✓	✗
Special Large Deal Price	✓	✓
Product Roadmap	✓	✗
Auto Renewal of contract	✓	✗

Getting Started

Once you have evaluated the KNOLSKAPE Partner Program and decided to join our program, the next steps are:

- Contact the KNOLSKAPE Partner team to be guided through the process:
partner.support@knolskape.com
- Complete the following KNOLSKAPE Program documents:
 - NDA
 - Business Plan – Strategic Partnership
 - Partnership Contract
 - Complete the required training and certifications
 - Enjoy the benefits

We look forward to partnering with you!