

Fast, easy, effective partner onboarding.

The NDI Partner Program
dealer onboarding process.

The Nuance Document Imaging Partner Program is carefully designed to give you access to the industry's best products and services. It also provides you with a wide range of benefits and multi-faceted programs to help you market Nuance solutions effectively and maximize your opportunities.

Now we want to make the entire onboarding process as fast, easy, and effective as possible for you. With our Nuance Partner Onboarding Process, we help you gain the training and knowledge you need, introduce you to key Nuance team members, give you access to the very latest tools, and so much more.

Collaboration has never made so much sense. Let us help you get up to speed, so you can start achieving superior sales results.

Benefits of the Partner Onboarding Process:

- Simplify partner onboarding to minimize ramp up time
 - Increase communication and collaboration efforts with Nuance
 - Help NDI partners manage their partnership with Nuance using standardized processes, methodologies and tools
 - Provide an entire onboarding process – everything from executing the Partner Program agreement to developing an annual business plan
 - Deliver effective tools for developing and executing the optimum sales strategies and tactics
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The NDI Partner Program offers three program levels:



Partner Onboarding Process Checklist

Nuance’s comprehensive Partner Onboarding Process ensures that all NDI partners get the tools they need to minimize the amount of time you spend getting up to speed—and maximize your selling efforts.

Step #	Description	Silver	Gold	Platinum
1	Fully Execute NDI Partner Program Agreement		•	•
2	Complete NDI Partner Profile	•	•	•
3	Register technical resource(s) for solution specific Learning Path(s) in Nuance University	•	•	•
4	Register sales resource(s) for solution specific Learning Path(s) in Nuance University	•	•	•
5	Order and install NFR software for NDI solution(s) in Demo Room(s)	•	•	•
6	Order and install NFR hardware for NDI solution(s) in Demo Room(s)		•	•
7	Distribute materials and merchandise on NDI Rewards Sales Incentive Program	•	•	•
8	Introduce Nuance outside sales resource (RSM/DSM) to Partner staff & team(s)		•	•
9	Introduce NDI inside sales resource to Partner staff & team(s)	•		•
10	Introduce NDI Pre Sales Engineer to Partner staff & team(s)			•
11	Introduce NDI Focus Executive to Partner senior management team			•
12	Establish regular schedule for outside sales resource on site at Partner location(s)		•	•
13	Schedule and complete meeting to develop annual business plan			•

It’s all here, and it’s all here for you.

Inspired by years of working side by side with partners, Nuance developed the Partner Onboarding Process to ensure that your team has the resources they need to deliver the industry-leading solutions that matter most to your customers. To learn more about the Partner Onboarding Process or the NDI Partner Program, please contact your Nuance sales representative or visit www.nuance.com/go/ndipartnerprogram today.

