Channel Technical Enablement Plan

https://github.com/githubpartners/presentations

Technical Enablement Plan

Goal:

Requirements, timeline, and cross-functional assistance for Channel Technical Enablement and Authorization.

Topics and Agenda:

- **How partners obtain technical authorization**
  - Theory
  - Practice
- **Overview of technical education plan**
- **Overview of practical authorization plan**
- **Partner technical enablement timeline for Americas, EMEA, APJ**
  - Content
  - Delivery
- **Cross-functional assistance**

Technical Authorization Overview

Technical Authorization Goal:

Ensure Channel Partners are proficient at delivering the following services for GitHub customers to drive adoption and customer success:

- **GitHub Enterprise Installation and Setup**
- **End User Administration Concepts**
- **Migrating to GitHub Enterprise**
- **Integrations: Webhooks, API's**
- **Advanced GitHub Administration**

GitHub requires that each SI and ASP partner have a minimum of 2 (two) Authorized consultants. Authorization will occur through a GitHub led enablement session consisting of educational material and labs as well as 1 (one) or more customer engagements that include GitHub Services as shadow resources to verify and authorize the required skills from the partner consultants.

Technical Enablement Theory

1 day training session on-site delivered by a Channel Solution Engineer, Channel Manager, & available resources.

Agenda:

30m-**Business Concept Setting**

30m-**GitHub Enterprise Installation and Setup**

1h　-**GitHub Setup Lab**

10m-Break

30m-**End User Administration Concepts**

1h　-**End User Administration Lab**

45m-**Migrating to GitHub Enterprise**

45m-**Migration Lab (SVN to GitHub)**

1h　-Lunch

45m-**Integrations: Webhooks, API's**

45m-**Integrations Lab**

10m-Break

30m-**GitHub Advanced Administration**

1h　-**Advanced Administration Lab**
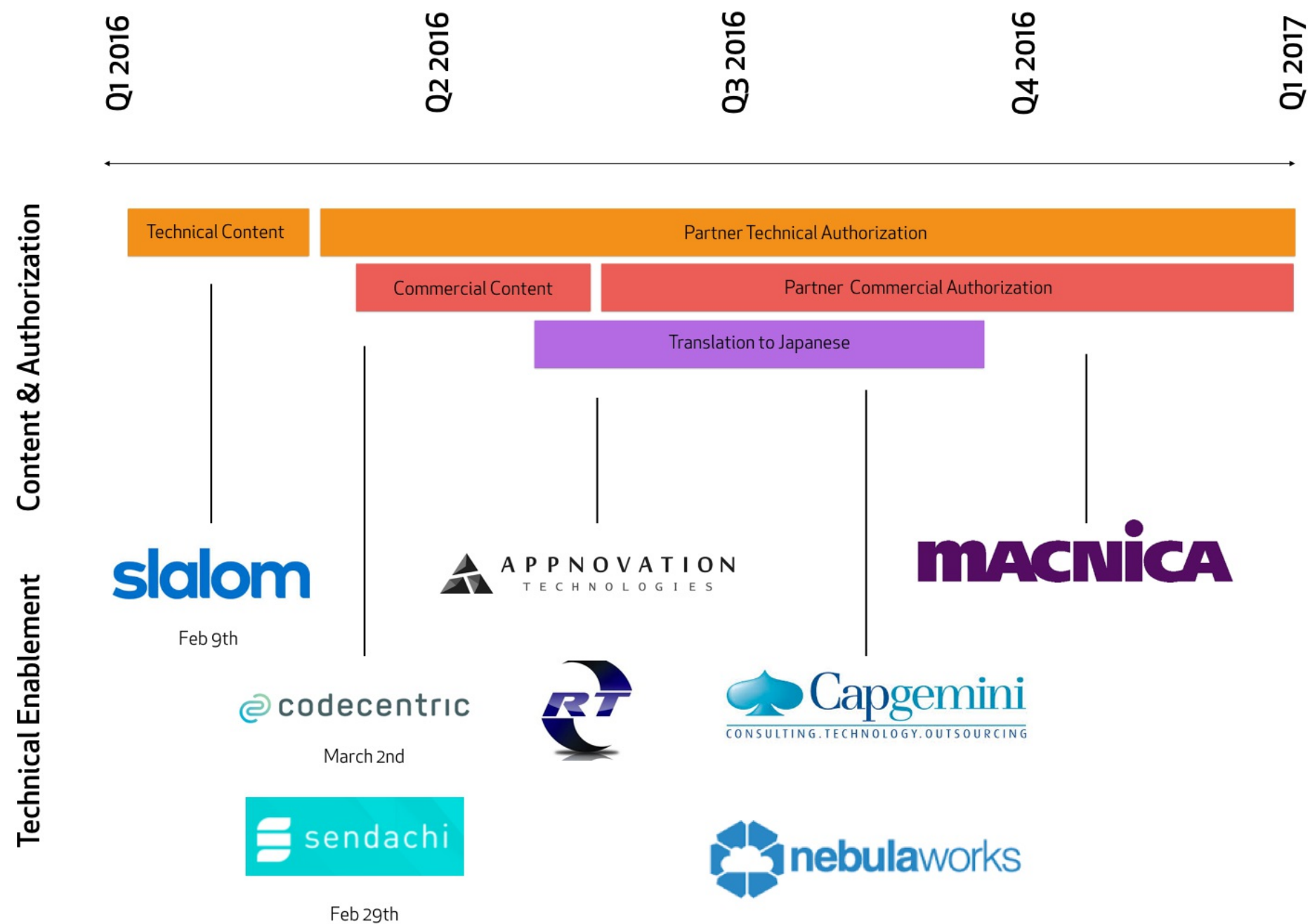
15m-**Expectations**

Partner Authorization Engagement(s)

Upon completion of the on-site technical enablement session, partner resources are required to complete at least one customer engagement with shadow resources from GitHub services to demonstrate their competency in the required skills. These engagements may be partner or GitHub sourced.

Notes:

- **1st shadow engagement should occur withing 45 days of completion of the on-site enablement session.**
- **Services shadow rate for partner enablement is 50% of standard daily rate in the region.**
- **Shadow resources will not be an option for every customer engagement given budget constraints.**
- **We anticipate partner consultants will require 1 - 3 shadow engagements to be authorized.**

Estimated Timeline

Cross-functional Dependencies

The Channel team will collaborate with several organizations within GitHub to ensure the continued technical enablement and success of partners and customers including Services, Operations, and Enablement.

Services:

- **Assist Channel Pre-Sales and CAM w/ partner authorization**
- **Provide resources for partner shadow engagements to meet authorization requirements**
- **Technical expertise and validation for technical enablement collateral**

Operations:

- **Report and track on partner training requirements**
- **Setup order to invoicing processes and payments**

Enablement:

- **Expertise and validation for technical enablement collateral and distribution**