RheinBrücke
IT Consulting

Partner
Enablement
Program

This program consists of a three stage approach

Initiate
Jumpstart training

Collaborate
Engagement Support

Engage
Collaborative Implementation

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Initiate – Partner Enablement Program:

- Jumpstart training
- Hands on business scenario experience
- Practical hints from real time projects
- Ramp up fine-tuned to match actual project requirements

This program does not replace but only serves to enhance the training offered by the EPICOR University. Epicor University Certification is the prerequisite for enrolling into this program

Prepare Better

What:

Onsite Functional Education support

- Foundation Education
- Business Modelling
- Gap Analysis
- Data Conversion Techniques using templates
- Input, Output Workflow Definition

Technical Education Support

- E9 Installation Training
- BPM and Basic Customization
- Dashboards
- BAQ and BAQ Crystal Report Designer
- Data Migration Tool box
- Advance customization (optional)
- Service connect (optional)

How:

Onsite Functional Education support

Onsite Boot Camp Training for 20 consulting days, the boot camp would be adjusted to the specific needs of the Partner.

Why:

Onsite Functional Education support

- Focused E9 training at your site
- Get hands-on business scenario explanations for your specific needs

Technical Education Support

- Practical hints from real projects
- Can be fine-tuned to match actual project requirements

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Collaborate – Engagement Support

- Help with project scoping
- Support preparation of POCs/Demos/AVIs
- Quoting for projects considering VAR time/ partner time and including support for estimation

Above EPICOR pre sales team support. EPICOR will still continue to coach you on demos, soft skills in objection handling, regular SE sessions (WebEx) on a product, etc.

Engage Better

What:

Free of Charge

- Preparation of detailed questionnaire
- Help with high-level project scoping
- Support in leveraging industry vertical solutions for estimations of prospects, where applicable
- Quoting for projects considering VAR time/partner time and including support for estimation

At Offshore rates + expenses

- Onsite detailed project scoping
- Help partner in complex business requirements for estimates & proof of concepts (POC). Senior consultant to prepare solution design and SOW.
- Support in screen cams/AVI presentions preparation

How:

Free of Charge

- Remote support only
- Onsite support or mix of both with onsite lead and offshore support team

At Offshore rates + expenses

- Cost will be pre-aligned with VAR

Why:

Free of Charge

- Leverage existing experience, existing tools, process know-how and vertical solutions template at no or low cost

At Offshore rates + expenses

- Help in better scoping, thus ensuing better delivery & higher customer satisfaction

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Engage -Collaborative Implementation

- Efficient usage of partner effort combined with VAR's, while leveraging Rightshore for Project execution.

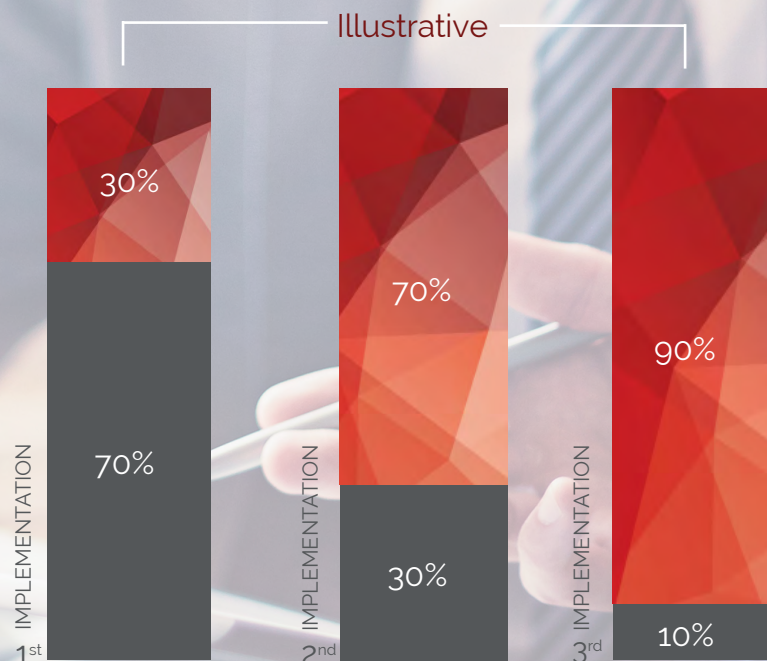- Post Go-live support by leveraging Rightshore

Execute Better

What:

- Develop Self Supporting model within 12-15 months

How:

- RheinBrücke IT Consulting to provide Project Managers, Technical and Functional Consultants.
- Leverage low cost development model
- Installation/Upgrade options
- Tools related support
- Provide end-to-end project delivery using signature methodology
- Install software correctly from day 1 together with you
- Quoting for projects including support for estimation
- With elements of VAR time (junior consultants/consultants) and Enablement Consultants (Senior consultants and PMs) from the enablement or consulting team
- Rate quoted will be VAR and RIC rates
- Second project less reliant on Enablement Senior consultants, so VAR consulting takes bigger responsibility in 2nd project, with a goal of 3rd project being at least 90% VAR resources.

■ Partner Staff
■ RheinBrucke Staff

Illustrative

Project Turn Arround

Team mobilisation

Assessment scoping

Pre-study by sending out
questionnaires

Study available documentation

Review mapped processes

Finalise schedule for
interviews, etc.

Review and assessment of
workshop, interview and
questionnaire results of the
former step by RIC IT and
EPICOR experts

Benchmarking vs. known
Best Practices

ASSESSMENT
PREPARATION

BENCHMARKING
& EXPERT ANALYSIS

Week 1

RAPID ASSESSMENT
WORKSHOPS

REPORTING

Week 3

Rapid assessment of the
portfolio, landscape and
infrastructure, server
utilisation, process portfolio

RIC tools / templates

Interviews and
workshops with key IT and
process owners

Details of potential quick wins

Provide workaround, if applicable

How much

How long

What will be

'Go-No-Go' decision

(depending on size of organisation's IT & ERP landscape)

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