Partner Training Offerings

Catalogue 2018 - 2019

NAKISA
LeaseAdministration

Our Commitment to Partners

Nakisa strives to ensure that every partner is enabled with the most up-to-date and complete information about Nakisa Lease Administration and is proficient in solution implementation. To support our partners, we have developed a comprehensive set of partner training offerings for elected consultants within Nakisa's Partner Network. Partner training consists of three separate programs: functional training, technical training and sales training.

We offer several public courses covering in-depth technical implementation training. Please consult the Nakisa Partner Portal to view our public calendar for upcoming training events.

Instructional Approach

Our training programs are highly interactive. Hands-on exercises and team activities account for 40% of each program while the remaining 60% is comprised of theory. Learning activities are interwoven throughout training workshops to ensure learner understanding, engagement, and confidence when working with the solution.

The learning path combines instructor-led, real-time workshops (virtual and in-class), self-directed assignments, and post-training coaching sessions. This method ensures a continuous and progressive learning process.

Partner Training Programs

Standard partner training consists of three programs:

Front-End Training Program (Functional)

Back-End Training Program (Configuration)

Sales Training Program

Front-End Functional Training for Partners – Workshop Objectives

This training program addresses the front-end of the solution. More specifically, this program focuses on the way in which we interface with the solution from an end-user perspective. During this program, we will cover the key features and functionalities available within the solution, as well as conduct core tasks within the application. *For the Partner Consultant Training Program, please note that these sessions only offer an overview of front-end usage.

PART I
Inception Phase – 1/2 Day

Interface & Navigation
- ✓ Explain key aspects of the new IFRS 16 and ASC 842 standards
- ✓ Navigate the application's interface
- ✓ Describe the lease contract data structure
- ✓ Explain the integrated approval process
- ✓ Access and use key functionalities such as the main and context menus, filtering, searching and exporting

Lease Creation
- ✓ Define the inputs and outputs of the calculation engine
- ✓ Describe the lease accounting workflow
- ✓ Perform the required steps in creating a lease contract
- ✓ Navigate the pages that make up a lease object
- ✓ Demonstrate how to set up different lease types

PART II
Lease Management – 1/2 Day

Lease Management
- ✓ Perform the steps in splitting an activation group
- ✓ Describe key lease events that require attention
- ✓ Reassess an activation group
- ✓ Conduct a lease contract change
- ✓ Conduct a lease modification
- ✓ Replace units
- ✓ Enter one-time charges
- ✓ Conduct a lease end
- ✓ Record a casualty

Who Should Attend?

Lease Administrators, Functional Consultants, Business Analysts, Accountants, Project Managers, Sales Executives, Field Ops, IT Staff, Functional/Technical Consultants, Solution Architects, Project Managers
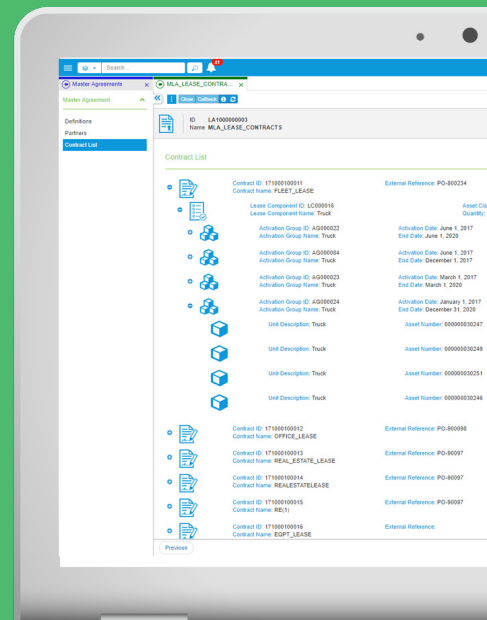
Workshop Details:

Prerequisite: Lease accounting knowledge

Duration: Two 4-hour blocks

Workshop Open to All Partners:
- **Virtual Only:** $1000 USD/ participant
- **Payment Method:** Only credit cards and wire transfers accepted
- **Max Participants:** 24

Back-End Configuration Training for Partners – Workshop Objectives

After completing this training program, participants will be able to:

- ✓ Demonstrate understanding on the available Nakisa Lease Administration landscape models
- ✓ Demonstrate understanding on the provisioning process of Nakisa Lease Administration instances
- ✓ Set up the application with a standalone system
- ✓ Configure the general settings of the application
- ✓ Map the Nakisa Lease Administration security roles
- ✓ Set up the applicable user authentication modes
- ✓ Configure data connections and sync settings
- ✓ Manage fields in front-end GUI
- ✓ Navigate the master data config page
- ✓ Set up the application config tables and system config tables

- ✓ Access and view the logs and RFC traces
- ✓ Work with the job scheduler and thresholds
- ✓ Manage software releases and migrations via build manager
- ✓ Perform batch data management tasks
- ✓ Demonstrate understanding relating to handling transition accounting in Nakisa Lease Administration
- ✓ Demonstrate understanding of Nakisa project implementation methodology and best practices

Who Should Attend?

IT Staff, Functional/Technical Consultants, Solution Architects, Project Managers

Workshop Details:

Prerequisite: Leasing Knowledge/Front End Workshops (Part I & Part II)

Duration: 2.5 Days

Workshop Open to All Partners:

- **Virtual Only:** $3000 USD/participant (including front-end)
- **Payment Method:** Only credit cards and wire transfers accepted
- **Max Participants:** 24

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Sales

This training program is designed to enable our partners with the skills needed to successfully position our solutions and deliver product demonstrations. The Sales Training Program consists of two workshops: Sales Positioning and Level 1 Demo Training. Sales Positioning workshop explains how to position the solution to the market and the Level 1 Demo Training workshop enables participants to deliver a high-level 20-minute demonstration as well as address prospects' most common questions regarding the solution.

Sales Positioning – 1/2 Day

After completing this session, you will be able to:

- ✓ Provide a comprehensive overview of Nakisa
- ✓ Provide an overview of the current market and the business drivers
- ✓ Explain the Nakisa Lease Administration solution
- ✓ Explain Nakisa's value proposition
- ✓ Conduct an initial discovery call to prepare for a demo call
- ✓ Respond to frequently asked questions
- ✓ Locate available sales & marketing resources

Sales Level I – 1 Day

After completing this session, you will be able to:

- ✓ Become familiar in navigation and usage of Nakisa Lease Administration
- ✓ Prepare and present an effective 20-minute demo using the demo script provided
- ✓ Speak about the benefits and the value proposition of our solution as per client's business requirements
- ✓ Answer and manage typical questions
- ✓ Setup and deliver remote or on-site demo sessions
- ✓ Access the available sales & marketing resources

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Who Should Attend?

Sales Executives, Account Managers, Sales Representatives, Sales/Solution Engineers

Sales Workshop Details:

Prerequisite: Leasing Knowledge/ Front-End Workshops (Part I & Part II)

Duration: 1.5 Days

Workshop Open to All Partners:

- **Virtual Only**
- **Payment Method:** Free
- **Max Participants:** 20