



DDLS AUTHORISED PARTNER PROGRAM

Partner with DDLS
and Grow Your Business

 **ddls** / *authorised partner*

www.ddls.com.au

DDLs AUTHORISED PARTNERS SHARE OUR SUCCESS

DDLs is proud to partner with leading organisations in the IT industry to become an extension of your business. We provide a unique suite of leading products and services to your customers and offer flexible partnership options to suit your organisations structure.

When partnering with an organisation like ours we place importance on collaboration through joint marketing campaigns, bid responses and general in market exposure, this is all part of the DDLs experience and has been carefully thought out to reinforce that one solution your client needs.

From our range of 700+ training courses across 12 categories, to a suite of high-value services and solutions, DDLs provides many opportunities for channel partners to leverage our skills and experience.

WHY PARTNER WITH DDLs?

- » Resell DDLs products and services and generate another revenue stream
- » Greater market exposure and expanded business opportunities
- » Technical, marketing and sales training
- » Access to our global partner network
- » Technical communications, product news, success stories and more
- » Dedicated Account Manager

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RESELL DDLS TRAINING PRODUCTS

DDLS is recognised as the leading provider of ICT courses in Asia Pacific, with classroom-based instructor-led training, remote and virtual training, and on-site training all part of our offering.

If you already provide education and/or training products and services, or you would like to offer these as a value-add to your customers, DDLS provides a low-risk and low-cost way to enhance your current offerings, whilst providing you with the opportunity to generate an additional revenue stream.

With 700+ courses from all leading vendors across 12 categories, DDLS has all your customer needs covered. Leverage the skills of your sales team to extend your product portfolio with courses from the leading training organisation in the region.

We'll work with you to customise an offering that suits your business and customers, and delivers additional revenue and margin. Working with DDLS to resell our training courses is a simple way to grow your business fast.

FEATURED DDLS VENDOR PARTNERS



AND MANY MORE!

PARTNER PROGRAM SERVICES



TRAINER HIRE

Our expert professionals are equipped to help build high-performing IT teams. DDLS instructors can deliver accredited and non-accredited courses in a range of technologies including SQL, cyber security and ITIL and from leading vendors including Microsoft, AWS and Google.



SKILLS ASSESSMENT

Digital transformation requires the right balance of skills to suit a particular organisation. DDLS conducts skills assessments and audits to ensure workforce capability, as well as developing training plans to fill any gaps



VENDOR COMPETENCIES

DDLS is accredited and recognised by the world's leading technology vendors. We can assist organisations in achieving the learning competencies they need to become accredited, including becoming a Microsoft Silver or Gold Partner.



ROOM HIRE

Conveniently positioned in CBD locations, DDLS has close to go training rooms for hire across Australia, New Zealand and the Philippines, that can cater for both IT classes (incorporating dual monitor high spec desktop computers) and regular classes for up to 16 participants. Our state-of-the-art technology and on-premise refreshment options are sure to meet all your room hire needs. Rooms are available in Sydney, Melbourne, Brisbane, Perth, Adelaide, Canberra, Manila, Auckland, Wellington and Christchurch.



BID WRITING

Bids and tenders represent great opportunities for business growth and getting them right is critical. DDLS can help with specific tender responses, or to generally improve tender writing and bid management capabilities. We help commercial and public sector organisations of all sizes bid more successfully for contracts and grants, with an emphasis on learning capabilities for the IT sector.

DDLS LOYALTY PROGRAM

ADVANTAGE PARTNER	GOLD PARTNER	PLATINUM PARTNER
ELIGIBILITY <ul style="list-style-type: none"> As a DDLS Partner we are working together to build our partnership. 	ELIGIBILITY <ul style="list-style-type: none"> As a Gold Partner we have established a consistent working partnership and are committed to building go-to-market programs together. \$80,000 PA Revenue contribution – direct sell or indirect leads 	ELIGIBILITY <ul style="list-style-type: none"> As a Platinum Partner we have a long-standing trusted partnership and are committed to developing joint strategies for channel success. \$200,000 PA Revenue contribution – direct sell or indirect leads
BENEFITS <ul style="list-style-type: none"> 5% discount on bookings (excludes DDLS Resell products) Entry into Advantage Loyalty Program (1:1) Lead referral – 10% of sale price on DDLS run courses, plus 5% customer points as DDLS Credits 	BENEFITS <ul style="list-style-type: none"> 15% discount on bookings (excludes DDLS Resell products) 1 x DDLS Plus Subscription PA 1 x exam voucher per quarter Access to Gold Partner Loyalty Bonus Points (1:1.5) Lead referral – 15% of sale price on DDLS run courses, plus 10% customer points as DDLS Credits 	BENEFITS <ul style="list-style-type: none"> 25% discount on bookings (excludes DDLS Resell products) 2 x DDLS Plus Subscription PA 2 x exam voucher per quarter Access to Platinum Partner Loyalty Bonus Points (1:2) Lead referral – 25% of sale price on DDLS run courses, plus 15% customer points as DDLS Credits Co-branded microsite (for bookings and leads) and access to DDLS marketing for co-branded opportunities



WE'RE HERE FOR YOU.

Get in touch with us today to ensure you can gain full control of your main services while having peace of mind that the training component is covered by a professional company with certified subject matter experts.

A channel partnership with DDLS is a true extension of your business, a way to value-add products and services for your client, and a step further in providing that one-stop-holistic service.

For more information contact our
Channel Partner Team

Phone

Channel Partner Manager:
Adrian Taylor - 0401 461 616

Speak to a consultant

1800 853 276

Email

channel@ddls.com.au

Find out more

www.ddls.com.au/services/channel-partner-program

