



Comidor Industry Cloud Platform



Partner Onboarding Program

“Friends have all things in common.”
- Plato, Dialogues

Partner Onboarding Program



1

Sales & Marketing Onboarding

- Comidor overview
- Solution selling overview
- Success stories
- Pricing policy and licensing
- Comidor - Partner co-operation
- Marketing onboarding
- Product roadmap

duration: 2 hours

2

Technical Training

- Comidor standard training
- Real-time app development
- Comidor advanced training

- Q&A

duration: 7 hours + 2 hours

3

Go to Market

- Review baseline
- Sales approach
- Marketing approach
- Demand generation plan
- Scoping questions
- Solutions design
- Presales support
- Comidor demo
- Deal registration
- Comidor Partner's environments

- Q&A

duration: 2 hours + 2 hours

4

App Development Workshop

Hands-on experience in building a real-world application or an on-demand PoC

duration: 4 hours

5

Qualification

After completing the onboarding program, the partner receives a certification to acknowledge successful completion of the program, thus becoming a qualified Comidor business partner

onboarding certificate

Sales & Marketing Onboarding



→ Comidor overview

An in-depth presentation of Comidor platform, its capabilities, technologies

→ Solution selling overview

A thorough analysis of Comidor USP, competitive advantages and market landscape

→ Success stories

Presentation of case studies to understand the practical value of Comidor to different sectors

→ Pricing policy and licensing

Analysis of revenue streams, pricing policy, infrastructure and support options

→ Comidor - Partner co-operation

How thriving teams work together

→ Marketing onboarding

Common marketing announcements on social media, and creation of a unique page dedicated to you on our website

→ Product roadmap

Future platform features, innovations and advancements

Technical Training



→ Comidor standard training

- Introduction to Comidor
- Business set up
 - Users & application rights
 - Organizational Chart
- Digital workplace
- App Designer
 - Application types
 - How to create apps
 - How to monitor apps
 - Graphs and reporting capabilities
- Workflow automation
 - Workflow components
 - How to trigger a workflow
 - Business rules
- Workflow app examples with RPA/AI/ML

→ Comidor advanced training

- RPA components
- Code components
- Advanced scripting

Go to Market



→ Review baseline

- Discussion on your sales and marketing strategy, including lead generation, sales pipeline management, tools, and processes

→ Sales approach

- Prospecting strategy
- Ideal Customer Persona
- Action Plan

→ Marketing approach

- Digital marketing plan
- joint/industry events/conditions
- webinars, use cases/solutions

→ Demand generation plan

- Activities: blog, social, campaigns
- Set goals
- Monthly review

→ Scoping questions

Definition of project scope, pre-sales and after-sales requirements and presentation of the offer template

→ Solutions design

- Known pains
- Solutions in mind
- References to give them ideas
- Strategy

→ Presales support

Constant communication for new sales opportunities, updates, renewals, PoCs implementation

→ Comidor demo

Capability of running introductory platform demos

→ Deal registration

How to handle leads and opportunities through a highly conversional Comidor sales funnel

→ Comidor Partner environments

- Presentation & Demo environment
- Development environment
- Account live environment

App Development Workshop



→ Hands-on experience in building a real-world application or an on-demand PoC

- Business requirements gathering
- Solution identification
- Application design and development
- Application live run

→ Application Examples to choose from

1 Claims Processing case

A solution for handling all incoming claims, and orchestrating all process steps from validation to partial/full payment or rejection of the claim.

Requirements

- The requestor should be included in the process, either during initiation or throughout the process, in case of missing data.
- The requestor should be alerted on the progress of the claim to ensure transparency and effective communication.
- Monitoring of all claims should be included through reports and graphs.

2 Equipment Requests & Equipment Inventory case

A solution for managing requests for new equipment, removing existing equipment, and maintaining the equipment inventory.

Requirements

- A master table of all company equipment with all relevant information for the IT department.
- Any employee should be able to request the purchase of new office equipment or the removal of existing equipment.
- After purchasing or removing equipment, the master equipment table should be updated.

3 Your own case

Comidor Qualification



→ You become a qualified business Comidor partner



We validate that you have successfully completed the Comidor onboarding program and that you have acquired the appropriate knowledge, skills and capabilities to become a Comidor professional.





Onboarding Program Duration

- Sales & Marketing Onboarding → 2 hours
- Technical Training → 7 hours + 2 hours
- Go-To-Market Training → 2 hours
- App Development Workshop → 4 hours
- Q&A → 4 hours

* The duration of the onboarding program can be split into different sessions upon your availability

Supportive Material

- [Website Partners Portal](#)



Case studies



Business Requirement Documents



Product resources



Training videos

- [Help Center](#)

A help center section with content for each Comidor module, with search functionality, so that you can easily find what you are looking for.

- [Videos](#)

Videos on our site and on our [YouTube channel](#), with different use cases, and Comidor features.



Take the ownership of your digital transformation

FOR MORE INFORMATION PLEASE CONTACT:

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