



PARTNER ENABLEMENT PROGRAM

Getting Started with Platform Providers and Resellers

Follow this easy-to-use checklist to track onboarding requirements, milestones and additional tasks as well as due dates, task owners and statuses. This checklist will help keep you on the path to a successful iPILOT deployment.



Channel Account Manager Contact Details

Name

Email

Phone Number

Preparation

Task Name	Supporting Team/Owners	Completion Date	Status
Share the news with your team. iPILOT has landed! Prepare Staff for changes.			
Kick off call with your onboarding Project Manager			
Know your NUWAVE team – Channel Account Manager (CAM) Onboarding Project Manager and any other SPOCs			
Identify your Onboarding POCs (which of your team members will go through onboarding directly)			
Review PEP Launch Kit and get familiar with requirements and resources			
Schedule a communication plan with your onboarding team and Project Manager to follow your onboarding journey, and complete milestones and requirements			
Verify requested members have received iPILOT, DOC360, and Reach360 credentials. Bookmark these sites.			
Members should log into iPILOT, DOC360, and the Partner Center to look around. Utilize your Launch Kit for onboarding			
Determine your route to market and discuss with your Project Manager			

Operational Readiness

Task Name	Supporting Team/Owners	Completion Date	Status
Identify SMEs (Subject Matter Experts) who will work with iPILOT			
Assign an iPILOT admin who will manage your account or platform			
Provide technical certifications for technical requirements			
For BYOC (Bring Your Own Carrier) complete and submit your Synthesis Interop form to your Project Manager (optional)			
Confirm your carrier network set-up (test internally in iPILOT - optional)			
Platform Audit – Ensure your platform or account is set up to your preference			
Complete and submit your Organizational Questionnaire to your Project Manager			
Set up and perform dry run with teams			
First customer assist with NUWAVE (if desired)			

Knowledge and Education

Task Name	Supporting Team/Owners	Completion Date	Status
iPILOT admin and SMEs complete all required training courses			
Complete any product specific accreditations			
Get familiar with the complete KB (Knowledge Base) in DOC360. Make sure all relevant teams know how to use the KB			
Log into the Partner Center and view available resources and material – this will be your hub for Sales, Marketing and Operational documents available to you. Some may be white labeled or information repurposed to achieve Sales or Operational results			

Sales and Marketing

Task Name	Supporting Team/Owners	Completion Date	Status
Develop your GTM (Go To Market) strategy			
Craft your marketing materials			
Launch your product specific campaigns			
Engage your CAM (Channel Account Manager) to continue to develop and implement Sales and Marketing strategies			