On-Demand Training

A winning partnership

combined **knowledge**

LSPs
Enterprise-scale programmes

Helping the ambitious thrive – quickly and safely

Traditional Gold Partners
Likely to have limited cloud knowledge

❑ Change Management & Microsoft specialists

❑ Align well with Cloud Direct

❑ Joint project run with IOPP

❑ Partnership status

Cloud Direct ®

Overview ➔ Change Management Programme ➔ On-Demand Training

Our GTM offerings

On-Demand Training

Quick and easy approach to aid user adoption.
Priced per user/month.

❑ Rich content created by Microsoft 365 adoption experts
❑ Hosted on a AI-driven portal with customisation, gamification and management analytics

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Overview ➡ Change Management Programme ➡ On-Demand Training

Key stages to Adoption & Change Management

Planning

- ✓ Understand your objectives
- ✓ Work with PMs to build a change management plan
- ✓ Recruit a pool of Champions

Staff engagement

- ✓ Upskilling of Champions
- ✓ Generate awareness & interest
- ✓ Upskilling of cross-functional teams

Knowledge transfer

- ✓ Available to deal with escalations and Q&As

On-Demand Training

- ✓ Sustaining momentum for 12-months

On-Demand Training*

Escalation & Knowledge Transfer

Champions Onboarding

Buzz Day

Workshops

Promotional Items

Consultation & Programme Design

*On-Demand Training is an additional cost

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Overview → Change Management Programme → On-Demand Training

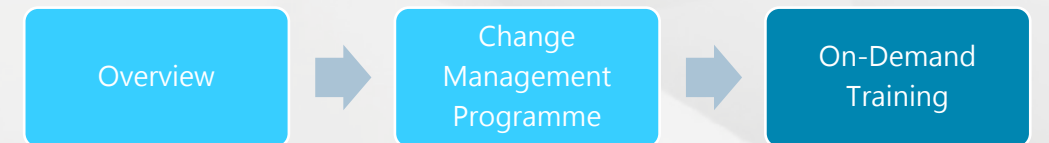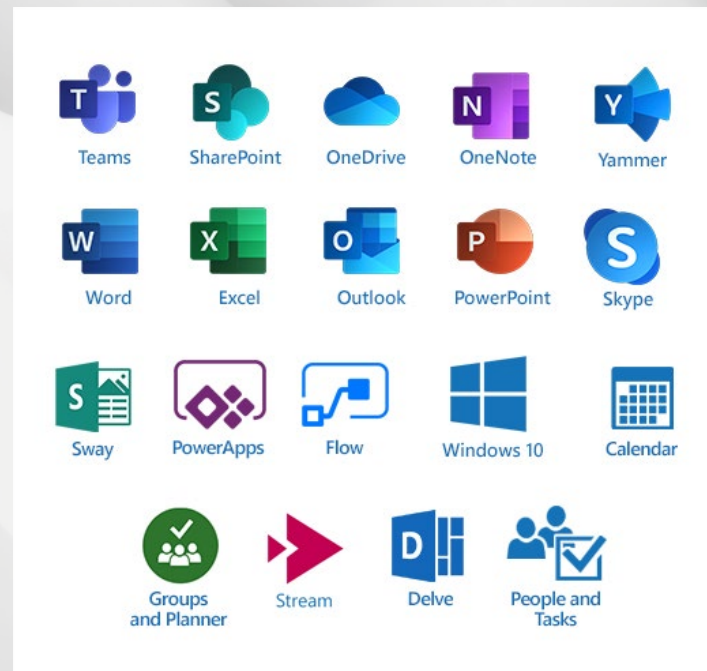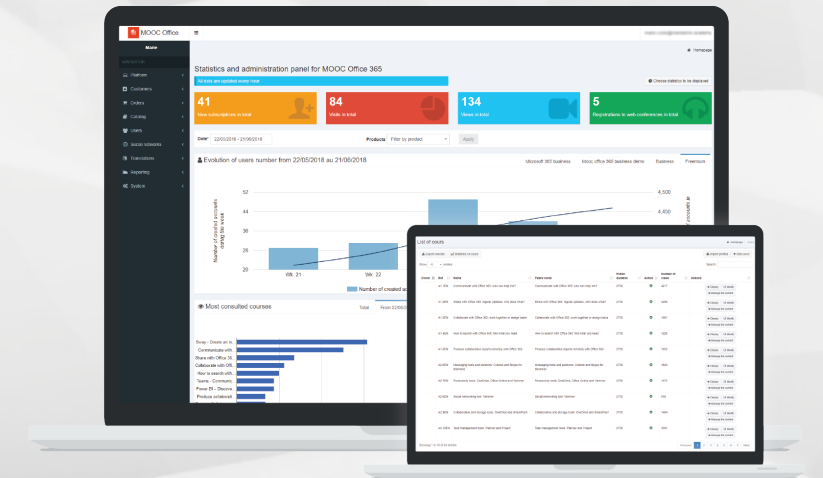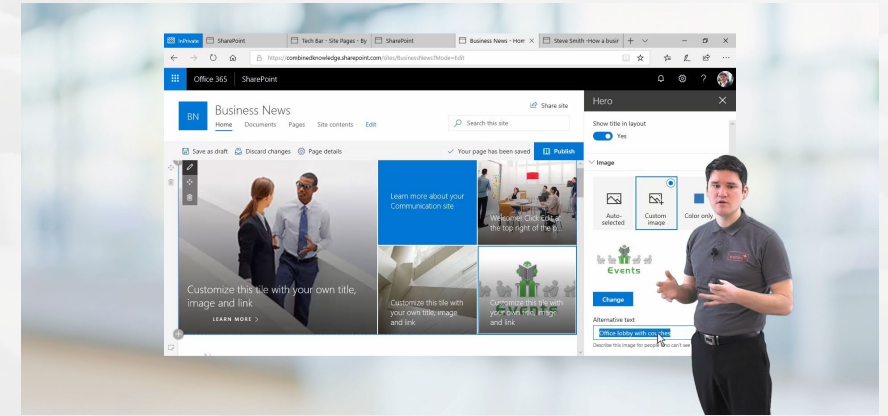# Benefits to the customer

✓ Confidence in M365

✓ Positive user experience

✓ Reduced support burden

✓ Technology seen as a key enabler

Cloud Direct ®

Overview ➡ Change Management Programme ➡ On-Demand Training

On-Demand Training

❑ Access to a learning portal for end-user training

❑ Upskill users on all Microsoft 365 tools

❑ Quick and easy

❑ Licences sold for a minimum of 12-months

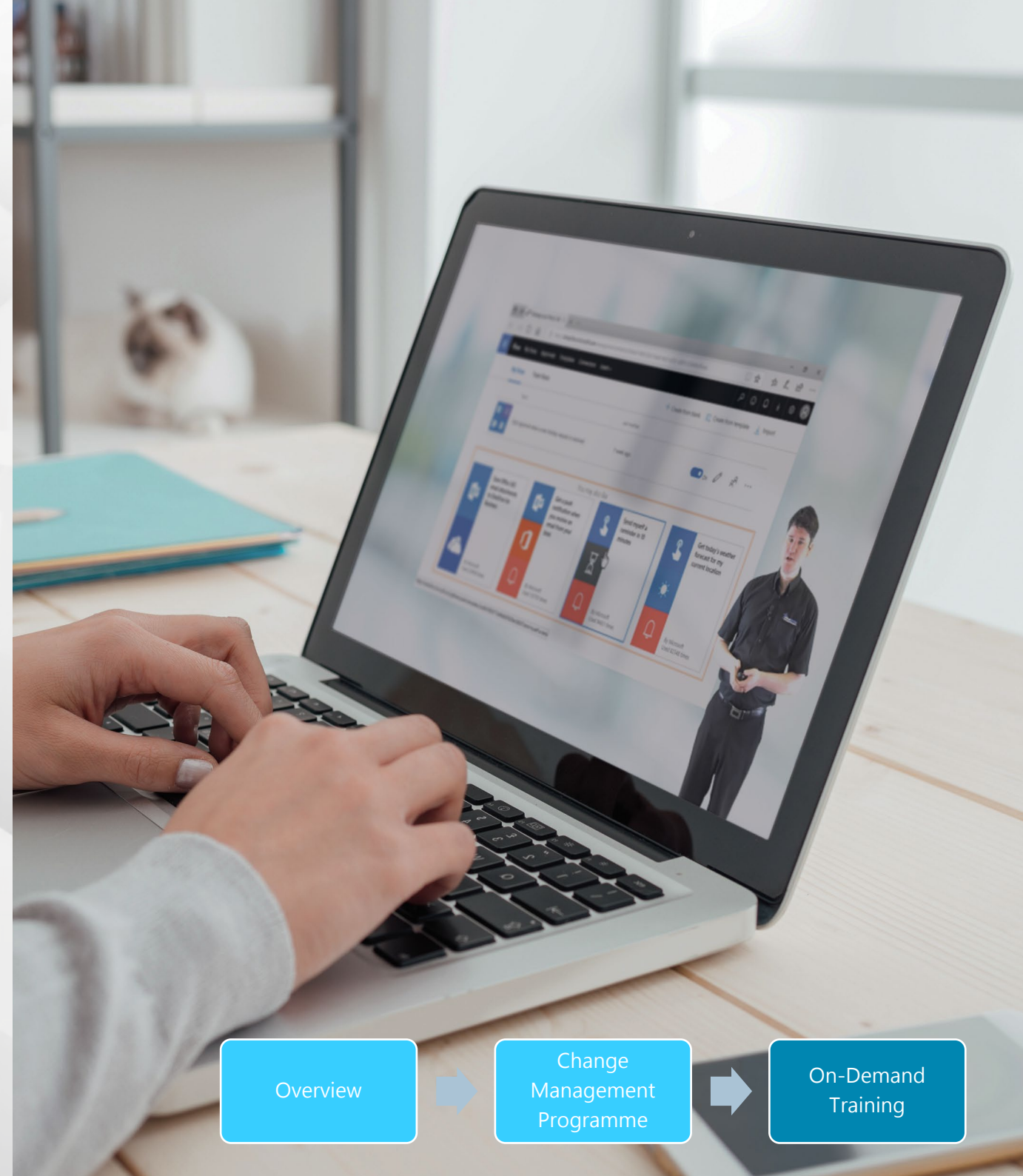Overview ⇨ Change Management Programme ⇨ On-Demand Training

On-Demand Training

Microsoft 365 integration	Customised learning	AI & machine learning	Instructors & transcripts	Gamification	Management analytics

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Overview ➡ Change Management Programme ➡ On-Demand Training

On-Demand Training

Key benefits

- ☐ Increase M365 ROI

- ☐ Prepare for the long-term

- ☐ Link to KPIs & professional development

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Overview → Change Management Programme → On-Demand Training