



## Building Partnerships to Last a Lifetime

### Program Overview

360training is a proven innovator in the e-learning industry for compliance, workforce and certification solutions. Our alliance program provides value added reseller and channel partnership opportunities that will complement your core offerings to help you drive new revenues and capture more market-share.

360training strategically selects its partners and follows through with a full service and support model to create a win-win value proposition. When you partner with 360training, you gain access to an expansive base of e-learning products and services backed by an experienced team of professionals committed to helping you succeed.



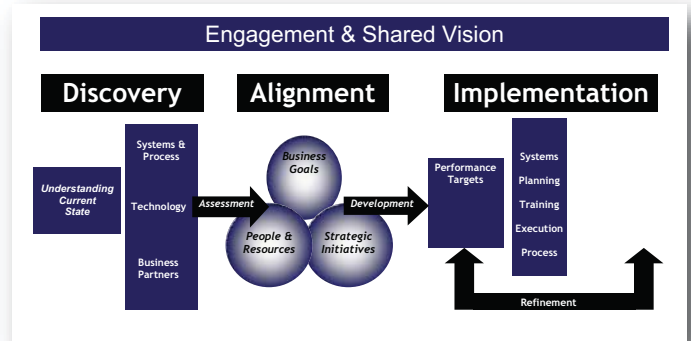
### Partner Solutions

With solution sets designed for associations, proprietary schools, colleges and corporations, we map our existing products and services to your specific business goals providing you with customized e-learning services, off-the-shelf courseware and on-demand learning management technology and comprehensive support. Our primary goal is to help you sell 360training programs or your proprietary programs online, within a privately labeled environment through your existing website presence.

Solutions for partners include:

- o 2000+ industry specific online courses
- o Hosted learning management systems
- o Subsidized custom e-learning development
- o 24x7 live support for registered users
- o Dedicated channel manager consultants
- o Sales support and assistance
- o Branded marketing support

### Partnership Models



Our alliance program is built upon a philosophy of a shared vision whereby we employ two distinct partnership models predicated on a revenue-sharing basis.

#### Value Added Reseller (VAR)

Authorized VAR partners receive a branded virtual university portal customized with courses from our existing catalog based on reseller industry. The courses and portal are fully hosted and supported by a live 24x7 help desk. VARs are appointed with dedicated channel manager consultant to assist with sales and business plans to achieve growth of online course sales.

Ideal VAR partners will have the capability to extend their market reach and will ideally be operating in or close to the target industry which includes but is not limited to: safety, power/energy, education, real estate, manufacturing, construction, healthcare, insurance, engineering, industrial, finance, cosmetology, transportation and hospitality.

#### Strategic Partner (SP)

Qualifying SP partners of 360training are provided with subsidized e-learning content development services utilizing content supplied by our partner. 360training creates an instructionally sound e-learning program and provides the appropriate technology to support the delivery of the content to the target audience. All hosting, administration, maintenance and support are provided by 360training to support the initiative with senior level stakeholder participation to ensure program success.

Ideal SP partners will have the capability to extend their market reach online with little to no risk and should have a unique value proposition to their current learning programs that can be complemented through online delivery. Initiatives may include certification or designation programs, degree programs or any other program that may be considered to be emerging with online adoption.

Interested in becoming a partner? Contact us today to learn more:

