



Team Purple • Mission First. People Always.



## IFS PARTNER PACK

**The IFS Training Partner That  
Doesn't Compete With You**

White-Label IFS Training for Gold & Regional Systems Integrators

- Protect your project margins
- Reduce training-related risk
- Scale without permanent hiring

*Launching Q1 2026 / Now accepting 5 Founding Partners*

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## WHY CLOUDREADY EXISTS

### Why we are building CloudReady Training

After working in IFS implementations as project managers, sales professionals, and recruiters, we kept seeing the same pattern:

Training ends up being the project risk nobody plans for properly.

- Scoped too lightly in proposals (to stay competitive)
- Delivered by technical consultants (not their strength)
- Compressed when projects run late (sacrificing quality)
- Ends at go-live (while users still struggle)

**Result: 50% of ERP implementations fail.**

**90% of failures are “People problems”, not technology problems.**

### This is why we built CloudReady Training

Not as another implementation partner competing for projects.

But as the specialist training partner that IFS Gold and Regional SIs can plug into their projects when they need:

- ✓ Training expertise without permanent hiring
- ✓ White-label delivery under your brand
- ✓ Overflow capacity when your team is stretched
- ✓ Specialist knowledge for complex IFS Cloud implementations
- ✓ Risk mitigation for projects where training is under-sscoped



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## OUR SERVICES

We offer flexible engagement models designed to complement your existing delivery capability—not replace it.

### 1. Training Needs Analysis & Planning

Stakeholder interviews, process mapping, user role definition, and comprehensive training plan development.

*Duration: 1-2 weeks / Investment: £5,000-£12,000*

### 2. Training Material Development

Customized to your client's specific IFS Cloud build. Role-based modules across Finance, Supply Chain, Manufacturing, HR, and other functional areas. Multiple formats: presentations, exercises, videos, quick reference guides.

*Duration: 3-6 weeks / Investment: £12,000-£35,000 per module*

### 3. Train-the-Trainer Programs

Upskill client super users to deliver training internally. Includes presentation skills, adult learning principles, practice sessions with feedback, and ongoing coaching support.

*Duration: 2-5 days / Investment: £8,000-£15,000*

### 4. End-User Training Delivery

Classroom training at client sites, virtual training delivery, hands-on practice with client system, and user adoption support. Available white-label under your brand.

*Duration: 4-12 weeks / Investment: £750-£1,200 per day*

### 5. Post-Go-Live Support

Hypercare support, floor-walking, issue resolution, additional coaching, documentation refinement, and process optimization workshops.

*Duration: 2-8 weeks / Investment: £4,000-£6,000 per week*

### 6. Change Management Services

Stakeholder engagement, communication planning, resistance management, user adoption measurement, and executive coaching.

*Duration: Ongoing / Investment: £6,000-£12,000 per month*



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## WHAT MAKES US DIFFERENT

### ✓ Real Implementation Experience

Founded by project managers who've led major IFS programs. We've been in the war room at 2am before go-live. We know what breaks, what works, what matters.

### ✓ IFS-Only Focus

Deep platform expertise across all IFS versions (Apps 7.5 through IFS Cloud). We speak IFS. We live IFS. We're Team Purple.

### ✓ Three-Phase Methodology

Readiness → Capability → Mastery. We don't just train users, we transform capability. Proven approach consistently achieving 85-90% adoption rates.

### ✓ Flexible Engagement

Not locked into full-service. Need just materials? Just delivery? Just strategy? We can help. White-label options available for partners who want training under their brand.

### ✓ Scalability Without Headcount

Access to IFS-specialist contractor network via GoLive Recruitment. Scale up and down as projects demand, without permanent hiring commitments.



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## HOW TO WORK WITH US

We've designed our engagement models to fit seamlessly into your existing delivery process:

### **Model 1: White-Label Delivery**

We deliver training under your brand. Your client sees your consultants, your materials, your quality control. We handle the specialist training expertise behind the scenes.

*Ideal for: Projects where you've won the work but need training capacity*

### **Model 2: Co-Branded Partnership**

Joint delivery where both brands are visible. You lead the implementation, we lead the training workstream. Client benefits from specialist expertise in each area.

*Ideal for: Larger projects where specialist training is a selling point*

### **Model 3: Materials Only**

We develop customized training materials, you deliver them. Perfect for partners with training capability but limited bandwidth for content development.

*Ideal for: Partners who have trainers but need quality content faster*

### **Model 4: Overflow Capacity**

When your team is at capacity across multiple projects, we provide additional trainers on a project-by-project basis. Scales up and down as needed.

*Ideal for: Established partners with variable training demand*



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## FOUNDING PARTNER PROGRAM

**Limited to 5 IFS Partners | Launching Q1 2026**

We're offering founding partner status to the first five IFS Gold or Regional Systems Integrators who commit to working with us. Founding Partners receive:

- 20% discount on all services for first 12 months
- Priority access to training resources and scheduling
- Co-development input into service offerings and materials
- Featured case study and co-marketing opportunities
- Dedicated account management
- Exclusive quarterly partner strategy sessions

**Commitment required:** Minimum two projects in first 12 months. Provide feedback and testimonial. Participate in service refinement discussions.

**Timeline:** Applications accepted through January 2026. Founding Partner status confirmed by February 2026.

## NEXT STEPS

If CloudReady Training could be valuable for your IFS practice, here's how to explore further:

### **Step 1: Schedule a Discovery Conversation**

30-minute discussion about your IFS practice, training challenges, and how we might complement your delivery model.



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## Step 2: Review Partnership Agreement

We'll share standard partnership terms, commercial models, and white-label options for your review.

## Step 3: Pilot Project (Optional)

Test our services on a smaller engagement before committing to full partnership. Founding Partner discounts apply from day one.

## CONTACT US

**Partner Enquiries:** [partners@cloudreadytraining.com](mailto:partners@cloudreadytraining.com)

**Website:** [www.cloudreadytraining.com](http://www.cloudreadytraining.com)

## THE CLOUDREADY TEAM

*Founded by IFS ecosystem professionals: Nemer Habib (Implementation & Delivery), Ellis Saczak (Talent & Scalability via GoLive Recruitment), and supported by Neil G. Campbell (Partnerships).*

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We don't compete. We complement.*